

## **News Release**

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STOCK EXCHANGE LISTINGS: NEW ZEALAND (FPH), AUSTRALIA (FPH)

### **FISHER & PAYKEL HEALTHCARE AWARDED SHARE OF APRIA HEALTHCARE PURCHASING AGREEMENT FOR SLEEP APNEA PRODUCTS**

Auckland, New Zealand, 16 January 2004 - Fisher & Paykel Healthcare Corporation Limited (NZX:FPH, ASX:FPH)

Fisher & Paykel Healthcare announced today that it has signed a shared primary purchasing agreement with Apria Healthcare Group Inc. (NYSE: AHG), the United States' largest provider of home healthcare services.

Under the terms of the agreement Fisher & Paykel Healthcare has been named a shared primary supplier to Apria of CPAP flow generators, CPAP humidifiers, ventilator humidifiers and patient interfaces. The agreement is effective until 31 December 2004.

"Apria is one of our largest customers in the United States and we are delighted to be expanding our relationship to become a shared primary source of CPAP flow generators, masks and humidification devices, based on the diverse needs of Apria's large patient population," commented Paul Shearer, Fisher & Paykel Healthcare's Senior Vice President Sales & Marketing.

#### **About Apria Healthcare**

Apria Healthcare is the United States' leading provider of integrated home healthcare products and services. The company offers a comprehensive range of services, including home oxygen, respiratory therapy and sleep apnea products/services, respiratory medications, home infusion therapy and home medical equipment. Headquartered in Lake Forest, California, Apria employs more than 9,700 healthcare professionals in more than 430 branch offices serving patients in all 50 states. The company has over US\$1 billion in annual revenues, and serves more than 1 million patients annually. The company was named the Best U.S. Home Respiratory Provider through *HME News*' HME Excellence Awards in 2003, and has received numerous other awards in the past few years. The Apria website may be visited at [www.apria.com](http://www.apria.com).

#### **About Fisher & Paykel Healthcare**

Fisher & Paykel Healthcare is a leading designer, manufacturer and marketer of heated humidification products and systems for use in respiratory care and the treatment of obstructive sleep apnea. It also offers an innovative range of patient warming devices and neonatal care products. The company's products are sold in over 90 countries worldwide.

For further information contact Tony Barclay CFO on +64 9 574 0119 at Fisher & Paykel Healthcare Corporation Limited or visit the company's website at [www.fphcare.com](http://www.fphcare.com)

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