



Cantel Medical Corp.

(NYSE: CMN)

***Dedicated to Infection
Prevention & Control***

FORWARD LOOKING STATEMENT

This presentation contains forward-looking statements. All forward-looking statements involve risks and uncertainties, including, without limitation, the risks detailed in the Company's filings and reports with the Securities and Exchange Commission. Such statements are only predictions, and actual events or results may differ materially from those projected.

CROSSTEX



Cantel Medical Corp.

\$275M NYSE Leader in Infection Prevention & Control

PRODUCTS

1. Expanding Global Awareness and Sensitivity to Infection Risk

- ✓ Large, growing market
- ✓ H1N1 (“Swine” Flu), MRSA, C.Diff, Staph Infections, etc.

2. Leader in Infection Prevention & Control Niche Markets

- ✓ Medical device reprocessing, water purification and healthcare disposables
- ✓ Well balanced portfolio of synergistic products sold into numerous markets
- ✓ Recession buffered products

3. 75% recurring revenue

- ✓ Disposables, disinfection/sterilization chemistries and service
- ✓ 15 synergistic acquisitions completed to shift product mix since 2001
- ✓ Over 90% of products made in the USA

PERFORMANCE

4. Substantially higher EBITDA, EPS and cash flow

- ✓ Operating excellence including cost control, cost reductions and manufacturing efficiencies (including new MRP implementations)
- ✓ Focus on higher margin consumables and chemistries
- ✓ Sales and marketing investments across the board
 - Specifically built direct U.S. hospital sales and service force in endoscope reprocessing



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PROSPECTS

5. Investing in significant upside growth opportunities

- ✓ Leverage our capabilities in high-value liquid chemical germicides and filters
- ✓ Organic and licensed R&D pipeline
 - Major push started in FY'10 in chemistry development within and outside core business
 - Greatly accelerate R&D investment in FY'11 to yield higher growth, higher margin, higher tech product innovations in FY'12 and beyond
- ✓ New markets - alternate channels
- ✓ Continue acquisition program using our strong balance sheet
 - Proven integration model from product lines to standalone businesses
 - Robust acquisition pipeline

PEOPLE

6. Solid manufacturing expertise in equipment, chemistries and disposables

- ✓ All within the FDA, EPA and international body regulatory environments
- ✓ Leveraged across all business units

7. Highly experienced management team

8. Significant insider (28%) and institutional ownership (49%)



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\$33B Global Infection Prevention & Control Market

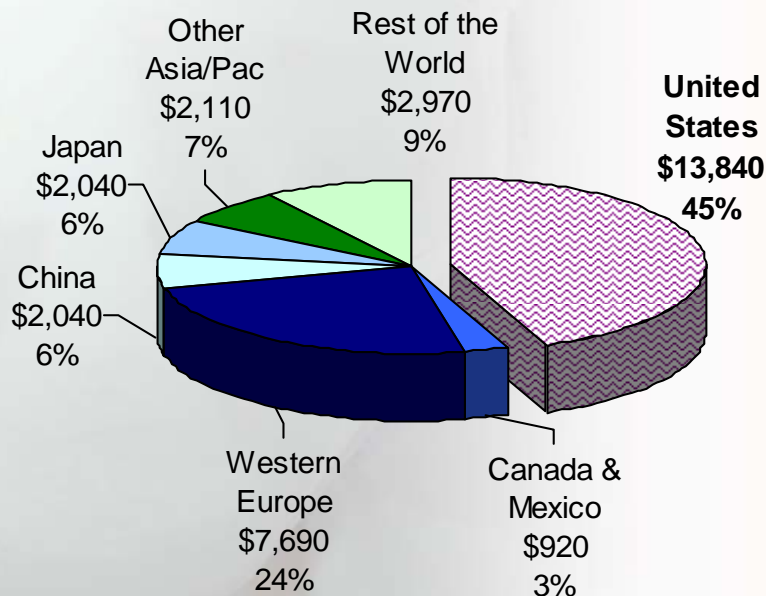
■ Infections in Medical Facilities are a Rapidly Growing Problem

- Annually, 2.3 Million People Acquire Infections in U.S. Medical Facilities and 99,000 Die From Those Infections¹ -- More than AIDS, Breast Cancer and Traffic Accidents Combined
- Globally, 50+% of ICU patients have infections associated with an increased risk of death¹
- Adds as much as \$20 Billion in U.S. healthcare costs¹ and \$5.5 Billion in Insurance Costs²

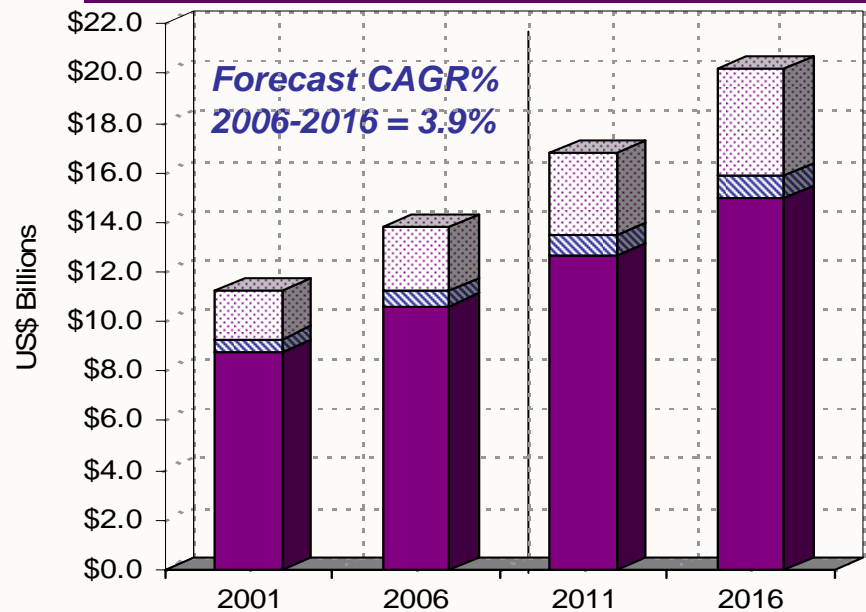
■ Growing awareness of infection risk in professional and consumer psyche

- H1N1 ("Swine" Flu), MRSA, C.Diff, Staph Infections, etc...

Global IP&C Market (2006 US\$M)



U.S. Infection Prevention & Control Market (US\$B)



■ Consumables & Disposables ■ Equipment ■ Services

¹ Infection Control Today, 12/1/2009 referencing the 12/2/2009 issue of JAMA. ² Donald Wright M.D., M.P.H., Principal Deputy Assistant Secretary for Health, U.S. Department of Health and Human Services, December 2008. Centers for Disease Control and Prevention (CDC) as cited in Healthcare Purchasing News, November 2005, Vol.29, No.11. and "A systematic audit of economic evidence linking nosocomial infections and infection control interventions: 1990-2000", Patricia Stone, RN, PhD. Data Source: Freedonia Market Research, 2009F

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Niche Orientation of Infection Prevention & Control Markets

1	2	3	4	5
Disinfectants & Cleaners Brushes Dispensers Enzymatic cleaners Medical device disinfectants Surface disinfectants Wipes	Disposables Disposable kits / trays Disposable medical products Disposable surgical products	Masks / Headwear Face shields Masks Nurse/MD/Surg/Lab Hats Protection goggles Respirators Wrap around lenses	Air & Water Quality Air filtration systems Germicidal air cleaners Negative pressure isolation Smoke evacuators Toxic gas detection systems Water purification systems	Protective Apparel Aprons / bibs / arm protectors Gloves Lab gowns Overshoes / coated boots Shirt jackets Surgical gowns
Sterilization Autoclaves Chemical sterilizers EtO sterilizers Low temperature sterilizers Medical device drying cabinets Medical device reprocessing Steam sterilizing units Sterilization containers Sterilization packaging Washers / decontaminators Sterilization Services	Drapes & Barrier Products Antimicrobial linens Fluid control drapes General purpose drapes Surgical drapes	Hand Hygiene Automated hand washers Hand cleaners / soaps Hand sanitizers (waterless)	Wound Care & Closures Adhesives / adhesive removers Antimicrobial dressings Dressings Drains / suction Hydrogel adhesive dressings Silver bandages / dressings Surgical site skin prep	Needles / Sharps / Transport Antimicrobial catheters Blood pressure cuff covers Catheter securement devices Dispenser boxes Needle protection devices Safety I.V. catheters Specimen transport bags
Quality Control & Testers Biological indicators Chemical integrators EtO monitors Glutaraldehyde monitors Respirator fit testers Sterility assurance products	Fluid / Temperature / Positioning Filtration systems Fluid control systems Fluid warming systems Forced air warming Patient positioning Pressure mgmt systems Temperature mgmt kits	Medical Waste & Cleaning Equipment Antimicrobial casters Cleaning carts Decontamination equip Infectious waste bags Microfiber mops Room decontaminators Sharps containers Solidifiers / Spill Kits Suction canister systems Waste management systems	Environmental Antimicrobial paint Containment systems Washable keyboards Pest management	Surveillance / Software / Education Alert systems Handwashing Surveillance software Training Rapid MRSA diagnostics

 Indicates Cantel product offering
 Key strategic priorities

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Healthcare Reform Creates Greater Emphasis in IP&C

■ **Financial Penalties to Hospitals¹**

- ✓ Preventable Readmissions – Estimated \$25 billion cost to the system
 - Beginning 2012, Medicare will stop paying hospitals for preventable readmissions tied to heart failure or pneumonia
 - Beginning 2014, expand policy to cover four (4) more conditions
- ✓ Reduced Payment for Hospital Acquired Conditions – Infections & Errors
 - Beginning 2012, Medicare will align actual payment to reported performance on patient satisfaction and care quality
 - Beginning 2015, Dept. of Health & Human Services will start reporting each hospitals' record for infections and medical errors pertaining to Medicare patients
 - Payments reduced by 1% for those with highest rate of infections & medical errors
 - No longer pay for treatment when a Medicaid patient is harmed during a hospital stay

■ **Despite Shrinking Budgets, Hospitals Maintain IP&C Funding²**

- ✓ 2/3rds decreased or froze spending in 2009 and expect further cuts in 2010
- ✓ **However, virtually none cut patient safety infection control budgets in 2009, and spending growth is expected in the future**

¹ Healthcare Purchasing News, April 30, 2010.

² HealthLeaders Media, April 6, 2010 – citation of LEK Hospital Purchasing Survey of January 2010 – Survey of 203 U.S. hospital CEOs, CFOs, COOs, materials managers, and purchasing directors.



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Three Synergistic Platforms - PRODUCTS

Infection Prevention & Control Focus

Healthcare & Life Sciences Orientation

Purification & Filtration

Water Treatment & Therapeutic Filters

*Mar Cor Purification;
Minntech*

Disposable Products

Dental & Specialty Packaging

*Crosstex;
Saf-T-Pak*

Reprocessing Systems

Renal Dialysis & Endoscopy

*Minntech;
Medivators*

**Chemistries (Disinfectants & Sterilants)
Consumables and Service
Leverage in Manufacturing, Regulatory and R&D**

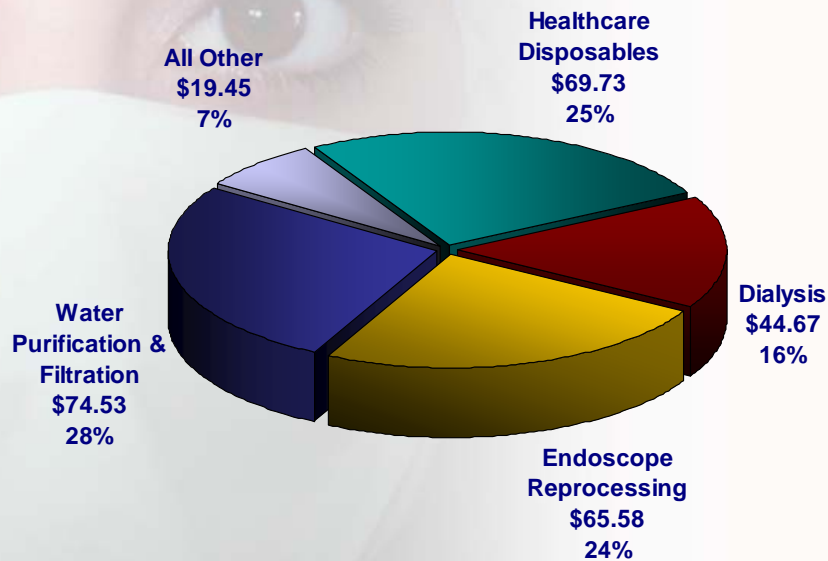


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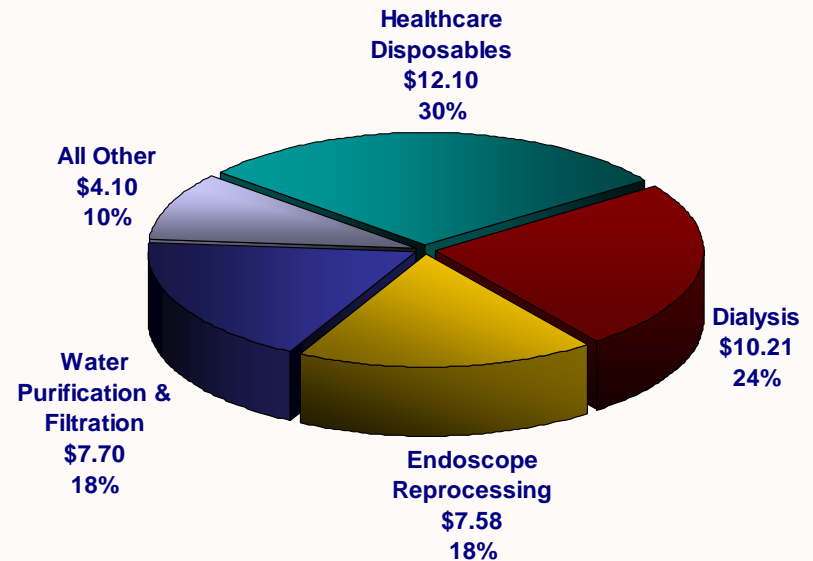
Well-Balanced Portfolio of PRODUCTS

Fiscal Year Ended July 31, 2010¹

Net Sales \$274.0M



Operating Income \$41.7M²



EBITDAS = \$47.5M³

¹ "All Other" includes Therapeutic Filtration Products, Specialty Packaging Products, and Chemistries.

² Before allocation of corporate expenses of ~\$9.0M.

³ Earnings Before Interest, Taxes, Depreciation, Amortization, Stock Compensation Expense and Loss on Disposal of Fixed Asset.



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Strong PERFORMANCE Over the Past Two Years

Quarterly Financial Performance

US Dollars Millions,
except per share
amounts

	Jul	Oct	Jan	Apr	Jul	Oct	Jan	Apr	Jul
	<u>Q4'08</u>	<u>Q1'09</u>	<u>Q2'09</u>	<u>Q3'09</u>	<u>Q4'09</u>	<u>Q1'10²</u>	<u>Q2'10²</u>	<u>Q3'10</u>	<u>Q4'10</u>
Net Sales	\$64.3	\$64.4	\$62.4	\$66.4	\$66.8	\$71.0	\$66.6	\$66.6	\$69.8
Gross Profit	\$22.7	\$23.6	\$23.6	\$25.5	\$26.7	\$29.5	\$27.1	\$26.7	\$27.7
Gross Margin	35.2%	36.7%	37.8%	38.4%	40.0%	41.5%	40.7%	40.1%	39.7%
EBITDAS¹	\$8.0	\$9.6	\$9.9	\$10.8	\$11.7	\$14.0	\$11.9	\$10.4	\$11.2
Operating Profit	\$4.5	\$6.2	\$6.6	\$7.2	\$7.5	\$10.4	\$8.0	\$6.9	\$7.5
Net Income	\$2.6	\$3.3	\$3.8	\$4.2	\$4.3	\$6.2	\$4.9	\$4.3	\$4.6
Diluted EPS	\$0.16	\$0.20	\$0.23	\$0.25	\$0.26	\$0.37	\$0.29	\$0.25	\$0.27
Debt	\$58.3	\$57.3	\$54.3	\$49.3	\$43.3	\$38.0	\$30.5	\$25.0	\$21.0
Cash	\$18.3	\$15.7	\$20.1	\$22.3	\$23.4	\$23.1	\$18.1	\$19.2	\$22.6
Net Debt/(Cash)	\$40.0	\$41.6	\$34.2	\$27.0	\$19.9	\$14.9	\$12.4	\$5.8	(\$1.6)
Cash flow from Operations	\$6.8	\$5.4	\$7.8	\$8.1	\$9.7	\$6.5	\$3.8	\$7.1	\$11.6

LTM Free Cash flow = \$1.40/share³

¹ Earnings before Interest, Taxes, Depreciation, Amortization, and Stock Compensation Expense.
² Reflects abnormally large quarter due to Novel H1N1 ("Swine") flu sales of facemasks.
³ Last Twelve Months Cash flow from Operations less Capital Expenditures divided by average shares outstanding.

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Significant Upside Growth Opportunities - PROSPECTS

- **Substantial Sales & Marketing investments in core FY'09-FY'10**
- **Substantial increase in R&D spending in FY'11**
- **R&D/Technology – High-Margin Liquid Chemical Germicides (LCG)**
 - ✓ Major investment in new chemistry development capabilities began mid-FY'10, accelerating in FY'11, to yield multiple New Product Introductions (NPI) in FY'12+
 - New business leader GM and senior marketing executive hired in March 2010
 - ✓ Identified and pursuing new liquid chemical germicides – 2 new versions of Rapicide PA now
 - ✓ Expanded uses of existing chemistry products across all business segments
 - ✓ Novel developments in fogging equipment and services-Revox contract sterilization launched
 - ✓ BIOSAFE® antimicrobial coating technology – starting with face masks, surface disinfection later
 - ✓ Environmentally “Green” product orientation
- **R&D/Technology – Equipment and Disposables**
 - ✓ Next generation water treatment equipment - MicroFree™ Teflon Tubing, VPure 4400H, Gambro
 - ✓ Numerous high value therapeutic filter developments underway
 - Now also obtaining distribution rights to final product outside the USA - 2 product launches in Asia in FY'11
 - ✓ Higher technology endoscope reprocessing equipment with new “single-shot” chemistry launched worldwide in FY'10 – further developments underway
 - ✓ Unique healthcare disposables such as the Sure-Check® sterilization pouch
 - ✓ Just launched Secure-Fit™ face mask line, backed by new research and government guidance

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Significant Upside Growth Opportunities - PROSPECTS

■ **New Markets – Alternative Channels**

- ✓ Dedicated focus on corporate and government pandemic flu preparation
 - One of only a few large U.S. manufacturers of FDA-cleared face masks
 - Sponsored research study published demonstrating effectiveness of surgical facemasks vs. N-95 respirators (*American Journal of Infection Control*)
- ✓ Expanded hospital penetration with differentiated products and/or acquisition
- ✓ Specialized consumer markets
- ✓ Expand franchise internationally and raise current 18% of sales
 - Good growth in Asia

■ **Acquisitions – Utilize Strong Balance Sheet**

- ✓ Proven ability to integrate, leverage and grow acquired businesses
 - Fourteen acquisitions in past eight years have reshaped Cantel
- ✓ Robust pipeline of opportunities
- ✓ Focus on disposables and water purification
- ✓ Pursue cross-divisional chemistry opportunities
- ✓ Add to international or hospital channels



Cantel Medical Corp.

Experienced PEOPLE

Andrew A. Krakauer
President & CEO

Former President of Ohmeda
Medical (Division of
Instrumentarium/GE)
Over 20 years of healthcare
experience
Joined Cantel in 2004 as COO

Roy Malkin

President & CEO, Minntech
Over 25 Years in Healthcare

Curtis Weitnauer

President & CEO, Mar Cor
Over 20 Years in Water Treatment

Gary Steinberg

CEO, Crosstex
Over 20 Years in Dental Products

Seth R. Segel

Executive Vice President

Multiple years in Investment
Banking / Strategy Consulting /
Operations with Jupiter Media
Metrix

Joined Cantel in 2002

Eric W. Nodiff

SVP, General Counsel

Former Partner at Dornbush
Schaeffer Strongin & Venaglia, LLP
Outside counsel to Cantel for
18 years

Joined in-house in 2005

Craig A. Sheldon

SVP, Chief Financial Officer
& Treasurer

Formerly with
Ernst & Young LLP
Certified Public Accountant

Joined Cantel in 1994



Cantel Medical Corp. Segmentation

Infection Prevention & Control Focus

Healthcare & Life Sciences Orientation

NYSE: CMN

REPROCESSING

PURIFICATION & FILTRATION

DISPOSABLES

*Renal / Endoscope
Dialysis Reprocessing*

*Therapeutic
Filtration*

*Water
Purification*

*Dental Specialty
Packaging*

Equipment,
Sterilants,
Consumables,
Service

Equipment,
Disinfectants,
Consumables,
Service

Hollow Fiber
Filters

Equipment,
Field Service,
Consumables

Disposables

Packaging,
Training

Dialysis
Chains

Hospitals

Hospitals,
Biotech Firms

Dialysis Clinics,
Industrial

Dental
Offices

Diverse Customer
Set

Direct Sales

Direct Sales

Distributors
/ OEM

Direct Sales &
Distributors

Distributors

Direct Sales

Acquired

2001
1

1996
4

2001
1

2003
8

2005
3

2004
1



Recent Acquisition

Water Treatment

- Mar Cor Purification subsidiary acquired Gambro's U.S. water treatment business (Oct 6, 2010) for \$23.75M in cash. Pre-acquisition revenues of ~\$14.0M.
- Strategic value akin to success of Mar Cor's acquisition of GE's Dialysis Water Business in March 2007.
 - Technology: Industry Shift to Heat Disinfection and Growing Investment in Home Hemodialysis
 - Acquired FDA-cleared heat disinfection central and portable systems to broaden the addressable customer base
 - Installed Customer Base:
 - Brought over 1,200 U.S. dialysis clinics and numerous hospitals to add consumables and service sales opportunities
 - Manufacturing Scale
 - Relocate production from Sweden to our Minnesota facility and create ~\$0.5M through factory overhead absorption
 - Customer Supply Agreement
 - Unique supply contract position with a leading U.S. dialysis chain. Master data transitioned are we're shipping orders
 - Talent
 - Hired all of Gambro's U.S. aligned water personnel with expertise in dialysis and heat disinfection. Smooth customer transition





Cantel Medical Corp.

Historical Income Statement Highlights

US Dollars Millions,
except per share
amounts

	Continuing Operations							CAGR% ⁴
	Fiscal Years Ended July 31 ¹							
	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>'04-'10</u>
Net Sales	\$123.0	\$137.2	\$192.2	\$219.0	\$249.4	\$260.1	\$274.0	14%
Gross Profit	\$44.9	\$53.9	\$69.2	\$79.0	\$87.6	\$99.5	\$111.0	16%
EBITDAS²	\$14.0	\$19.4	\$26.5	\$28.6	\$31.8	\$42.0	\$47.5	23%
Operating Profit	\$9.8	\$14.2	\$15.3	\$16.8	\$18.0	\$27.5	\$32.7	22%
Net Income³	\$4.9	\$7.9	\$6.7	\$8.1	\$8.7	\$15.6	\$19.9	26%
Diluted EPS	\$0.32	\$0.49	\$0.41	\$0.50	\$0.53	\$0.94	\$1.18	24%

¹ Reflects continuing operations and excludes any historical impact of Carsen Endoscopy & Surgical business.

² Earnings before Interest, Taxes, Depreciation, Amortization, and Stock Compensation Expense.

³ Equivalent to "Income from Continuing Operations".

⁴ Compound Annual Growth Rate.



Cantel Medical Corp.

Historical Balance Sheet Highlights

US Dollars Millions, except per share amounts

Continuing Operations: Fiscal Year Ended July 31

	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
Total Assets	\$146.7	\$165.3	\$238.2	\$263.7	\$279.2	\$277.9	\$280.7
Current Ratio	2.7:1	2.2:1	2.1:1	2.1:1	2.2:1	2.3:1	2.3:1
Equity	\$86.5	\$108.6	\$140.8	\$155.1	\$168.7	\$187.1	\$209.4
Funded Debt to Equity	0.29	0.15	0.27	0.37	0.35	0.23	0.10
Gross Debt / LTM EBITDAS¹	1.8x	0.8x	1.4x	2.0x	1.8x	1.0x	0.4x
# of Shares Outstanding	14,612	15,005	15,399	16,116	16,371	16,644	16,866
LTM Net Sales per Share	\$8.42	\$9.14	\$12.48	\$13.59	\$15.23	\$15.62	\$16.24
LTM EBITDAS¹ per Share	\$0.96	\$1.28	\$1.72	\$1.77	\$1.94	\$2.52	\$2.81

¹ Earnings before Interest, Taxes, Depreciation, Amortization, and Stock Compensation Expense.

² Reclassified long-term debt as current liability due to expiration date of revolver.



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Strategic Evolution

FY'04 – FY'08:
Acquire and Define Infection Prevention & Control (IPC) Portfolio

FY'09 – FY'10:
Substantial Operational and P&L Improvement, while Investing in Sales & Marketing

FY'11:
Leverage Sales & Marketing and Drive R&D Investments. Close 1-2 Key Acquisitions

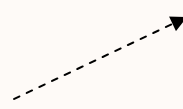
FY'12+:
Capitalize on all Strategic Investments (S&M, R&D, NPIs, Acquisitions)

EPS Range:
\$0.32-\$0.53

EPS Range:
\$0.94-\$1.18
(incl. H1N1)
\$0.89-\$1.05
(base business)

EPS Range:
Moderate Base Business Improvement

EPS Range:
Significant Growth



Cantel Medical Corp.



Strategic Objectives

- **Remain Focused within Infection Prevention & Control**
 - ✓ Build a profitable \$500 Million Specialty Business
- **Invest in higher technology, higher margin and higher growth organic programs with near-to-mid-term payoff**
 - ✓ Orientation around Liquid Chemical Germicides (LCG's)
 - ✓ Capital Equipment / Consumable combination solutions
- **Focus on channel expansion including flu preparation, hospital and international markets**
 - ✓ Substantial increased sales and marketing investments in base business
- **Continue aggressive and proven acquisition program to leverage existing assets and channels to achieve strategic product and market goals**
- **Continue the program of Operational Excellence**

Cantel Medical Corp.



Summary

- **Global, Growing \$33B Market in Infection Prevention & Control**
 - ✓ Fragmented nature creates opportunities for further expansion

- **\$275M NYSE Specialty Infection Prevention & Control Leader**
 - ✓ 75% recurring revenue
 - ✓ Selected for inclusion in the S&P SmallCap 600 Index
 - ✓ Forbes 200 Best Small Companies in America (2009)
 - ✓ Recession-buffered core business
 - ✓ Strong cash flow and balance sheet
 - ✓ Initiated \$0.10/share annual dividend
 - ✓ Substantial investment made for new product development and increased sales and marketing capabilities
 - ✓ 90+% of products are made in the USA

- **Poised for Continued Organic and Acquired Growth with**
 - ✓ The right PRODUCTS,
 - ✓ The right PERFORMANCE,
 - ✓ The right PROSPECTS,
 - ✓ The right PEOPLE.



Cantel Medical Corp.

(NYSE: CMN)

***Dedicated to Infection
Prevention & Control***



Appendix

Operating Segment Detail

Cantel Medical Corp.

Three Strategic Platforms



Infection Prevention & Control Focus

Healthcare & Life Sciences Orientation

Purification & Filtration

Water Treatment

*Mar Cor Purification;
Minntech*

Disposable Products

Dental & Specialty Packaging

*Crosstex;
Saf-T-Pak*

Reprocessing Systems

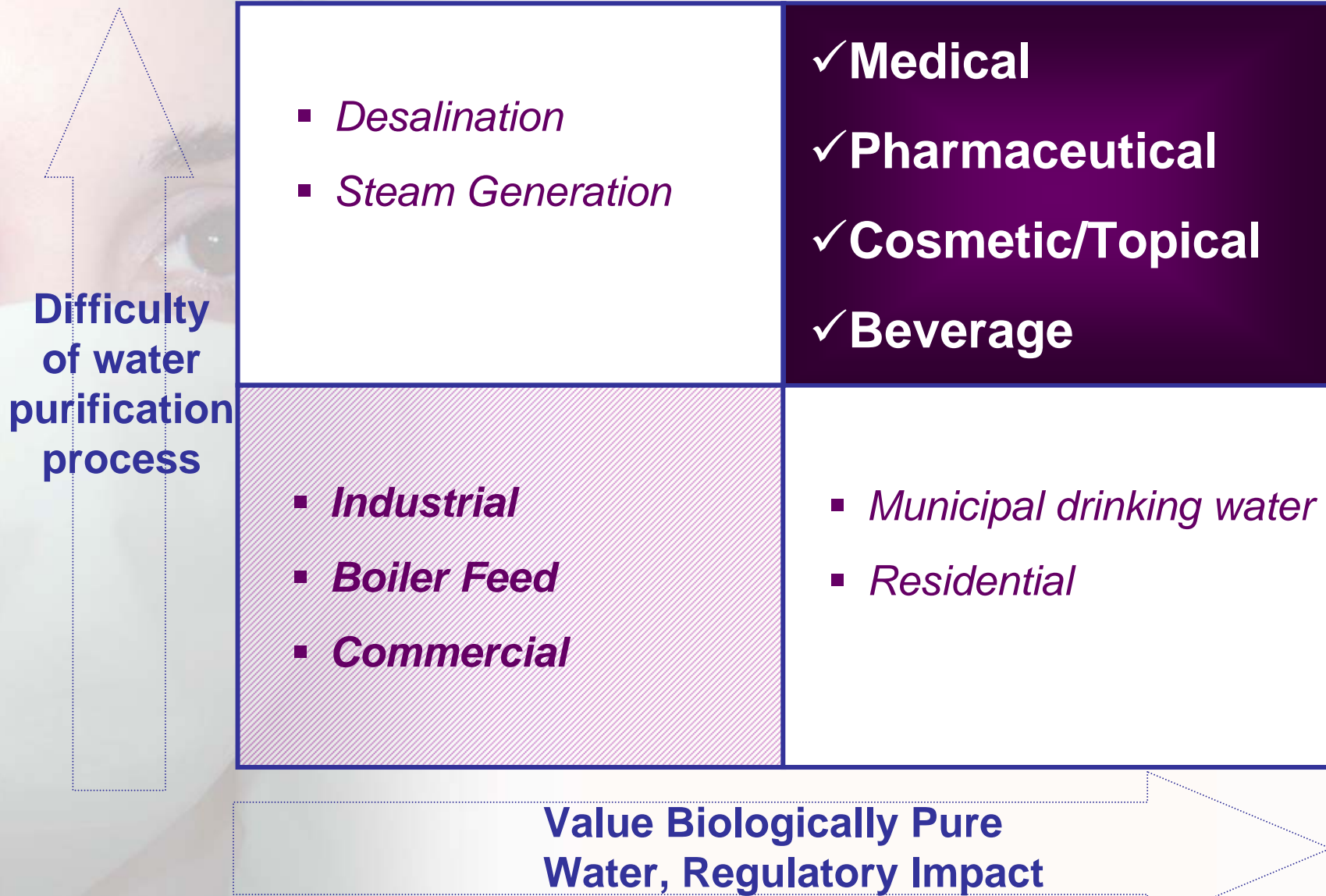
Renal Dialysis & Endoscopy

Minntech



Mar Cor Purification

Process Water Value Comparison: Where We Participate





Mar Cor Purification

Suite of Offerings



Equipment

60%



Services

20%



Consumables
(filters & disinfectants)

20%



Combined to offer Filtration, Water, and Disinfection Technologies

Mar Cor Purification

Market Segments



Mar Cor Purification (MCP)

Medical / Dialysis

- Dialysis Water. #1 player.
- MCP installs a central system every business day
- 4-5% annual growth in patient population

Commercial & Industrial Applications

- Small share, but pockets of strength
- Pharma, Research, Food & Beverage, Other High Purity
- \$300M Market. Growing need for high purity water.

Filters & Sterilants (BSP Business)

- BiScienceProducts: distribution channel for filter products, disinfection chemistries, and dry fog equipment.
- Growing need for environmentally safe disinfectants

Cantel Medical Corp.

Three Strategic Platforms



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Minntech



Crosstex International

Disposable Products – U.S. Dental Market

- **Dental Consumables Market (Retail)¹**
 - Approximately 70% of North American Dental Expenditures
 - U.S. \$4.4 Billion, growing historically at 6-7%/year, now (2%)-0%
 - Comparison: Physician Medical Supply Market = \$19 Billion²
 - Global ~ \$10.5 Billion

- **Procedure Growth (hence consumables) has been Driven by Aesthetics and Specialty Procedures**
 - Examples include Braces, Whitening, Laminates, and Implants

- **Growth in Core Preventative-Visit Dental Market**
 - 100 Million Americans Still Don't Visit a Dentist each Year
 - ~125 Million Americans Still Have no Dental Insurance

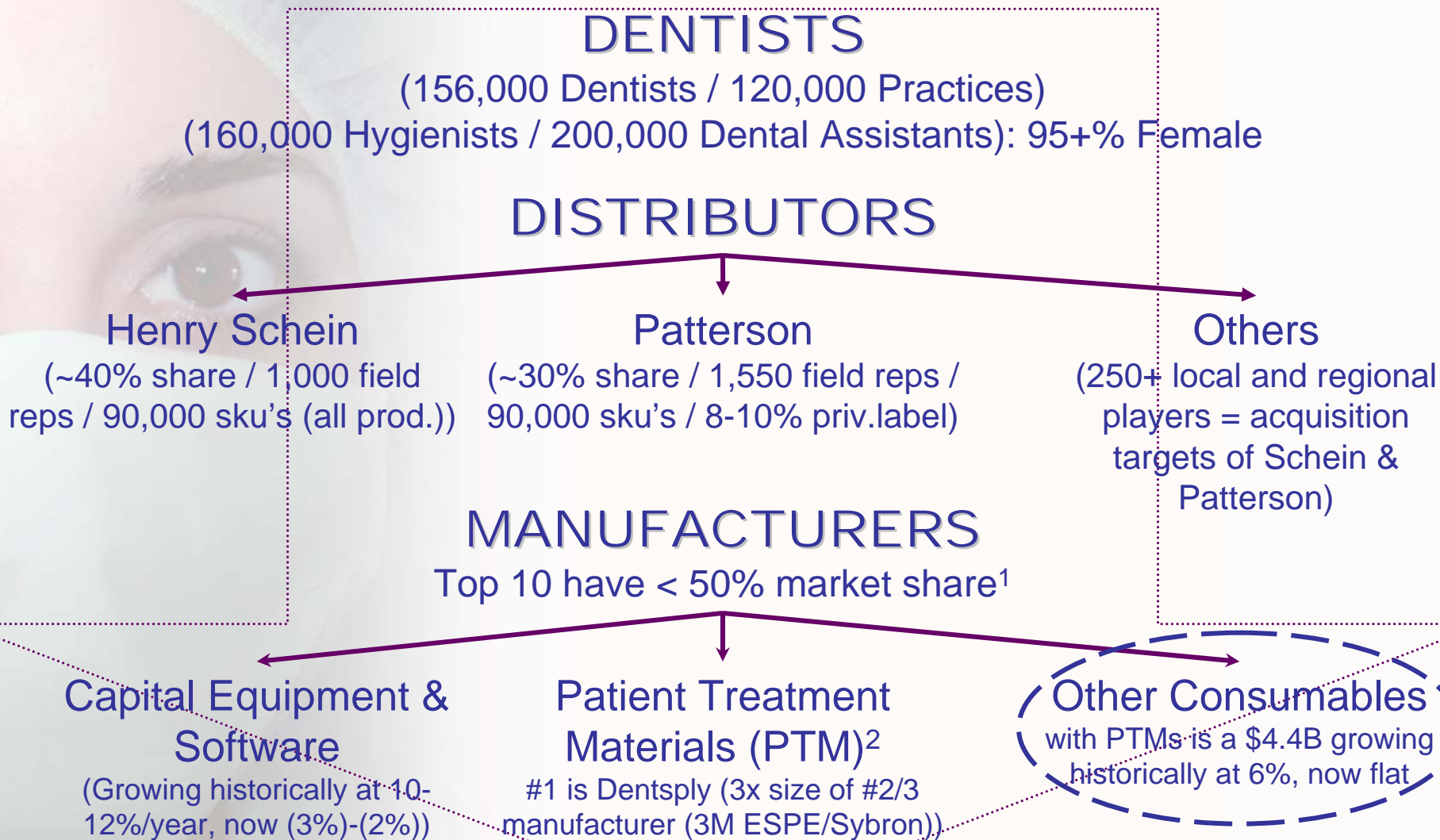
¹ NorthCoast Research, May 13, 2009

² PSS World Medical 10-K. "...[PSS] primary focus is the \$19 billion market for the distribution of medical products, medical equipment and office administered pharmaceutical products to physician offices, long-term care and assisted living facilities, and home healthcare providers and equipment dealers.

Crosstex International



U.S. Dental Market Structure



¹ NorthCoast Research, May 13, 2009

² Items include endodontic materials, prophylaxis pastes/sealants, artificial teeth, crown/bridge materials, restoratives, carbide burs, hand pieces, ultrasonic scalers, impression materials, etc...



Crosstex International

Disposable Products Portfolio

100 %

>65% Manufactured In-House

0%

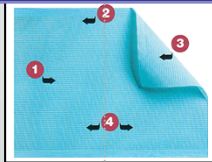
Masks / Shields



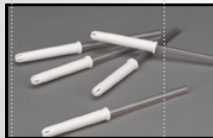
Sterilization Accessories



Towels



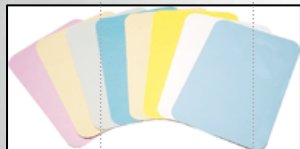
**Ejectors /
Evacuators**



**Headrest
Barrier
Covers**



**Tray
Covers**



**Cotton
Products**



**Prophy
Angles**



**X-ray
Barriers**

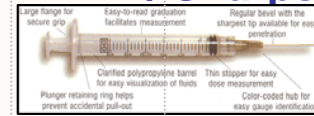


Cups



Gloves

**Needles
/ Sharps**



**Convenience
Products**



**Chemicals
/ Liquids**

Cantel Medical Corp.

Three Strategic Platforms



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Reprocessing Systems

Renal Dialysis & Endoscopy

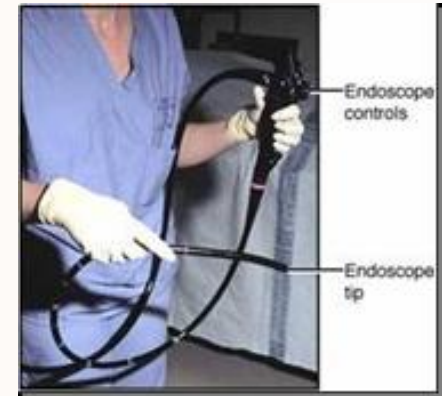
Minntech



Medivators

Flexible Endoscopy – Market Description

- Colorectal Cancer – 2nd Leading Cause of Death from Cancer – Early Screening
- U.S. G.I. market ~ \$150 Million¹
 - Worldwide G.I. Market ~ \$300 Million
- 8% CAGR forecast for next 10 years²
 - Worldwide markets expanding at greater rate
- “Manual” Reprocessing - Risky and Expensive
 - Still ~ 10% of North American Market
 - Still ~ 50% of International Markets
- Medivators investment in direct sales/service force (50+ people) and reprocessor R&D



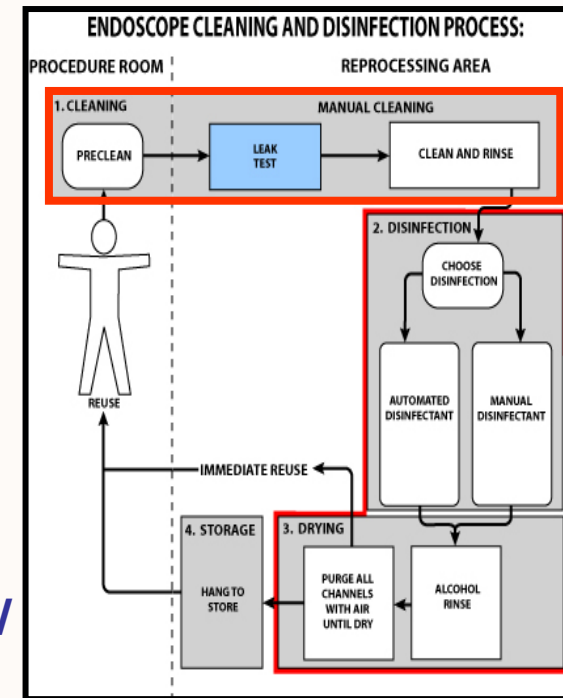
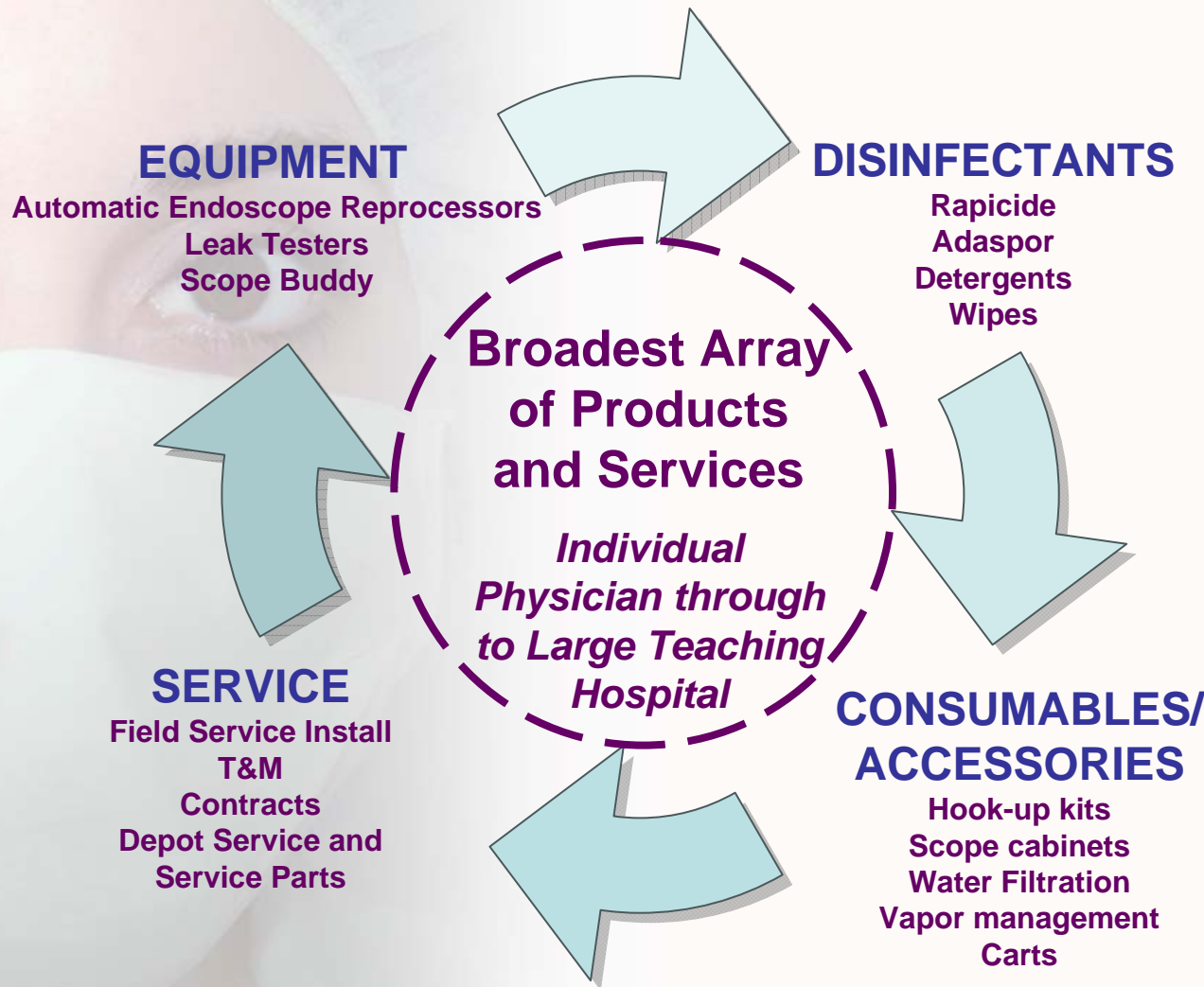
¹ Millennium Research Group, Toronto, Canada. Market defined as Automatic Endoscope Reprocessors + High-Level Disinfectants + Enzymatic Cleaners.

² MedTech Insight



Medivators

Flexible Endoscope Reprocessing – Full Product Range





Minntech Renal

Renal Dialysis - Market Description

- Kidney Failure (End Stage Renal Disease)
 - ~ 400,000 Patients in U.S.¹
 - ~ 1,060,000 Patients Globally²
- ~13% of American adults (26 million) have chronic kidney disease³
- Kidney disease/failure is > 25% of Medicare's annual expenditures³
- Treatment Protocol
 - 3x Per Week at a Specialized Facility for 3.5-5.0 Hours/Rx
- Reprocessing
 - Sterilized "Re-Use" Dialyzers are Less Expensive Than "Single Use"
- Patient Growth Continues
 - Direct Linkage of ESRD to Rising Incidence of Obesity, Diabetes and Hypertension



¹ United States Renal Data System.

² Artificial Organs 26(1):49-71, Blackwell Publishing, 2002 Int'l Society for Artificial Organs.

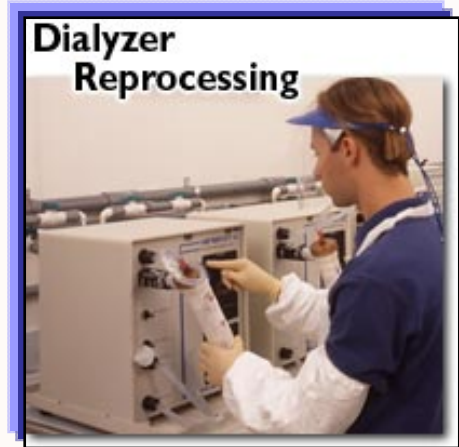
³ New York Times, 11/18/08, "Kidney Disease Takes a Growing Toll"



Minntech Renal

Renal Dialysis - Products

- **Renatron**
 - Automated Reprocessing System for Rinsing, Cleansing, Sterilizing and Testing Dialyzers for Multiple Use (*Capital Equipment*)
- **Renalin**
 - Peracetic Acid-Based Sterilant Utilized with Renatron Equipment (*Consumables*)



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- **Dialysate**
 - Concentrates used During Hemodialysis Treatment to Clean the Blood (*Consumables*)
 - **Patient Treatment Products**
 - Cleaners
 - Disinfectants
 - Concentrates
 - Monitoring Supplies, etc... (*Consumables*)

