

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

**Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported) September 8, 2004

STERIS Corporation

(Exact name of registrant as specified in its charter)

Ohio
(State or other jurisdiction
of incorporation)

0-20165
(Commission
File Number)

34-1482024
(IRS Employer
Identification No.)

5960 Heisley Road, Mentor, Ohio
(Address of principal executive offices)

44060-1834
(Zip Code)

Registrant's telephone number, including area code **(440) 354-2600**

Not Applicable

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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STERIS[®]



Thomas Weisel Partners

Healthcare Tailwinds 2004

September 8, 2004

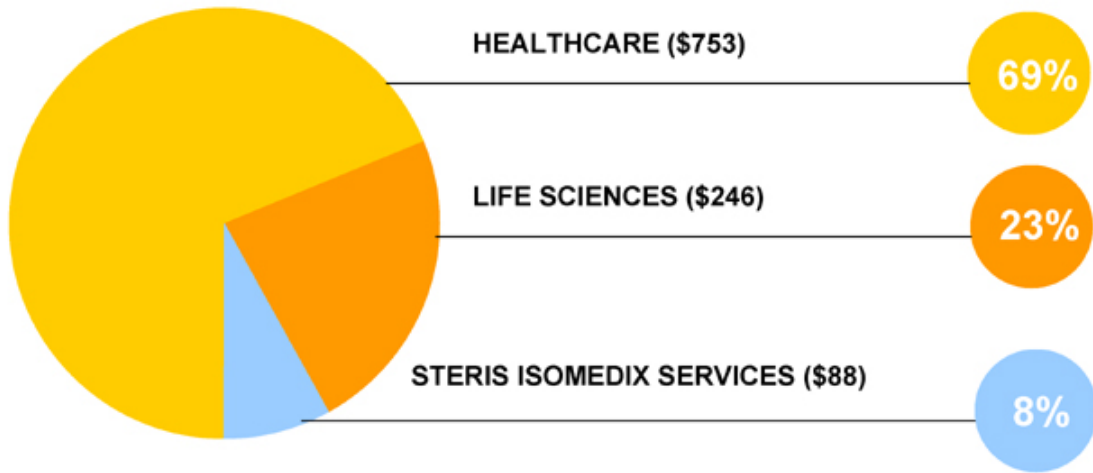




Except for historical information discussed, today's presentation includes forward-looking statements that involve risks and uncertainties. Investors are cautioned that such statements are only predictions and that actual events or results may differ materially. Some of the factors which could cause actual results to materially differ from those anticipated by the forward-looking statements are set forth in the Company's latest SEC Filings on Forms 10-K and 10-Q and in its earnings release dated July 27, 2004. Further, these forward-looking statements speak only as of this date September 8, 2004. We undertake no obligation to publicly release the results of any revisions to the forward-looking statements made today to reflect events or circumstances after today or to reflect the occurrence of unanticipated events.

Sales by Business Segment

Fiscal Year Ended March 31, 2004 (Dollars in millions)



**Products:**

- > Equipment and chemistries for cleaning and sterilizing surgical instruments
- > Surgical tables, lights and ceiling management systems
- > Caregiver skin protection products
- > Maintenance services

Customers:

- > Hospitals
- > Outpatient surgical centers
- > Physician offices

Growth Drivers:

- > Aging population
- > Inpatient and outpatient surgical procedures
- > Hospital capacity expansions
- > New products and technical innovations
- > Global awareness of the need for infection control

Competitive Position:Sterile Processing - \$3.6 billion market

- > STERIS US leader
- > Getinge global leader
- > Others: J&J, 3M

Surgical Tables and Lights - \$1.5 billion market

- > STERIS US leader
- > Getinge global leader
- > Others: Getinge, Skytron, Hill-Rom

Skin Care - \$300 million caregiver market

- > STERIS key player in fragmented market

Competitive Strengths

- > Integrated offering
- > Broad technology base
- > Strong US channel

**Products:**

- > Variety of equipment for aseptic manufacturing and research
- > Sterile water equipment, sterilizers, washers, room decontamination, freeze dryers
- > Cleaning chemistries and service
- > Technologies, products and services for government agency, military and private industry use

Customers:

- > Pharmaceutical and biopharmaceutical manufacturers
- > Research institutions
- > Government agencies, private industry

Growth Drivers:

- > Aging population
- > Increased drug consumption
- > Industry investment in drug production capacity
- > Rigorous regulatory environments and risk of biochemical incidents
- > Emerging diseases
- > Biological and chemical weapon threats
- > Government spending on homeland defense

Competitive Position:

- > STERIS has a strong position in \$750 million global process equipment market
- > STERIS has a strong position in \$500 million research equipment market
- > Others: Getinge, other European manufacturers in a variety of products

Competitive Strengths:

- > Breadth of product offering
- > Unique offering
- > Global presence
- > Technology leadership

**Products:**

- > Batch contract sterilization in 16 regional facilities with gamma, ethylene oxide and electron beam processing technologies

Customers:

- > Medical device manufacturers
- > Food packagers
- > Pharmaceutical manufacturers
- > Cosmetics producers

Growth Drivers:

- > Outsourcing by manufacturers
- > Growth in medical device consumption
- > Expansion of STERIS processing facilities

Competitive Position:

- > STERIS US leader in \$690 million global market

Competitors:

- > Sterigenics
- > IBA
- > Surebeam
- > Cosmed
- > Titan Scan

Strengths:

- > Responsive
- > Broad capability/technology
- > Strategically located facilities

Enhance our revenue stream by continuing to diversify by product, service, market and geography

- > Increase recurring revenues
- > Leverage our channel
- > Introduce new technologies
- > Adapt our technologies
- > Expand internationally

