



Home Diagnostics, Inc.  
Dedicated To Diabetes Management



The Smart Choice™ for Diabetes Monitoring

FOR IMMEDIATE RELEASE

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## Home Diagnostics Inc. Forms Co-Brand Alliance With Invacare Supply Group *Invacare Extends Branding Strategy Into Diabetes Supplies*

October 9, 2003 – Ft. Lauderdale, FL – Home Diagnostics Inc., a leading US manufacturer and marketer of blood glucose monitoring systems, announced a distribution partnership with Invacare Supply Group (ISG), a leading wholesaler distributor of durable and consumable medical products and wholly owned subsidiary of Invacare Corporation (NYSE: IVC).

Invacare Supply Group has agreed to co-brand, market and distribute the Home Diagnostics **Prestige IQ Smart System™** under their Invacare Quality Alternatives line of products.

"As physicians move patients from the hospital into the home, the opportunity to market home-care medical devices and disposables have opened up. Our partnership with Home Diagnostics, Inc., allows us to market one of the nations most widely used blood glucose monitors under our Invacare Quality Alternatives line of products," stated Gregory A. Bosco, Director of Merchandising and Marketing for Invacare Supply Group.

Home Diagnostics Inc. is a leader in the blood glucose monitoring category. Marketplace surveys confirm the Prestige Smart System™ is one of the top two best selling OTC meters in chain drug stores through second quarter in 2003.\* More than 1.8 million Prestige Smart System™ products are being used by diabetes patients today.

"For the past several years, Home Diagnostics and Invacare Supply Group have teamed to provide the highest value and quality diabetes supplies available on the market. Through Home Diagnostics co-brand strategy, we can give our loyal partners an opportunity to leverage the strength of their own brand by calling our monitors and test strips their own. We are proud to welcome Invacare into our co-brand family," noted Lynne Brown, Director of US Sales for Home Diagnostics, Inc.

Home Diagnostics, Inc. of Ft. Lauderdale, Fla. is a diagnostics company dedicated to developing self-testing equipment to improve diabetes management at the best value to consumers.

Invacare Supply Group, a wholly owned subsidiary of Invacare, is a leading wholesale distributor of durable and consumable medical products for health, wellness and those who provide care.

Invacare Corporation (NYSE: IVC), headquartered in Elyria, Ohio, is the global leader in the manufacture and distribution of innovative home and long-term care medical products that promote recovery and active lifestyles. The company has 5,300 associates and markets its products in 80 countries around the world. For more information about the company and our products, visit Invacare's website at [www.invacare.com](http://www.invacare.com).

\*Data on file.

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