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**SECURITIES AND EXCHANGE COMMISSION**  
WASHINGTON, D.C. 20549

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**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 4, 2003**

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**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)

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**ITEM 9. Regulation FD Disclosure**

Attached hereto as Exhibit 99 is a copy of materials dated September 3 and 4, 2003 and prepared with respect to presentations to analysts that was made by senior management of STERIS Corporation (the “Company”) on September 4, 2003. These materials will also be available on the Company’s website at www.steris.com.

The information contained in this Current Report on Form 8-K, including the exhibit attached hereto, is being furnished to the Securities and Exchange Commission and shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. Furthermore, the information contained in this Current Report on Form 8-K shall not be deemed to be incorporated by reference into any registration statement or other document filed pursuant to the Securities Act of 1933, as amended.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**STERIS Corporation**

By: /s/ LAURIE BRLAS

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Laurie Brlas  
Senior Vice President  
and Chief Financial Officer

Date: September 4, 2003



**STERIS**  
**Analyst Day**

**SEPTEMBER 3 and 4, 2003**

[LOGO]

## Forward-Looking Statements

Except for historical information discussed, today's presentations include 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 Quarterly Earnings Announcement dated July 24, 2003. Further, these forward-looking statements speak only as of this date September 4, 2003. 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.

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## Today's Agenda

- > **STERIS Overview – Les Vinney**
- > **Business Segment Presentations by Group Presidents**
  - > Healthcare – Chuck Immel
  - > Life Sciences – Morten Nielsen
  - > STERIS Isomedix Services – Robert Moss
- > **Financial Overview – Laurie Brlas**
- > **Wrap-up and Q&A – Les Vinney**

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## Goals for Today

***Our purpose in hosting this analyst day is to provide you with:***

- An increased knowledge and understanding of STERIS
- The opportunity to meet and speak with our senior management team
- An informed perspective on our industry and potential opportunities
- An interactive session that answers your questions about STERIS

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> STERIS Overview

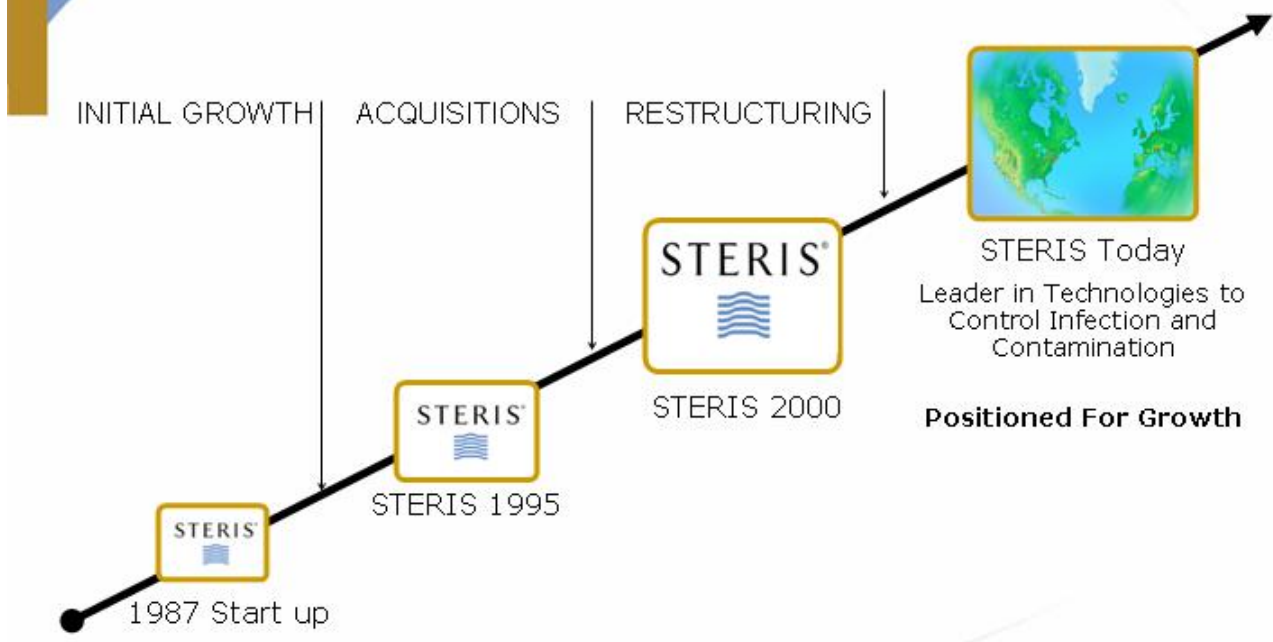
ANALYST DAY 2003 |

[LOGO]

> STERIS Overview

ANALYST DAY 2003 |

## STERIS's Path to Growth



STERIS's Path to Growth

[GRAPHIC]

[LOGO]



## STERIS Today

- **Leader in infection prevention equipment and related products**
- **Restructured in April 2003 to a market-focused business organization**
- **Three new reporting segments: Healthcare, Life Sciences and STERIS Isomedix Services**
- **Combination of acquisitions and internal manufacturing changes contributing to growth**
- **Newly formed “Mission, Vision, Values” statements connect the entire organization**

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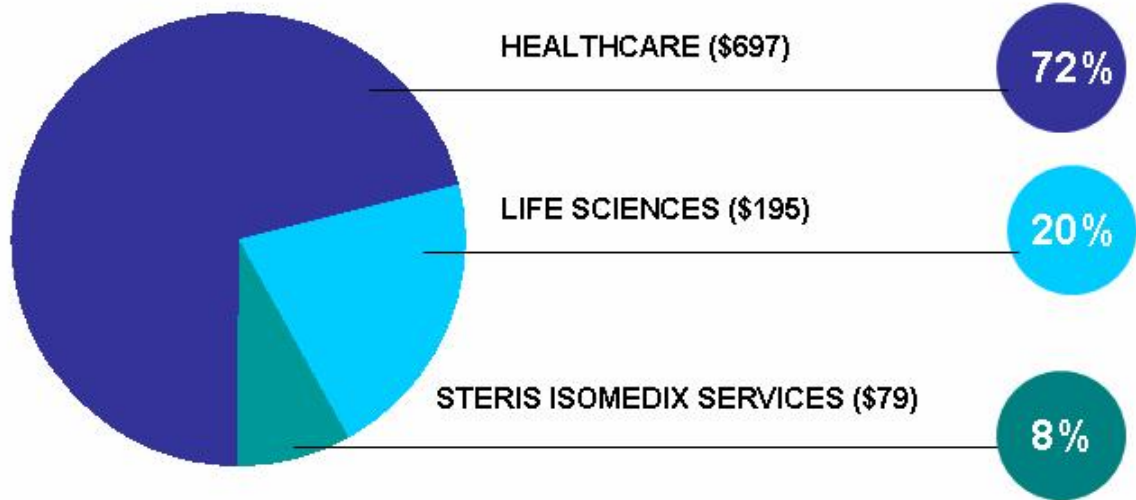
## The Mission of STERIS Corporation

To provide a healthier today and a safer tomorrow through knowledgeable people and innovative infection prevention, decontamination and health science technologies, products and services.

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**Sales by Business Segment**  
 Fiscal Year Ended March 31, 2003 (Dollars in millions)



[LOGO]

**Sales by Business Segment**  
 Fiscal Year Ended March 31, 2003 (Dollars in millions)

[CHART]

HEALTHCARE (\$697)  
 LIFE SCIENCES (\$195)  
 STERIS ISOMEDIX SERVICES (\$79)

## Key Markets Served

### HEALTHCARE

- > Surgical Support
- > Sterile Processing
- > Applied Infection Control

### LIFE SCIENCES

- > Pharmaceutical Production
- > Research
- > Defense and Industrial

### STERIS ISOMEDIX SERVICES (CONTRACT STERILIZATION)



## Key Markets Served

### HEALTHCARE

- > Surgical Support
- > Sterile Processing
- > Applied Infection Control

### LIFE SCIENCES

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### STERIS ISOMEDIX SERVICES (CONTRACT STERILIZATION)

## > Why STERIS: Investment Considerations

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[LOGO]

**Why STERIS: Investment Considerations**

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## Investment Considerations

- A technology leader
- Diversified and recurring revenue stream
- Leading market positions
- Improving market dynamics
- Strong financial and operating platform
- Experienced and credible management team

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- > A technology leader
- > Diversified and recurring revenue stream
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A Technology Leader

Broad based technologies...



Delivered through capital equipment chemistries and services...

Makes STERIS a leader

A Technology Leader

Broad based technologies . . .

[GRAPHIC]

Delivered through capital equipment chemistries and services . . .

## Diversified and Recurring Revenue Stream

Capital equipment drives...

Consumables...

and Services...



**52% of fiscal 2003 revenues were higher margin,  
 recurring consumables and services**

**STERIS has the unique ability to offer a custom solution for a variety  
 of customers, industries and geographies**

[LOGO]

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## Market Leader

- **Leading supplier of sterilization and surgical support products to U.S. healthcare facilities**
- **Leading position in contract sterilization for medical technology manufacturers and other industries**
- **Leading supplier of equipment and chemistries to biopharmaceutical companies for research and production facilities**
- **STERIS has the broadest range of infection control technologies, products and services in the world**
- **STERIS has the unique capability to offer custom solutions to a variety of industries**

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## Improving Market Dynamics

- Aging population is driving demand for healthcare services and pharmaceuticals
- Increased spending by hospitals is leading to expansion and upgrading of facilities
- Ongoing investment in drug production is driving manufacturing capacity and research facilities
- Global awareness of infection control is growing

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## A Strong Financial and Operating Platform

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## Management Team

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- > All have a proven ability to execute

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> Strategic Direction

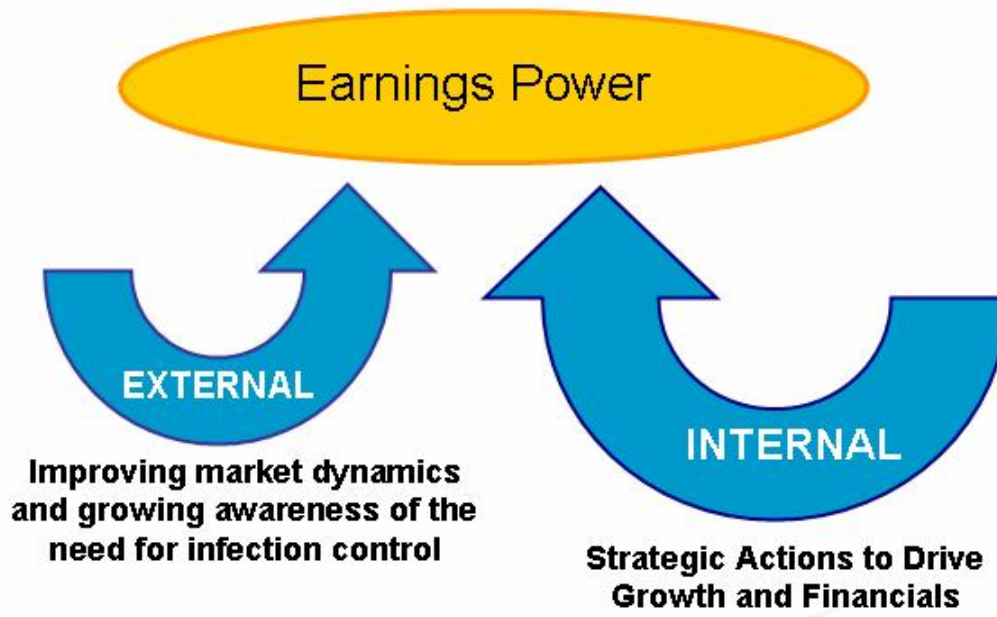
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[LOGO]

**Strategic Direction**

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Sources of Growth



[LOGO]

Sources of Growth

**External**  
**Improving market dynamics and growing awareness of the need for infection control**

**Earnings Power**

**Internal**  
**Strategic Actions to Drive Growth and Financials**

## Our Growth Strategy

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

- Capitalize on installed base
- Leverage our channel
- Introduce new technologies
- Adapt our technologies
- Expand internationally



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- Large revenue opportunity in our own installed base
  - > Capture consumable opportunity
  - > Aggressively grow service
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## Leverage Our Channel in Healthcare

- > Presence in every U.S. hospital
- > Sales force of 250 people
- > Service force of 1,000
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## Introduce New Technologies

- > R&D spending to approximate \$32 million in fiscal 2004
- > Focused new product development effort
- > Areas of focus include projects for new industries and new sterilization technologies
  - > VHP technology advancement into new product uses
  - > Prion Decontamination
  - > Segmented sterile processing offering
  - > Key new products for general infection control and surgical support

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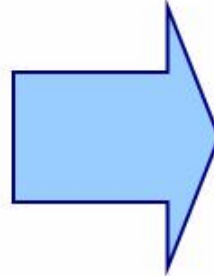
## Adapt Our Technologies

### CURRENT

Exploring new applications related to Anthrax contamination

Joint research on defense applications for biological and chemical warfare

Joint research in space applications



### FUTURE POSSIBILITIES

Transportation

Hotel and building decontamination

Food and beverage packaging

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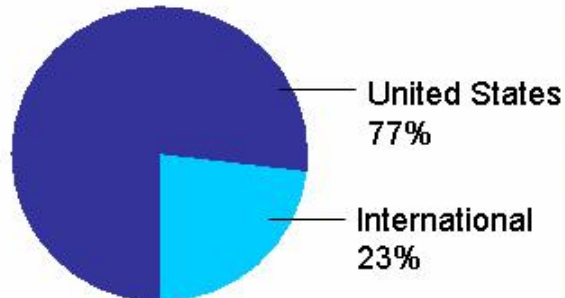
#### FUTURE POSSIBILITIES

- Transportation
- Hotel and building decontamination
- Food and beverage packaging

## International Expansion Opportunities

First Quarter 2004, including Hamo Acquisition

### REVENUE MIX BY GEOGRAPHY



- > Market size is equivalent to U.S.
- > Focused on key European markets
- > Acquisitions to play strategic role
- > Enter with leading-edge technologies
- > Organization established in Japan

[LOGO]

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> Outlook/Financial Targets

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[LOGO]

> Outlook/Financial Targets

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## Financial Targets

### Average Annual Growth Rates

Current demand trends, new product initiatives, and geographical expansion opportunities to grow core businesses organically over next two years

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**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**

[LOGO]





**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**  
> **Healthcare**

[LOGO]

## Healthcare Group

### Agenda:

- > Business Overview
- > Market and Market Drivers
- > Strategy

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## Healthcare Group Business Definition

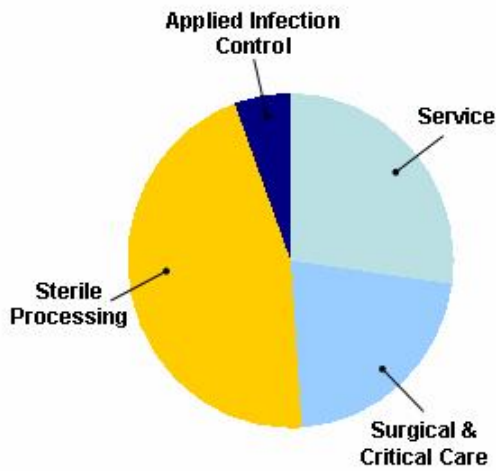
A leading provider of an integrated offering of equipment, consumables, and services to hospitals or alternative sites, enabling them to improve the safety, efficiency, and effectiveness of the Ambulatory and Acute Care environments.

### **Healthcare Group Business Definition**

A leading provider of an integrated offering of equipment, consumables, and services to hospitals or alternative sites, enabling them to improve the safety, efficiency, and effectiveness of the Ambulatory and Acute Care environments.

Healthcare Group

\$ 697 Million\*



\*Fiscal Year ending March 31, 2003

**Business Units:**

- > Surgical Support – equipment and services designed to integrate new technologies and process improvements in the clinical and surgical environment
- > Sterile Processing – sterilization and contamination control products allowing reuse of surgical instrumentation
- > Service – equipment maintenance to ensure quality operation and equipment uptime
- > Applied Infection Control – healthcare hand soaps and sanitizers, and hard surface disinfectants

[LOGO]

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## Surgical Support



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Surgical Support

[LOGO]

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## Sterile Processing



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[LOGO]

Sterile Processing

[LOGO]

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> Markets

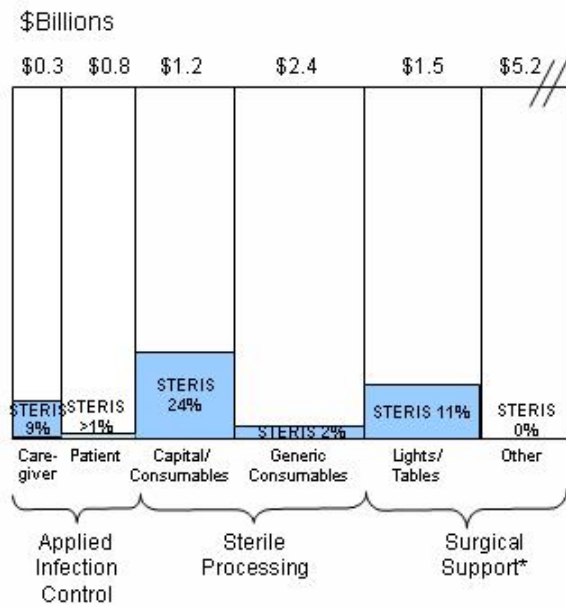
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>Markets

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## Healthcare by Product Type



- > Total market size greater than \$11 billion with mid single digit growth rates
- > Geographies have differences in medical practice and a diverse set of competitors; STERIS has a leading position in North America
- > Growth is tied to replacement cycle, capacity expansion, technology innovation, and patient growth

\*Other includes a broad range of OR and ICU equipment (Respiratory and Anesthesia devices, Patient Warming Systems, Fluid Waste Management)

[LOGO]

### Healthcare by Product Type

\$Billions

[GRAPH]

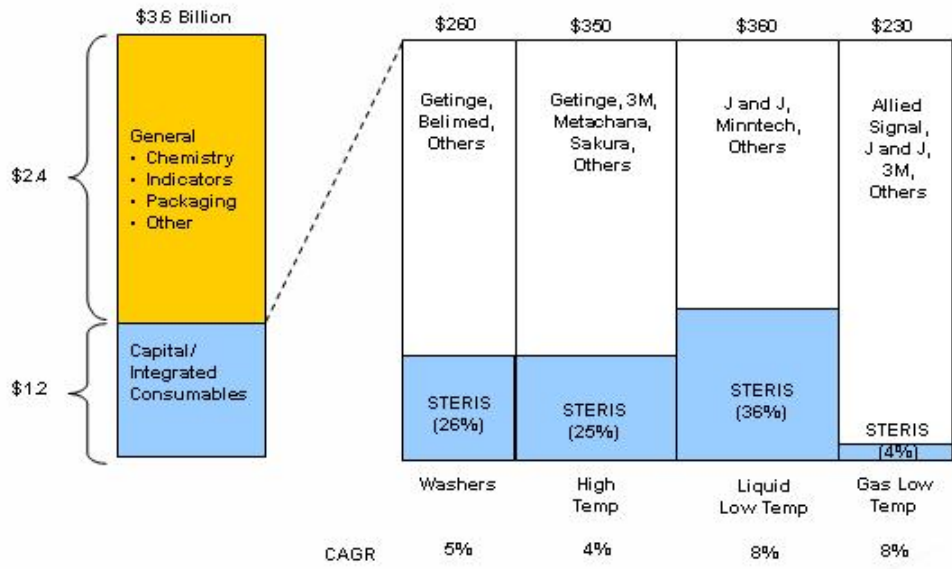
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## Sterile Processing by Major Product

(\$ in millions)



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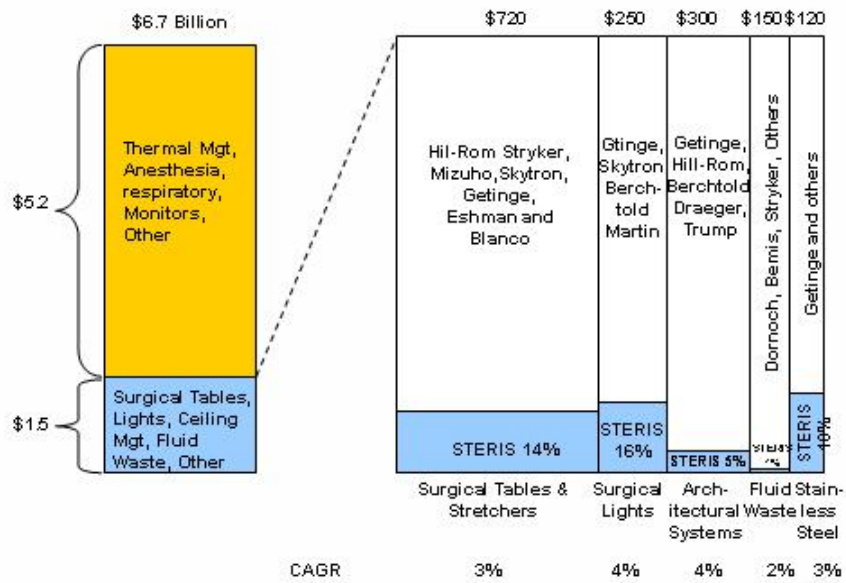
### Sterile Processing by Major Product

(\$ in millions)

[GRAPH]

## Surgical Support by Major Product

(\$ in millions)



[LOGO]

Surgical Support by Major Product  
(\$ in millions)

[GRAPH]

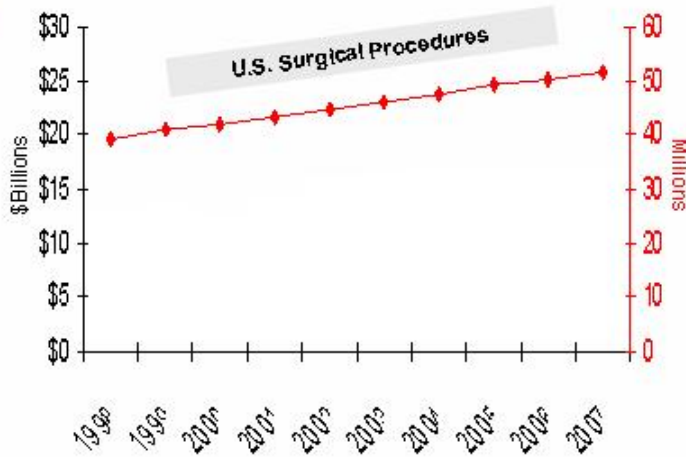
## Healthcare Group Core Strengths

- Integrated offering of capital equipment, chemistries, and services
- Service force of more than 1,000 professionals
- Leading brand and strong channel in North America
- Significant active installed base of equipment
- Base of platform sterilization and disinfection technologies

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## Base Market Growth



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Sources: F.W. Dodge, The Outlook for Healthcare Facilities (Q2 2002)  
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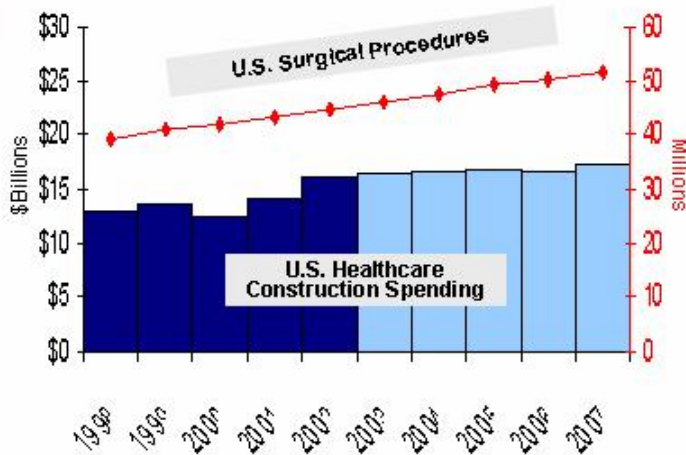
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> Strategy

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[LOGO]

> Strategy

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## Healthcare Group Strategy

- > Build international presence through selected partnerships, acquisitions, and new technology introductions
- > Introduce new disruptive technologies in Sterile Processing
- > Drive growth of recurring revenues
- > Expand and integrate the Surgical and Critical Care offering to leverage the strength of the North American sales and service channel

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## Recurring Revenue Growth

Opportunity for Improved Recurring Revenue Growth Is Substantial on Current Installed Base of Equipment

	WASHING SYSTEMS	HIGH TEMPERATURE STERILIZATION	LOW TEMPERATURE STERILE PROCESSING
Average Consumable Cost/Cycle*:	<b>\$9.00</b>	<b>\$10.00</b>	<b>\$9.50</b>
Annual Consumable Revenue Opportunity:	<b>\$125 million</b>	<b>\$330 million</b>	<b>\$130 million</b>

- **Annualized value of consumables flowing through STERIS' installed equipment base approaching \$600 million**
- **STERIS opportunity for growth >\$400 million**

\* Cost/Cycle includes: Detergents, Indicators, Wraps/Trays & Service

[LOGO]

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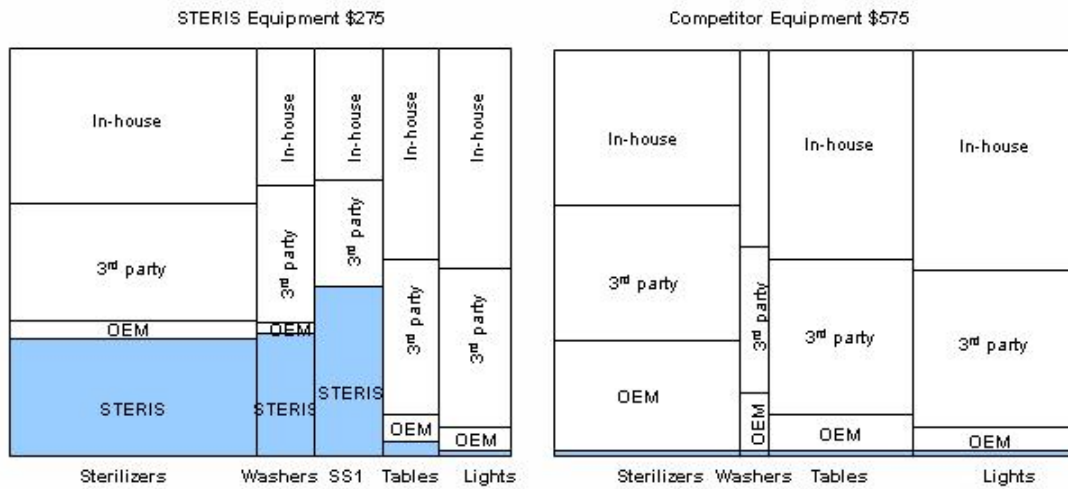
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# Technical Service Growth Opportunity

(\$ in millions; North America contract revenues)

**Total Market \$850**



[LOGO]

**Technical Service Growth Opportunity**  
(\$ in millions; North America contract revenues)

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[GRAPH]

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## Healthcare Channel Strength Offers Opportunity in Selected Areas

U.S. Sales and Service Coverage



### **Capabilities:**

- > Broad Hospital Reach
- > Capital & Consumables
- > Technical Sales Process
- > Complex Project Management
- > High Service Component

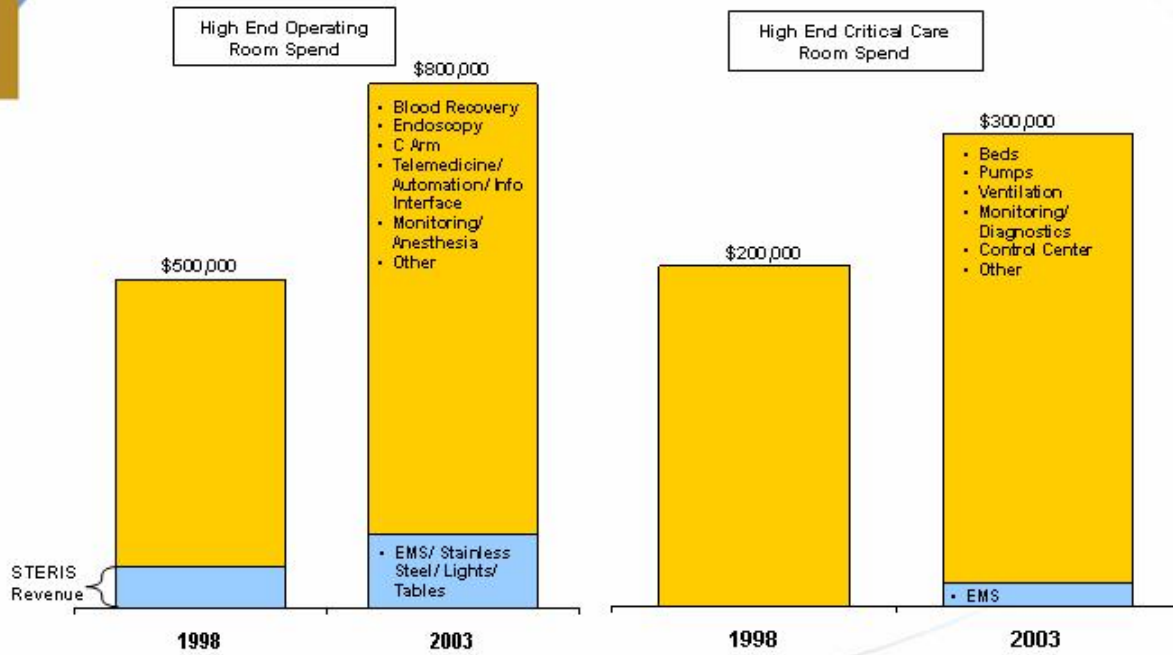
## Healthcare Channel Strength Offers Opportunity in Selected Areas

[MAP]

### **Capabilities:**

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## Expanded Offering in Surgical & Critical Care



Source: MDB, CMD, ECRI, IHS

[LOGO]

### Expanded Offering in Surgical & Critical Care

[GRAPH]

Source: MDB, CMD, ECRI, IHS

## Healthcare Group Summary

- > Underlying market demand driven by surgical procedure growth, new construction to address provider capacity gaps, and ongoing need to address nosocomial infections
- > STERIS has core strengths in channel and technology platforms
- > STERIS growth will be driven by expanding the offering, capitalizing on the value of the installed base and new technology introduction

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**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**

[LOGO]



STERIS  
**Analyst Day**

SEPTEMBER 3 and 4, 2003

> Life Sciences



**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**  
**> Life Sciences**

[LOGO]



## Life Sciences Group Definition

The STERIS Life Sciences Group is a leading global provider of integrated and validated equipment, chemistries and service solutions aiding developers and manufacturers of pharmaceutical and bio-pharmaceutical products to maximize uptime, enhance productivity and protect process integrity within aseptic and other critical environments.

### Life Sciences Group Definition

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## Key Group Characteristics

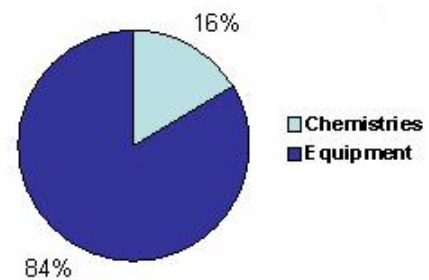
### Sales Revenue

- > High double digit annual growth even past two fiscal years
- > Low-to-mid double digit annual growth expected for the next several years
- > Majority of Equipment and Chemistry sales driven from Manufacturing Process Segment

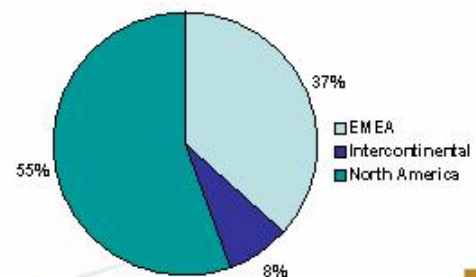
### Global Reach

- > Present in more than 80 countries
- > Direct sales, service and project management representation in
  - USA, Canada and throughout Europe
- > Manufacturing Operations in
  - USA, Canada, Germany, Finland, Sweden and Switzerland
- > Dedicated Dealer and Agents in more than 60 countries
- > More than 650 Employees world wide

#### By Product



#### By Geography



ANALYST DAY 2003 | 56

[LOGO]

### Key Group Characteristics

#### Sales Revenue

- > High double digit annual growth even past two fiscal years
- > Low-to-mid double digit annual growth expected for the next several years
- > Majority of Equipment and Chemistry sales driven from Manufacturing Process Segment

[GRAPH]

#### Global Reach

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- > More than 650 Employees world wide

[GRAPH]

## Key Strengths

Technologies and equipment that are critical to the operation of aseptic pharmaceutical manufacturing

Strong field based technical expertise

Strong brand recognition with our customers

- > US: Calgon Vestal, AMSCO
- > Europe: Finn-Aqua, HAMO

Unmatched global presence

High quality equipment and cleaning chemistry

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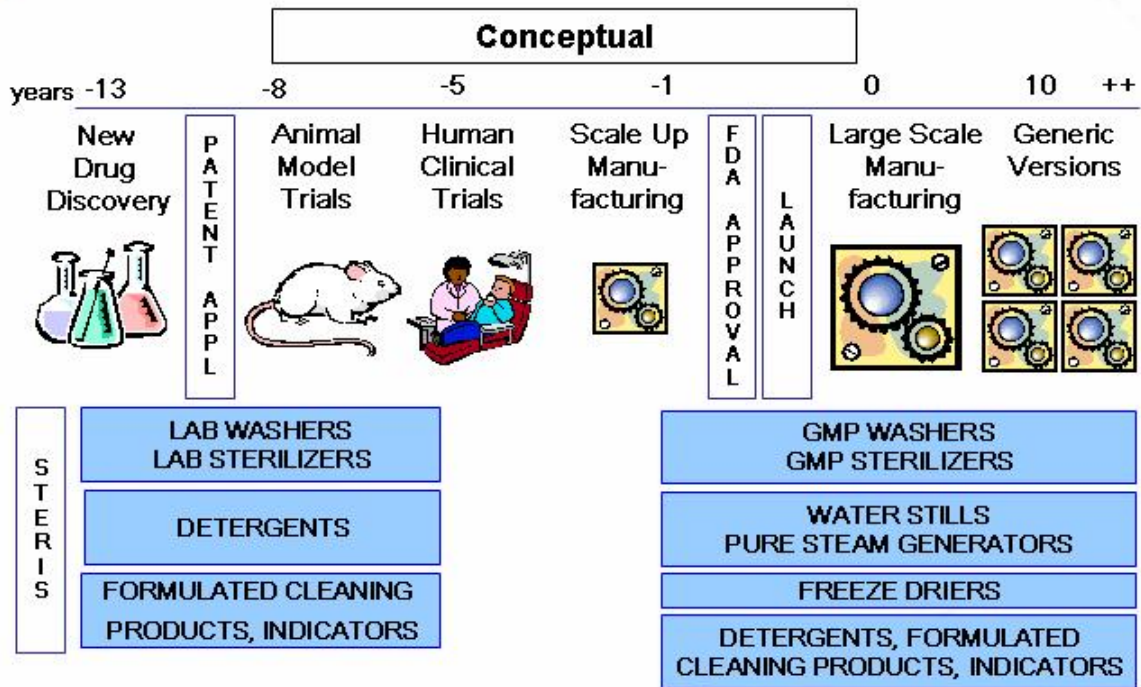
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## Evolution of a (Bio)pharmaceutical Drug

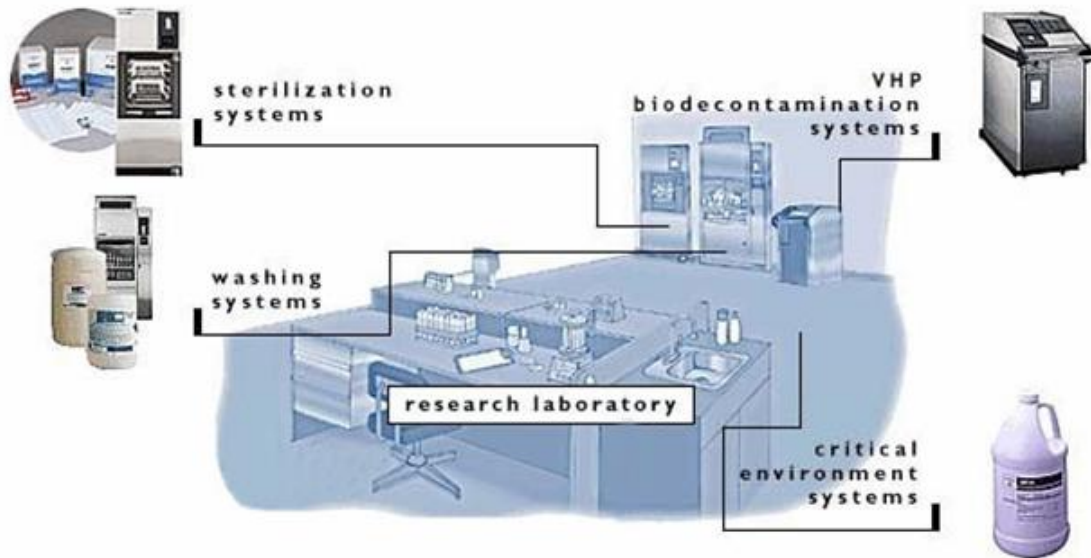


[LOGO]

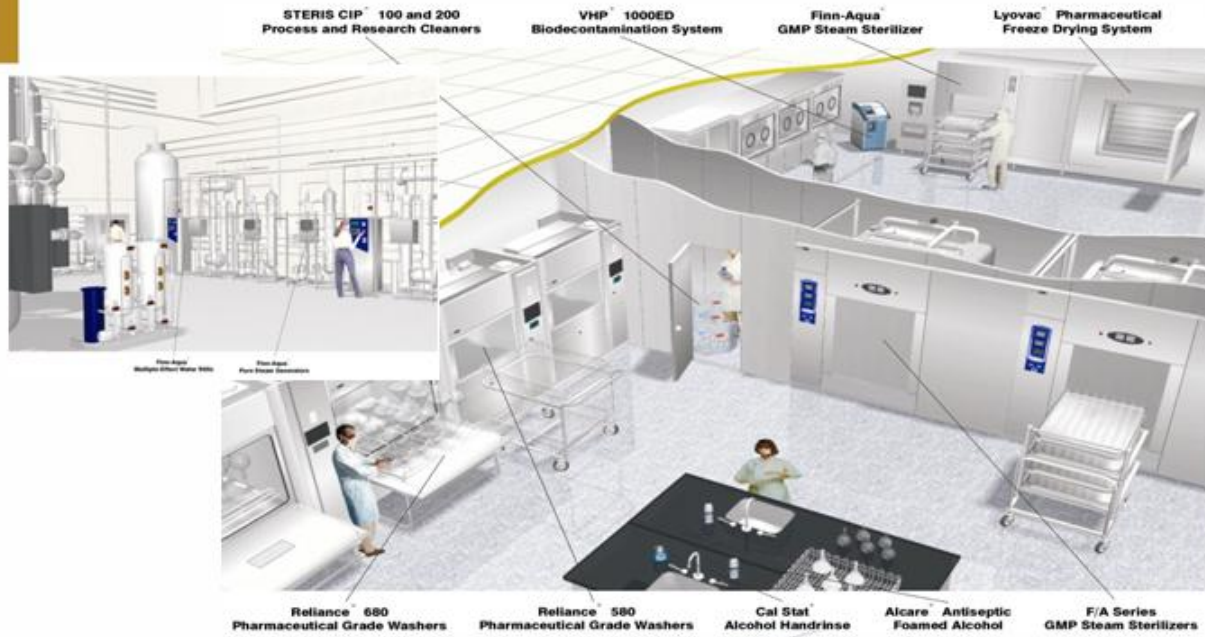
Evolution of a (Bio)pharmaceutical Drug

[GRAPHIC]

## Research Business – Integrated Products and Systems



# Process Business – Integrated Products and Systems



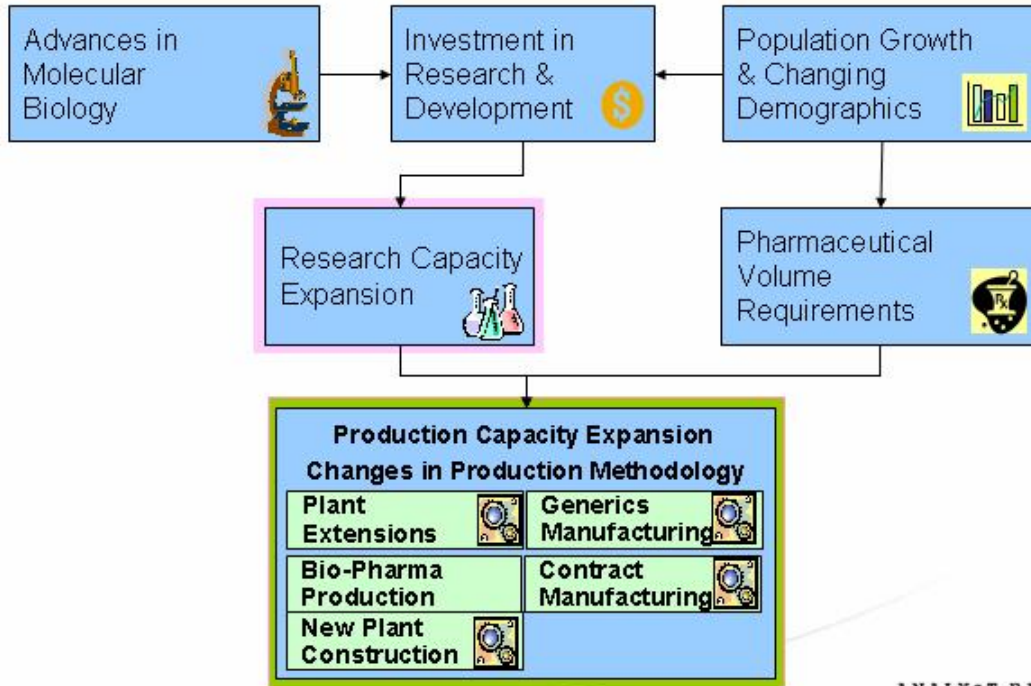
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[LOGO]

Process Business—Integrated Products and Systems

[LOGO]

## Key Growth Drivers



[LOGO]

Key Growth Drivers

[CHART]

> Research Business Overview

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[LOGO]

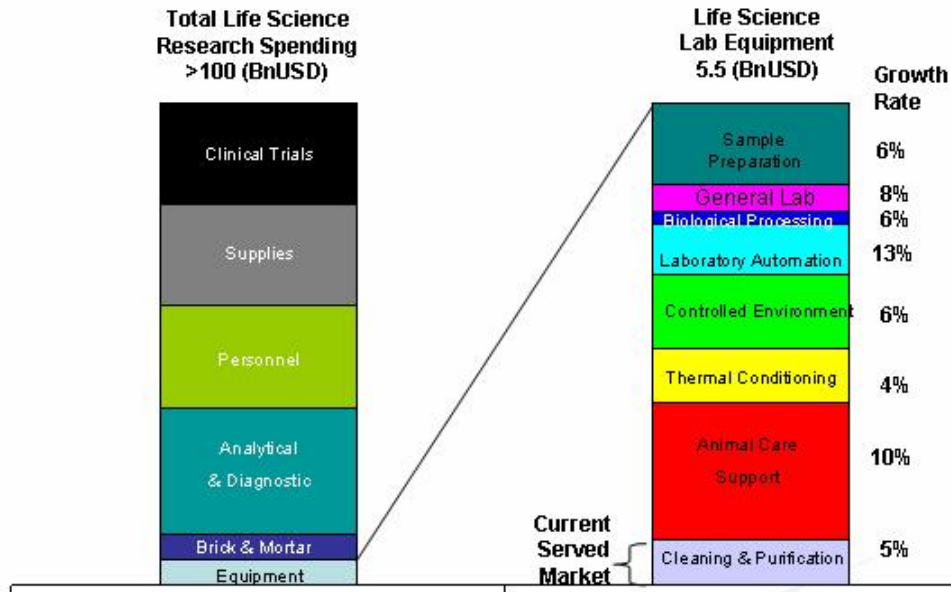
**Research Business Overview**

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# Research Business Overview

STERIS serves a niche market in the total Research arena.



Source: SDI, STE analysis

[LOGO]

## Research Business Overview

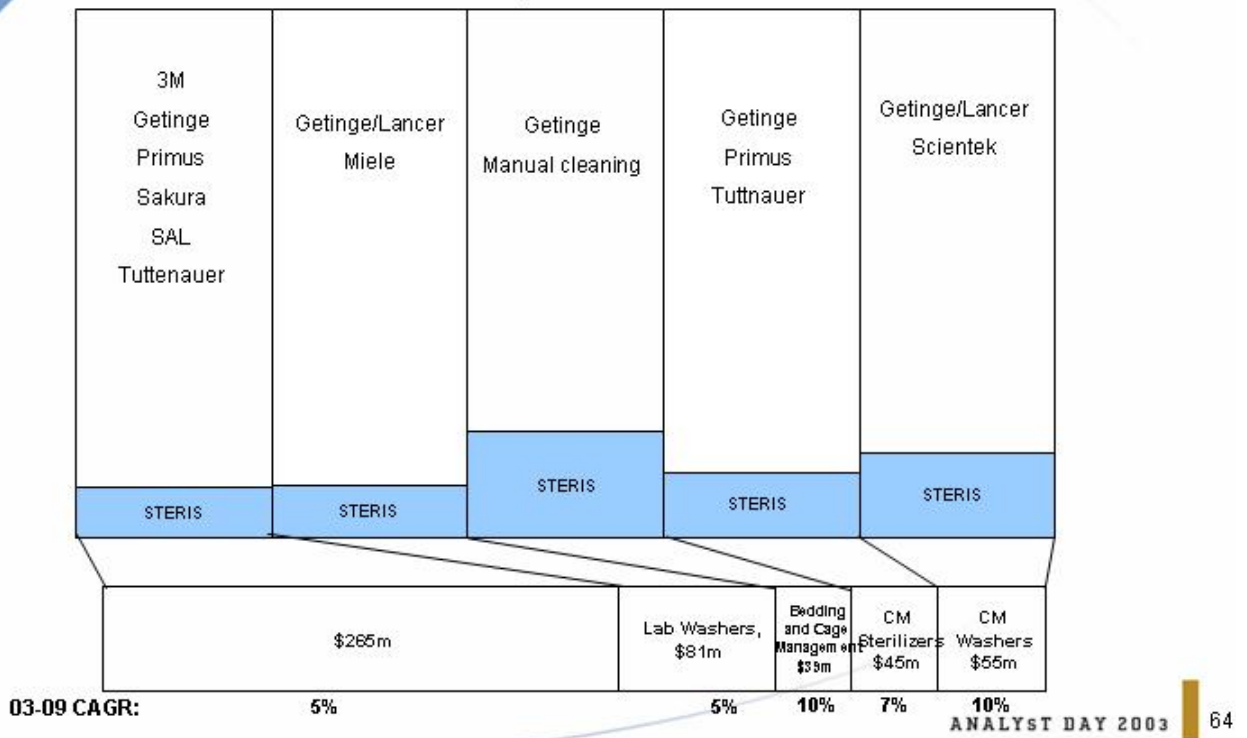
[GRAPH]

Source: SDI, STE analysis

# Research Business Overview

(\$ in millions)

Total \$485 million



[LOGO]

## Research Business Overview

(\$ in millions)

Total \$485 million

[GRAPH]

> Process Business Overview

ANALYST DAY 2003 |

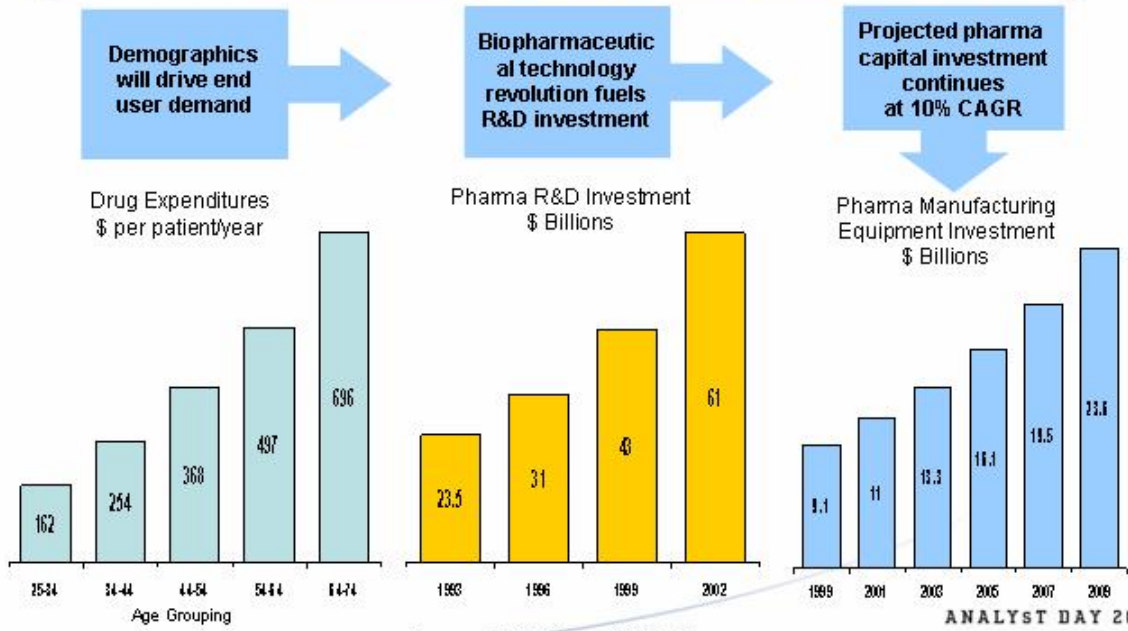
[LOGO]

**Process Business Overview**

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## Process Business Growth Drivers

Pharma Industry Fundamentals will continue to foster favorable climate for STERIS Pharma Process Business



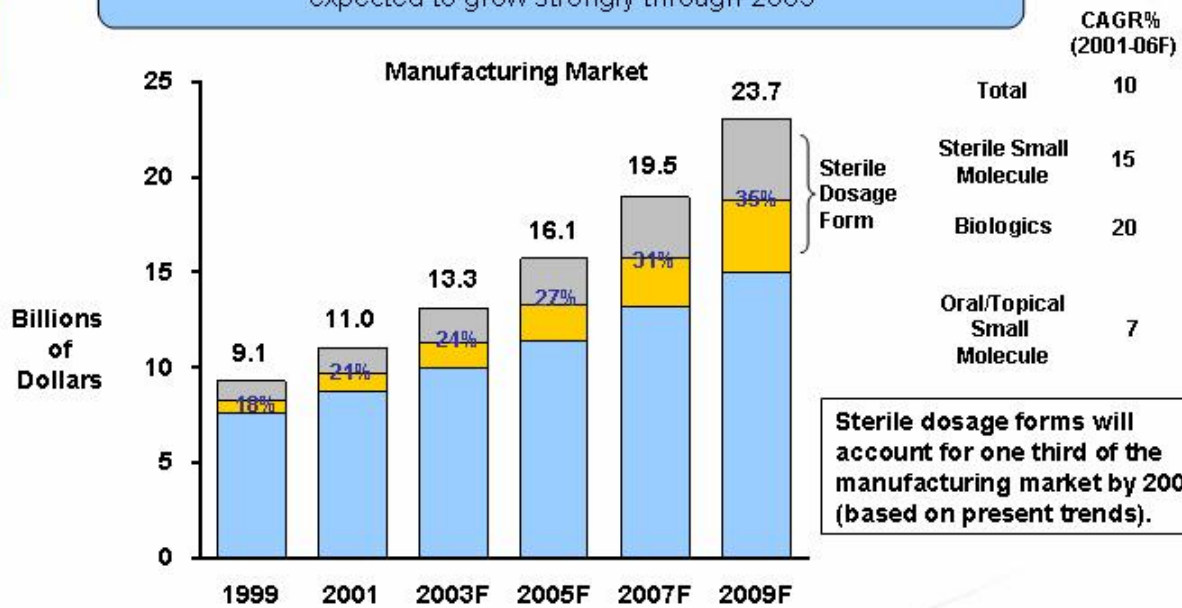
## Process Business Growth Drivers

[GRAPH]

Source: EFPIA, Pharma, LEK, US Census,

## Process Business Overview

Research indicates that the Sterile Dosage Manufacturing market is expected to grow strongly through 2009



Sources : Analyst Reports, Medical Healthcare Marketplace, BCC Inc., L.E.K. Interviews and Analysis, STERIS analysis

[LOGO]

## Process Business Overview

[GRAPH]

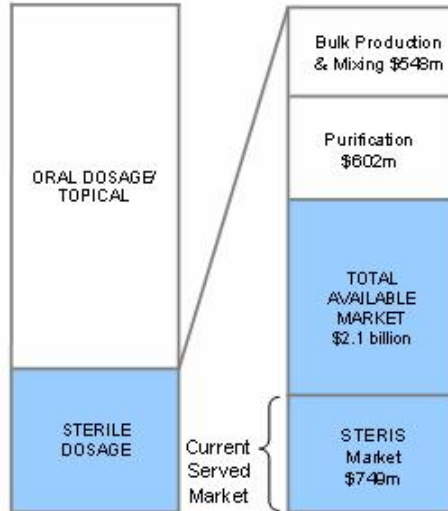
	CAGR% (2001-06F)
Total	10
Sterile Small Molecule	15
Biologics	20
Oral/Topical Small Molecule	7

Sources : Analyst Reports, Medical Healthcare Marketplace, BCC Inc., L.E.K. Interviews and Analysis, STERIS analysis

## Process Business Overview

Pharma  
Equipment  
Market  
\$12.1 billion

Sterile Dosage  
\$3.2 billion  
(inc. bulk production  
& purification)



- > Aggregate market growth rate is approximately 10%
- > Oral/topical 7% CAGR
- > Sterile Dosage ~15% CAGR

Source: LEK, STERIS analysis

[LOGO]

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Equipment  
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\$12.1 billion

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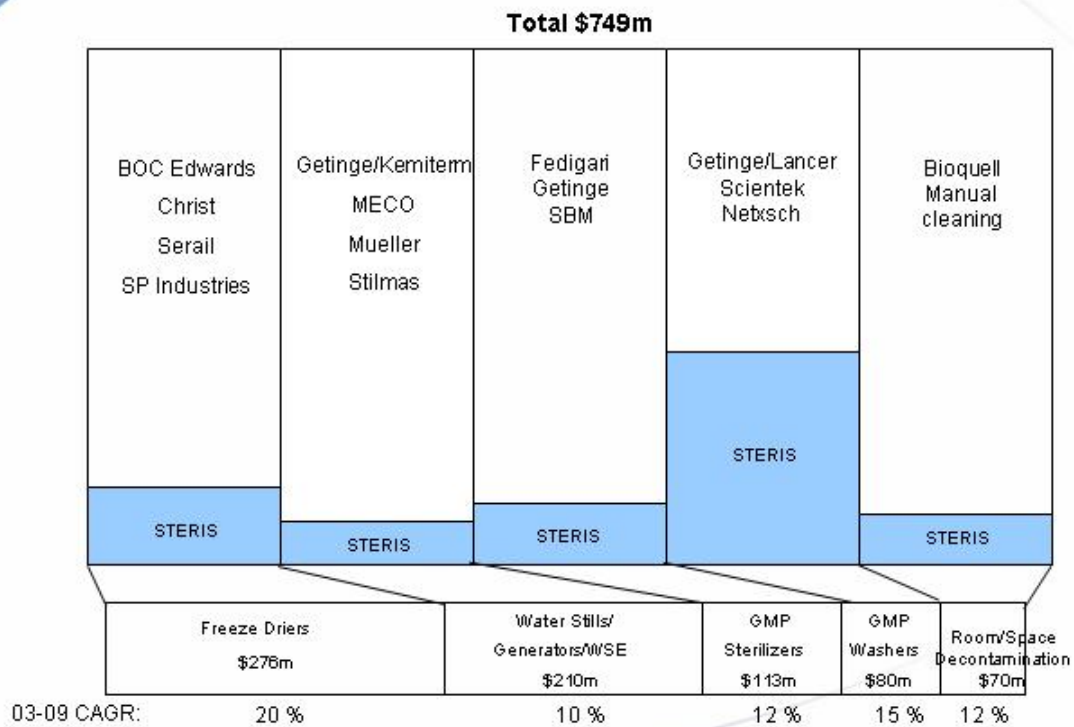
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Source: LEK, STERIS analysis

# Process Business Overview

(\$ in millions)



Source : Analyst Reports, Medical Healthcare Marketplace, BCC Inc., L.E.K. Interviews and Analysis, STERIS analysis

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[LOGO]

## Process Business Overview

(\$ in millions)

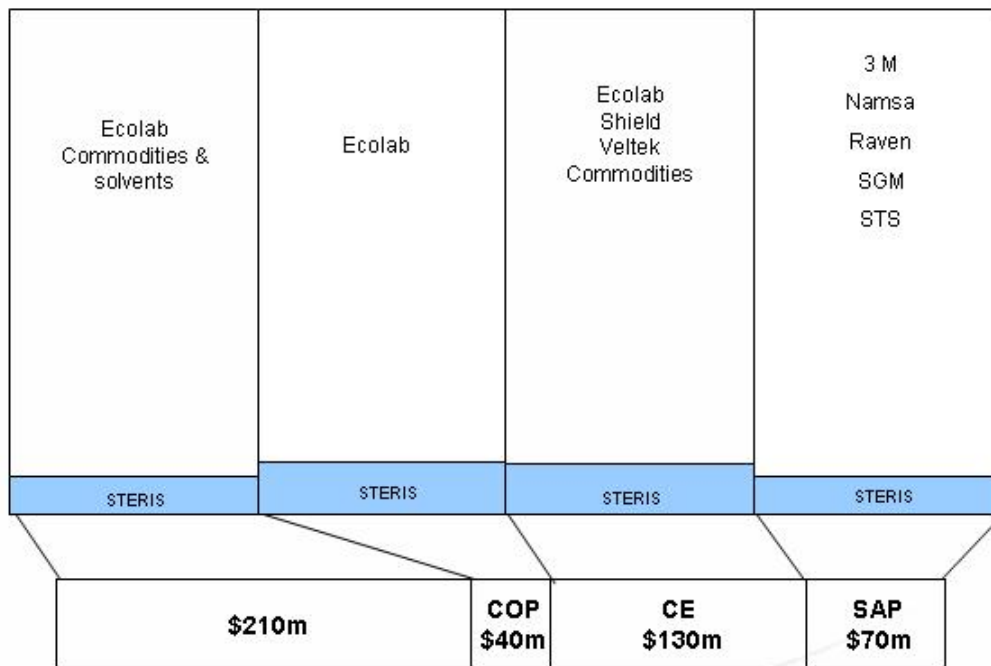
**Total \$749m**  
[GRAPH]

Source : Analyst Reports, Medical Healthcare Marketplace, BCC Inc., L.E.K. Interviews and Analysis, STERIS analysis

## Process Business Overview

(\$ in millions)

**Total \$450m**



03-09 CAGR:

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70

[LOGO]

Process Business Overview  
(\$ in millions)

**Total \$450m**

[GRAPHIC]

03-09 CAGR:

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## Life Sciences Group Underlying Growth Rates

- > Portion of the Industry that STERIS' Research Business serves is expected to grow <10% per annum over the next 3 to 5 years
- > Portion of the industry that STERIS process equipment and chemistries serves is expected to grow at 10-15% per annum over the next 3 to 5 years

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## Key Growth Strategies

### Targeting Sustainable, Profitable Growth

#### Strengthen Penetration in Key Growth Segments

- > Fill and Finish
- > Clean Utilities
- > Bio-pharmaceuticals
- > Cleaning Chemistry

#### Geographic Expansion

#### Leverage expansion of manufacturing operations

- > Reduction in Lead-Times
- > Modularization of Custom-Build Equipment

#### Adapt Technologies to New Markets

#### Key Growth Strategies

##### Strengthen Penetration in Key Growth Segments

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##### Adapt Technologies to New Markets

## Life Sciences Group Summary

- Unique offering of broad range of capital equipment
- Unique in offering capital equipment and chemistries
- Growing core markets
- Opportunities to increase penetration of chemistries
- System solution offering will add value to pharmaceutical and biotech customer base
- Opportunities to consolidate
- Consistent double-digit growth in revenues

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## Defense and Industrial Overview

Customer / Development Partner	Market Drivers	Competition	Key Competitive Differentiators
<ul style="list-style-type: none"> <li>Government Agencies (non-defense)</li> <li>Defense Agencies</li> <li>Food &amp; Agricultural Industry</li> <li>Beverage Industry</li> <li>Recreational Activity Industry</li> <li>Transportation Industry</li> <li>Single Use Medical Device Manufacturers</li> </ul>	<ul style="list-style-type: none"> <li>Threat of a naturally occurring biological contamination</li> <li>Threat of unintentional or intentional biological or chemical contamination</li> <li>Increased regulatory involvement</li> <li>Desire to partner in the development and application of new decontamination technologies and systems</li> <li>Need to minimize business or operational disruption due to a contamination event</li> </ul>	<p>Technologies:</p> <ul style="list-style-type: none"> <li>Chlorine Dioxide</li> <li>Methyl Bromide</li> <li>Formaldehyde</li> <li>General Cleaning Chemistries</li> </ul> <p>Companies:</p> <ul style="list-style-type: none"> <li>EcoLab</li> <li>JohnsonDiversey</li> <li>Bioquell</li> <li>EnviroSystems</li> <li>Consulting Firms</li> <li>Remediation Companies</li> </ul>	<ul style="list-style-type: none"> <li>VHP (bio) and modified VHP (bio-chem) technology, experience, expertise, and proprietary position</li> <li>D &amp; I, along with our teaming partners, offer a turnkey decontamination solution</li> <li>Knowledge base of aseptic processing, sterilization, and validation</li> <li>Ability to offer a combination of proven proprietary technologies and services</li> </ul>

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## D&I Key Current Activities

- U.S. Army Edgewood Chemical Biological Center - Contract R&D to further VHP as a biological and chemical decontamination system
- Single Use Manufactured Medical Devices – Multiple opportunities for VHP MD
- Department of State - Providing remediation services to decontaminate Sterling, Virginia mail facility contaminated by anthrax
- NASA Jet Propulsion Laboratory - VHP deep vacuum system against spores on spacecraft material surfaces
- Homeland Defense Labs - Equipment for modular and mobile BSL3 and BSL4 labs

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**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**

[LOGO]



STERIS

# Analyst Day

SEPTEMBER 3 and 4, 2003

> STERIS Isomedix Services



**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**

[LOGO]

## STERIS Isomedix Services Definition

STERIS Isomedix Services is a leading provider of **sterilization, microbial reduction, and materials modification** services to **medical supply, consumer, and industrial** customers.

STERIS Isomedix Services provides its customers safe, effective products in a timely and cost effective manner.

Through exemplary **customer service**, a focus on **quick turnaround**, and the ability to **develop and manage complicated partnerships**, we deliver customer value.

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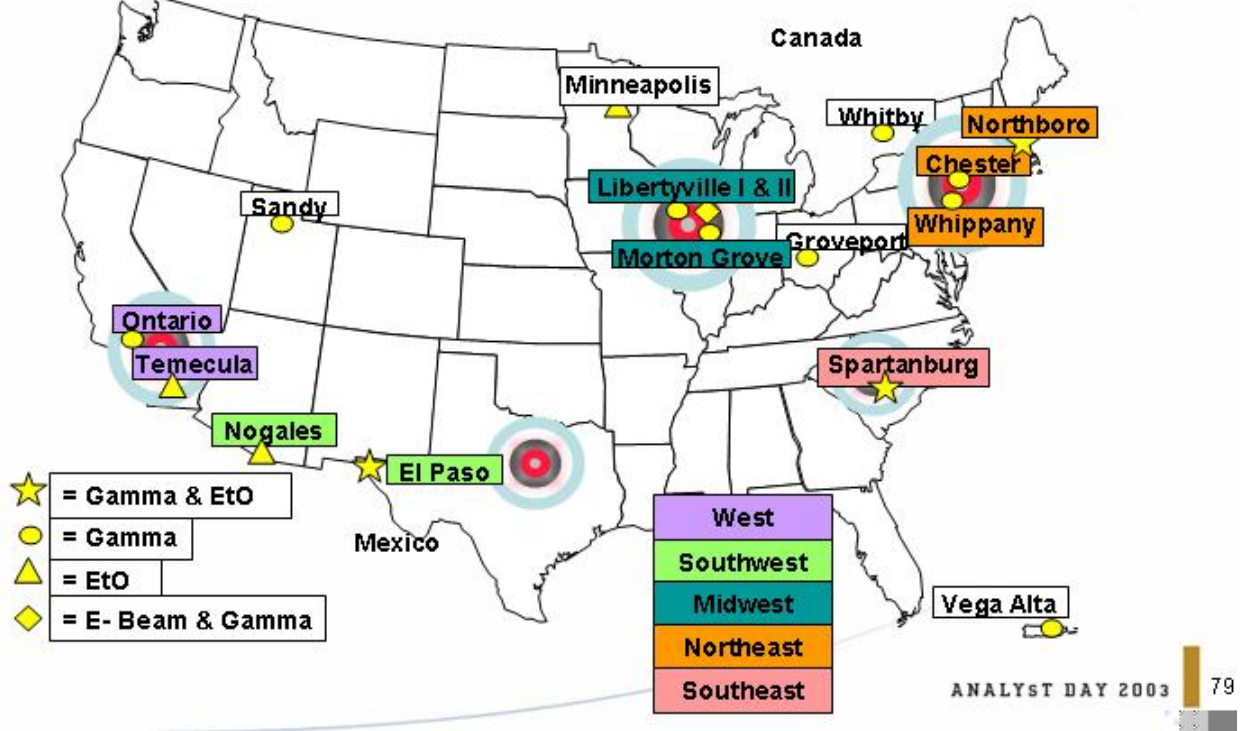
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# Our Business - Geographic View

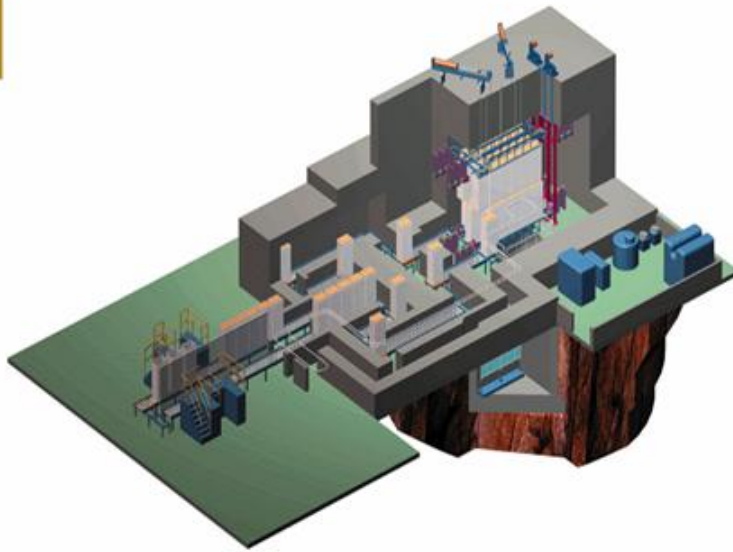


[LOGO]

Our Business—Geographic View

[MAP]

## Our Business - Gamma Irradiation



### Advantages

- > Proven reliability
- > Broad application

### Industries

- > Medical
- > Food packaging

### Products

- > Medical supplies
- > Dairy packaging
- > Labware
- > Spices

### Our Business—Geographic View

[GRAPHIC]

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## Our Business - Ethylene Oxide Sterilization



### Advantages

- > Gentle process
- > High volume

### Industries

- > Medical
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### Products

- > Surgery kits
- > Surgical supplies

### Our Business—Ethylene Oxide Sterilization

[GRAPHIC]

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## Our Business - E-Beam Processing



### Advantages

- > Materials enhancement

### Industries

- > Materials modification

### Products

- > Wire and cable
- > Plastic resin

### Our Business—E-Beam Processing

[GRAPHIC]

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## Sales Process

- > 11 Direct sales representatives
- > Process validation
- > Service agreements
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  - > Commitments
  - > Slot of Time

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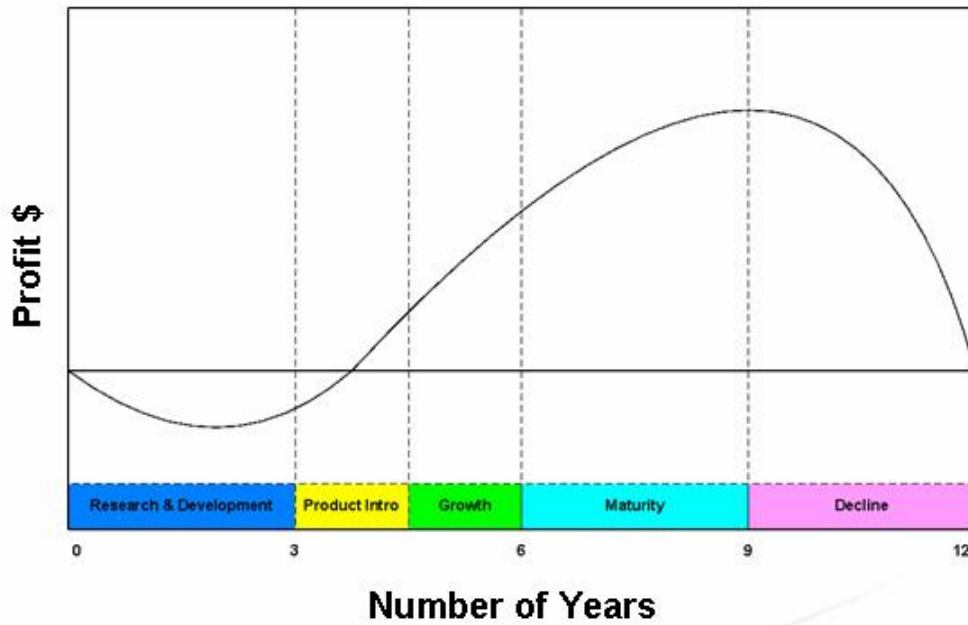
## Key Strengths

- Responsive to customer needs
- Capacity – Monitor customer needs
- Proximity – Serve the US with sixteen facilities
- Flexibility – Three key technologies, Gamma, EtO and E-Beam
- Experience – 31 years

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# Business Model - Typical Product Life Cycle

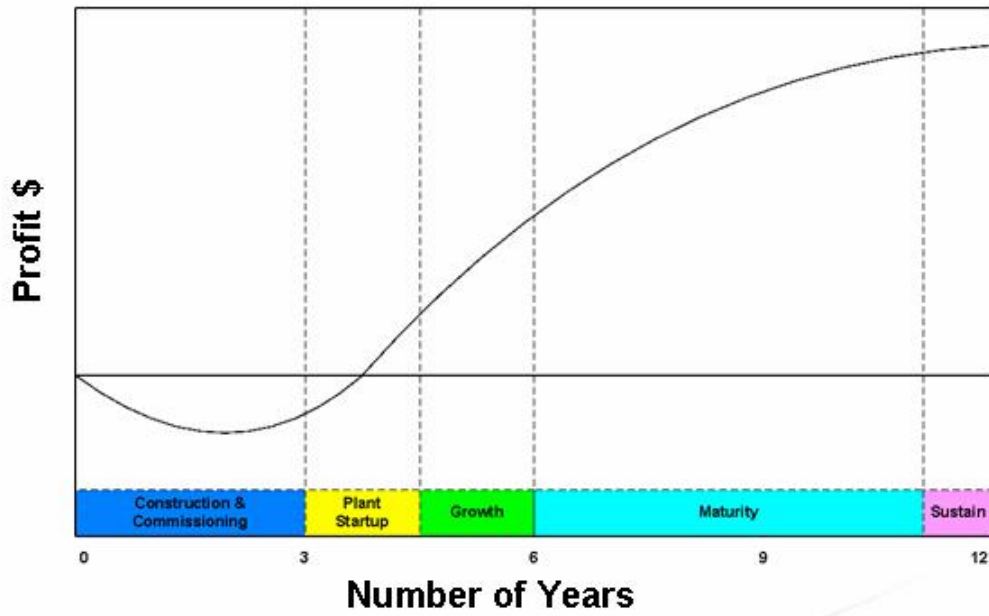


[LOGO]

Business Model—Typical Product Life Cycle

[GRAPHIC]

Business Model - Isomedix Service Facility Life Cycle



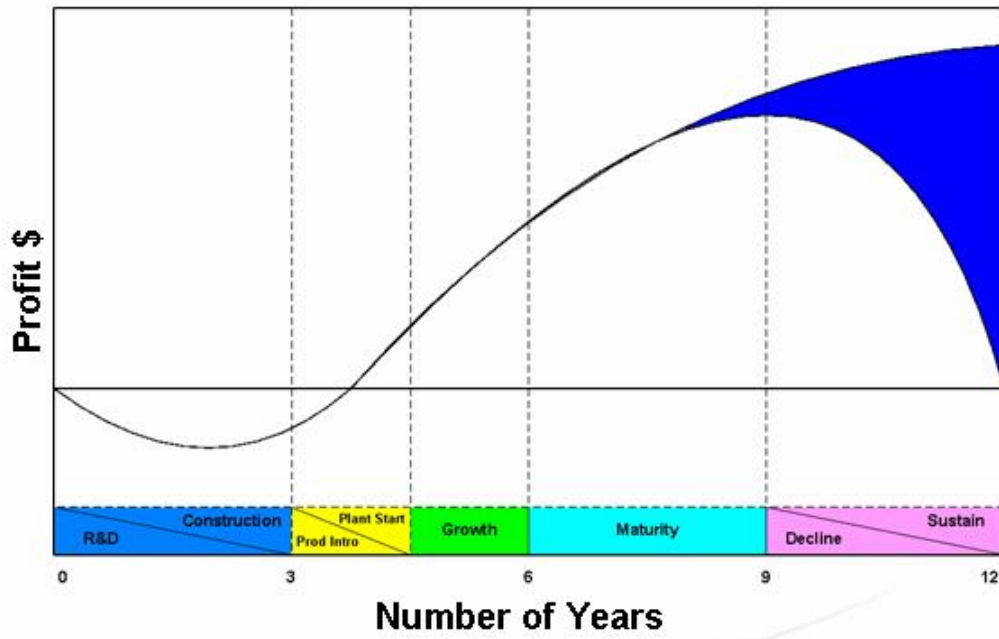
[LOGO]

Business Model—Isomedix Service Facility Life Cycle

[GRAPHIC]



Business Model - Isomedix Services Advantage



[LOGO]

Business Model—Isomedix Services Advantage

[GRAPHIC]

## Industry Drivers

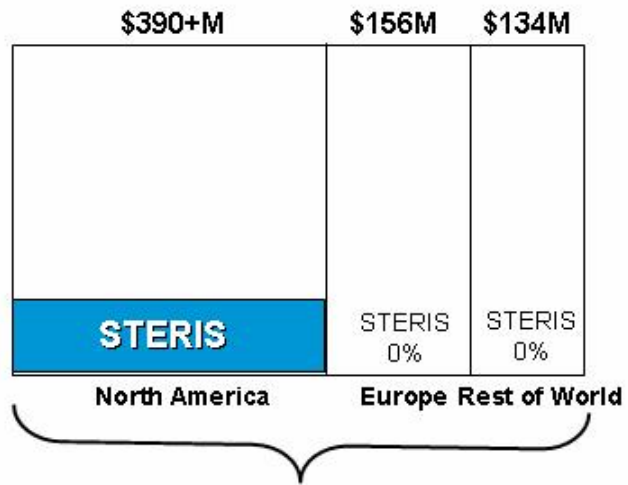
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- > Medical commodity manufacturing moving to lower cost labor
- > In-house processing going contract/outsourcing
- > No rapid technology change foreseen
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Industry Size

- > \$390 + Million
- > Includes in-house operations and industrial applications



[LOGO]

Industry Size

- > \$ 390 + Million
- > Includes in-house operations and industrial applications

[GRAPHIC]

\$680+M Worldwide

## Industry Competition

- IBA/Sterigenics – Gamma, EtO, E-Beam and X-ray in 39 locations
- Cosmed – EtO and Ozone in 8 U.S. locations
- Titan Scan – E-Beam in 3 U.S. locations
- Isotron – Gamma, EtO, and E-Beam in 15 non-U.S. locations
- Other – Multiple with 3 or less sites
- In-House Captive – Trend towards outsourcing

### Industry Competition

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- > Other—Multiple with 3 or less sites
- > In-House Captive—Trend towards outsourcing

## Growth Strategy - Key Strategic Imperatives



- > Business Growth
  - > Grow revenue 8-10% AAGR
  - > Improve “same store” operating income year over year
- > Customer Focus
  - > Improve customer satisfaction
- > Operational Excellence
  - > Enhance performance
  - > Improve business process
  - > Control costs
- > Leadership Excellence
  - > Experienced leadership team

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## Summary

STERIS Isomedix Services is well positioned to:

- Take advantage of ongoing favorable market trends
- Capitalize on new applications for irradiation
- Expand into new geographies

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**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 and 4, 2003**

[LOGO]



STERIS

# Analyst Day

SEPTEMBER 3 and 4, 2003

> Financial Overview



**STERIS**  
**Analyst Day**

**SEPTEMBER 3 and 4, 2003**

**Financial Overview**

[LOGO]



> Recent Performance

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[LOGO]

**Recent Performance**

ANALYST DAY 2003 |

## Fiscal 2003 Recap

Fiscal 2003 Year Ended March 31,  
(In millions)

	<u>2003</u>	<u>2002</u>	Change
Total Net Revenues.....	\$972.1	\$866.7	12%
Gross Profit.....	408.8	355.2	15%
Gross Margin.....	42.1%	41.0%	
Operating Profit.....	\$125.8	\$80.6	56%
Operating Margin.....	12.9%	9.3%	
Net Income.....	\$79.4	\$46.2	72%
Diluted EPS.....	\$1.12	\$0.65	72%

[LOGO]

### Fiscal 2003 Recap

Fiscal 2003 Year Ended March 31,  
(In millions)

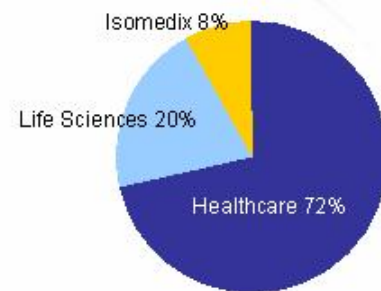
	<u>2003</u>	<u>2002</u>	Change
Total Net Revenues	\$ 972.1	\$ 866.7	12%
Gross Profit	408.8	355.2	15%
Gross Margin	42.1%	41.0%	
Operating Profit	\$ 125.8	\$ 80.6	56%
Operating Margin	12.9%	9.3%	
Net Income	\$ 79.4	\$ 46.2	72%
Diluted EPS	\$ 1.12	\$ 0.65	72%

### Fiscal 2003 Segment Data

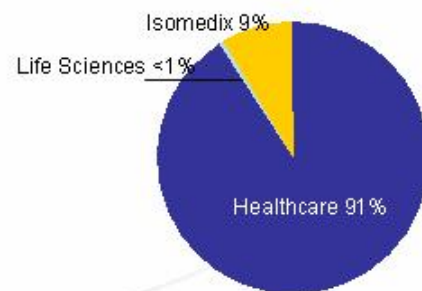
Fiscal 2003 Year Ended March 31, 2003  
(In millions)

<b>Healthcare</b>	
Revenues.....	\$697.4
Operating Profit.....	114.2
<hr/>	
<b>Life Sciences</b>	
Revenues.....	\$195.3
Operating Profit.....	0.8
<hr/>	
<b>Isomedix</b>	
Revenues.....	\$79.3
Operating Profit.....	10.7

Revenues by Segment



Operating Profit by Segment



[LOGO]

### Fiscal 2003 Segment Data

Fiscal 2003 Year Ended March 31, 2003  
(In millions)

<b>Healthcare</b>	
Revenues	\$ 697.4
Operating Profit	114.2
<hr/>	
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Revenues	\$ 195.3
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<hr/>	
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Revenues	\$ 79.3
Operating Profit	10.7

Revenues by Segment

[CHART]

Operating Profit by Segment

[CHART]

## Fiscal 2004 First Quarter Recap

Fiscal 2004 Quarter Ended June 30,  
(In millions)

	<u>2003</u>	<u>2002</u>	<b>Change</b>
Total Net Revenues.....	\$259.3	\$221.3	17%
Gross Profit.....	106.6	91.8	16%
Gross Margin.....	41.1%	41.5%	
Operating Profit.....	\$26.2	\$20.6	27%
Operating Margin.....	10.1%	9.3%	
Net Income.....	\$16.5	\$12.8	28%
Diluted EPS.....	\$0.23	\$0.18	28%

[LOGO]

### Fiscal 2004 First Quarter Recap

Fiscal 2004 Quarter Ended June 30,  
(In millions)

	<u>2003</u>	<u>2002</u>	<u>Change</u>
Total Net Revenues	\$ 259.3	\$ 221.3	17%
Gross Profit	106.6	91.8	16%
Gross Margin	41.1%	41.5%	
Operating Profit	\$ 26.2	\$ 20.6	27%
Operating Margin	10.1%	9.3%	
Net Income	\$ 16.5	\$ 12.8	28%
Diluted EPS	\$ 0.23	\$ 0.18	28%

## First Quarter Segment Data

Fiscal 2004 Quarter Ended June 30,  
(In millions)

	<u>2003</u>	<u>2002</u>	Change
<b>Healthcare</b>			
Revenues.....	\$179.6	\$161.9	11%
Operating Profit.....	23.6	20.2	17%
<b>Life Sciences</b>			
Revenues.....	\$58.4	\$39.7	47%
Operating Profit.....	(0.6)	(3.2)	N/A
<b>Isomedix</b>			
Revenues.....	\$21.3	\$19.7	8%
Operating Profit.....	3.2	3.5	-10%

[LOGO]

## First Quarter Segment Data

Fiscal 2004 Quarter Ended June 30,  
(In millions)

	<u>2003</u>	<u>2002</u>	Change
<b>Healthcare</b>			
Revenues	\$ 179.6	\$ 161.9	11%
Operating Profit	23.6	20.2	17%
<b>Life Sciences</b>			
Revenues	\$ 58.4	\$ 39.7	47%
Operating Profit	(0.6)	(3.2)	N/A
<b>Isomedix</b>			
Revenues	\$ 21.3	\$ 19.7	8%
Operating Profit	3.2	3.5	-10%

## > Current Financial Position

ANALYST DAY 2003 |

[LOGO]

**Current Financial Position**

ANALYST DAY 2003 |

## Strong Financial Picture

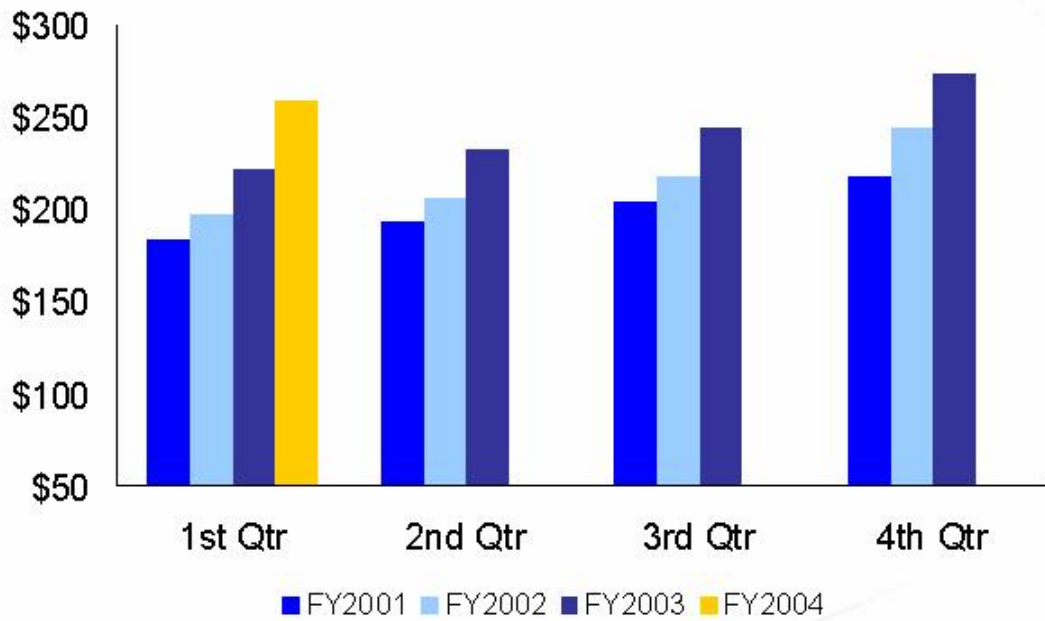
- > Consistent revenue and earnings growth
- > Improving key financial ratios
- > Low level of debt
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### Net Quarterly Revenues

dollars in millions



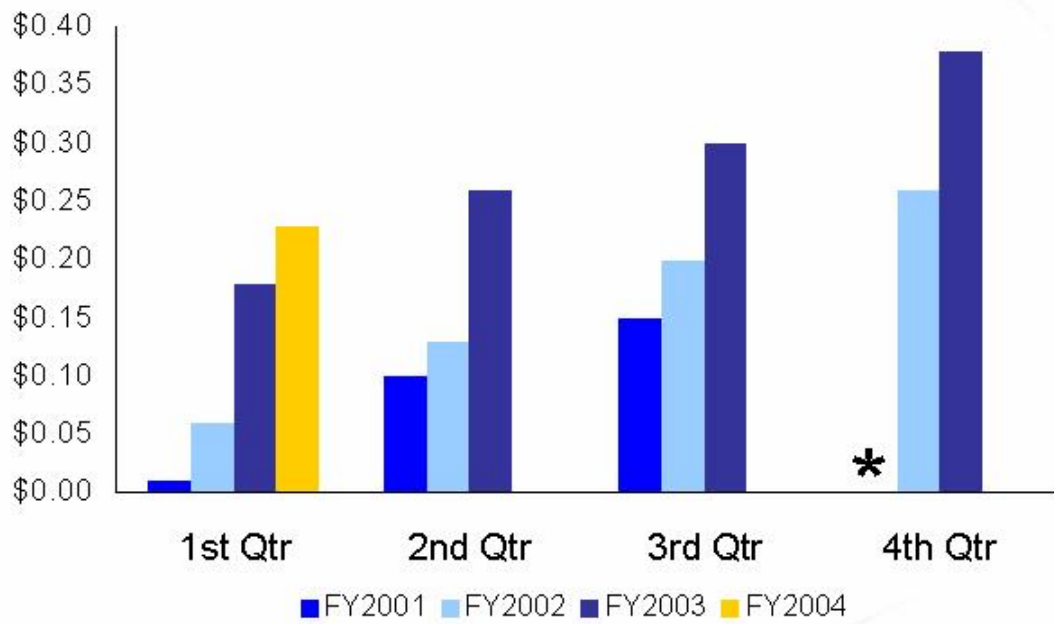
[LOGO]

Net Quarterly Revenues  
 dollars in millions

[GRAPH]



### Quarterly Diluted Earnings Per Share



\*A charge in the fourth quarter of fiscal 2001 resulted in a loss of \$0.24 per share

[LOGO]

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[GRAPH]

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## Improving Key Financial Ratios

	<u>FY 2001</u>	<u>FY 2002</u>	<u>FY2003</u>
Return on Assets <sup>1</sup> .....	3.4%	5.6%	9.3%
Return on Average Equity <sup>2</sup> ....	6.9%	10.1%	15.0%
Return on Invested Capital <sup>3</sup> ...	4.6%	7.8%	13.2%
Long-term Debt to Capital <sup>4</sup> ....	32.7%	19.1%	9.5%

1. Average 12 months net income divided by average 12 months total assets

2. Average 12 months net income divided by average 12 months shareholder's equity

3. Average 12 months net income divided by average 12 months shareholder's equity + long-term debt-cash

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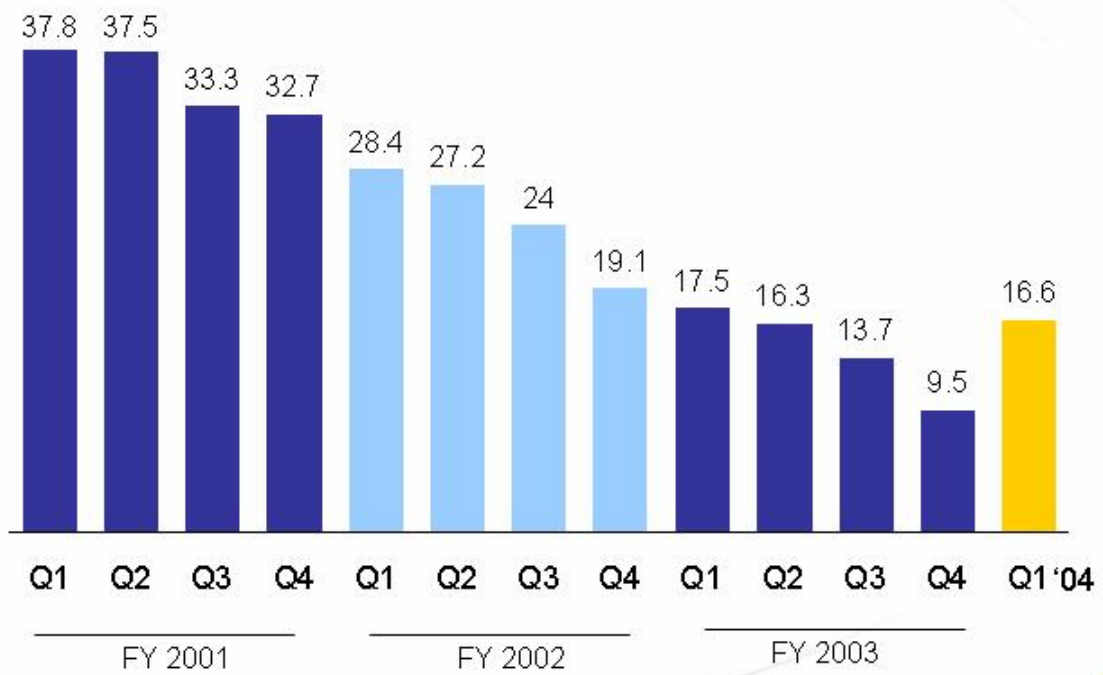
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### Quarterly Long-Term Debt-to-Capital percentage



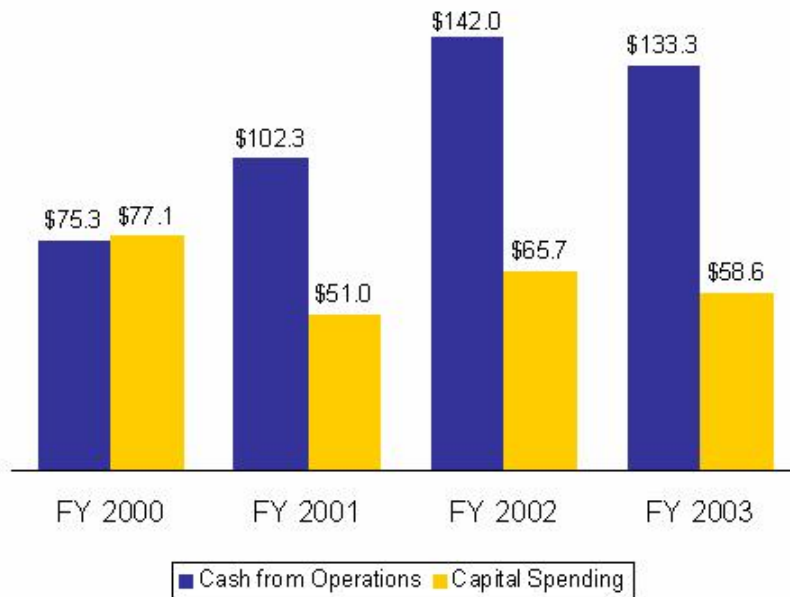
[LOGO]

Quarterly Long-Term Debt-to-Capital  
percentage

[GRAPH]

## Strong Cash Flow

Cash From Operations and Capital Spending  
(In millions)



### Cash Priorities:

Fund growth through acquisitions

Modest share buy backs to offset dilutive impact of options

### Cash Uses in Q1 FY'04:

\$39.7 million in acquisitions

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[GRAPH]

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## > Outlook/Financial Targets

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**Outlook/Financial Targets**

ANALYST DAY 2003 |

## Our Current Financial Outlook

### **FISCAL 2004**

Including acquisitions:

- > Revenue growth to approximate 17%
- > Earnings per share of \$1.29 to \$1.33 (15-18% growth)
- > Free cash flow of \$60-65 million (before acquisitions)
- > Capital spending approximately \$70-\$75 million
- > Depreciation and amortization \$50-55 million

### **Our Current Financial Outlook**

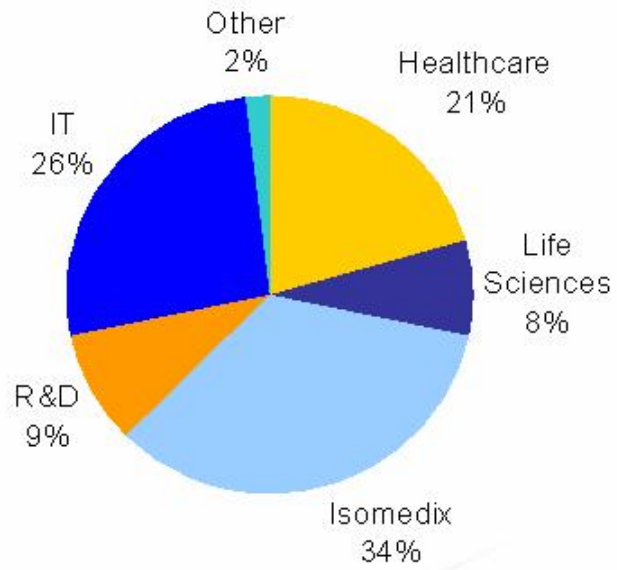
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## Capital Spending in Fiscal 2004

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[CHART]



## Financial Targets

### Average Annual Growth Rate

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**STERIS**  
**Analyst Day**  
**SEPTEMBER 3 AND 4, 2003**

[LOGO]