



Company Profile

Transcat, Inc. is a leading provider of accredited calibration, repair, inspection and compliance services including analytical instrument qualifications, equipment and process validation. Targeted industries include life science, biotechnology, medical device, pharmaceutical and other FDA-regulated industries, industrial manufacturing, energy and utilities, chemical manufacturing and other industries. Throughout its 17 strategically located centers of excellence in the United States, Canada and Puerto Rico, Transcat delivers precise services with reliable turn-around times. The breadth and depth of measurement parameters addressed by Transcat's ISO/IEC 17025 scopes of accreditation are believed to be among the best in the industry.

In addition, Transcat operates as a leading distributor of professional grade handheld test, measurement and control instrumentation. Through its distribution products segment, Transcat markets and distributes premier and propriety brand instruments to nearly 15,000 customers. The Company offers access to more than 25,000 test, measurement and control products.

Transcat's growth strategy is to expand its product and service platform comprised of a balanced suite of test products and analytical, calibration, compliance, and validation services. The goal is to deliver specialized technical services with a quality assurance approach, which maximizes document accuracy and on-time job delivery. Transcat answers the call with cGMP, GLP, and GXP compliant services. Transcat can provide life science companies with a reliable alternative service and product solution to the OEMs and to the "generalist" service providers who cannot meet the client's specialized needs

Business Strategy

Distribution Products: Core Strength

- Markets and distributes more than 25,000 test and measurement instruments to nearly 15,000 customers
- Retain and grow existing customer base through consultative customer service, frequent customer contact and rapid and reliable fulfillment
- Direct marketing efforts using focused product catalogs and online ordering capabilities through Company website

Calibration Services: Growth Opportunity

- Performs approximately 200,000 calibrations annually across 17 Calibration Centers of Excellence
- Market opportunity for companies that require third party calibrations is estimated at \$500 million

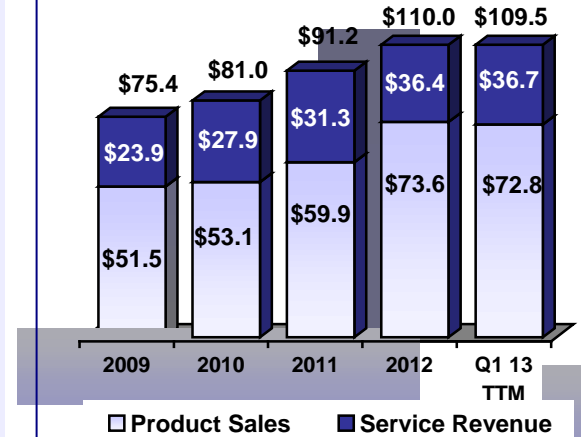
Investment Considerations

- Offers a wide breadth of products and services which can be leveraged for both sales opportunities and operating efficiency
- National brand name recognition and strong, credible management team with reputation for trust, honesty and reliability
- Strong balance sheet and cash flow
- Growing opportunity in wind energy industry
- Acquired five labs since mid-2010, including a lab in Toronto, providing a presence in Canada's largest market; and more recently, labs in the Denver, Phoenix, and Nashville markets.

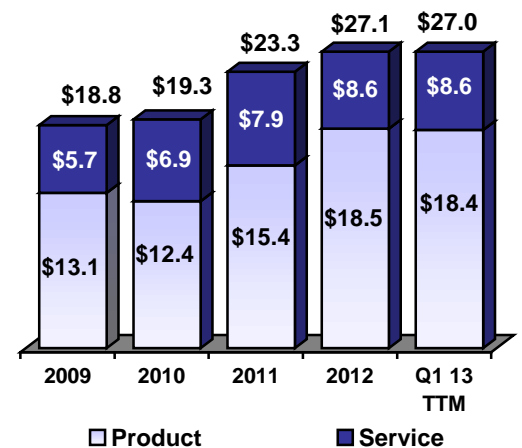
Market Data (as of August 3, 2012) & Financial Highlights

Shares Outstanding (millions)	7.4	Price to Book	1.81 x
Market Cap (millions)	\$48.5	Price to Earnings	14.9x
Avg. Daily Volume (3 mos).....	14,520	Operating Margin (Q1 2013).....	2.4%
Recent Price.....	\$6.55	Net Margin (Q1 2013).....	1.4%
52-Week Range	\$5.39 – \$13.99	EPS (Q1 2013).....	\$0.05

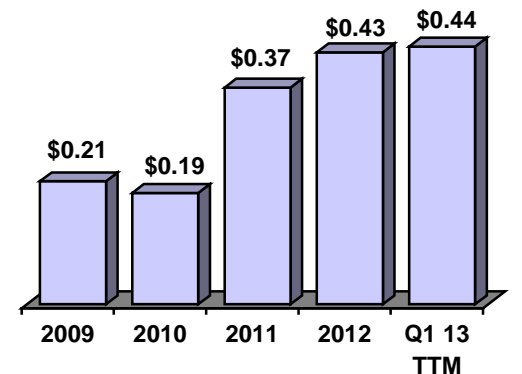
Revenue (in millions)



Gross Profit (in millions)



Earnings per Share - diluted



Investor Relations Contact

Deborah Pawlowski
Kei Advisors LLC

7606 Transit Road, Suite 300
Buffalo, NY 14221
716.843.3908 ph
dpawlowski@keiadvisors.com

Financial Highlights

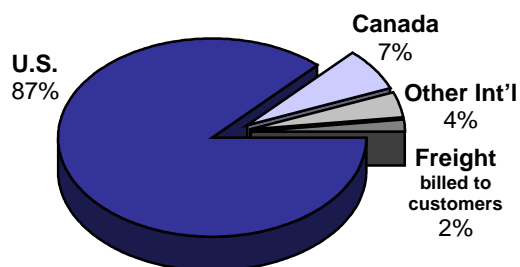
(in thousands, except per share data)

	First Quarter Ended		Fiscal Year Ended		
	June 30, 2012	June 25, 2011	March 31, 2012	March 26, 2011	March 27, 2010
Product	\$ 16,365	\$ 17,182	\$ 73,614	\$ 59,862	\$ 53,143
Service	8,732	8,423	36,406	31,324	27,918
Total revenue	25,097	25,605	110,020	91,186	81,061
Total cost of products and services sold	18,890	19,307	82,896	67,888	61,767
Gross margin	24.7%	24.6%	24.7%	25.5%	23.8%
Total operating expenses	5,613	5,728	21,696	18,711	16,913
Operating margin	2.4%	2.2%	4.9%	5.0%	2.9%
Net Income	361	325	3,302	2,788	1,451
Earnings per share – diluted	\$ 0.05	\$ 0.04	\$ 0.43	\$ 0.37	\$ 0.19
Weighted average shares – diluted	7,681	7,608	7,651	7,521	7,549

	June 30, 2012	June 25, 2011	March 31, 2012	March 26, 2011	March 27, 2010
Cash	\$ 44	\$ 42	\$ 32	\$ 32	\$ 123
Other current assets	22,094	23,102	23,146	21,723	19,244
Non-current assets	22,239	19,821	21,799	19,605	16,346
Total assets	44,377	42,965	44,977	41,360	35,713
Current liabilities	9,340	11,646	13,053	12,028	12,220
Long-term debt	5,852	6,543	3,365	5,253	2,532
Other liabilities	1,382	787	1,181	750	704
Shareholders' equity	27,803	23,989	27,378	23,329	20,257
Total liabilities and shareholders' equity	\$ 44,377	\$ 42,965	\$ 44,977	\$ 41,360	\$ 35,713
Return on average assets	7.6%	7.4%	7.6%	7.2%	4.5%
Return on average equity	12.9%	12.7%	13.0%	12.8%	7.5%
Current ratio	2.4	2.0	1.8	1.8	1.6
Book value per share	\$ 3.62	\$ 3.15	\$ 3.58	\$ 3.10	\$ 2.68
Debt to total capital	17.4%	21.4%	10.9%	18.4%	11.1%
Cash flow from operations	\$ (2,094)	\$ (565)	\$ 6,259	\$ 2,573	\$ 5,649

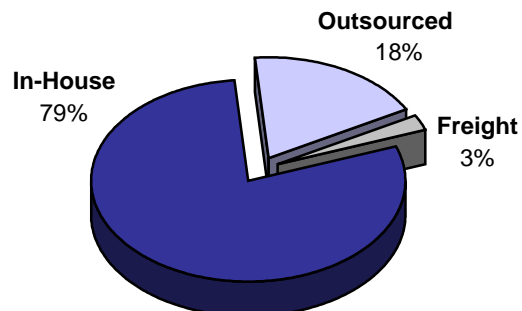
Product Segment Sales by Region

Q1 FY13 TTM Product Sales = \$72.8 million



Service Segment Revenue by Type

Q1 FY13 TTM Service Revenue = \$36.7 million



Acquisition

- Transcat completed the acquisition of Anacor Compliance Services, Inc., a nationally recognized and respected provider of specialized analytical, calibration, compliance and validation services to the life sciences sector including the biotechnology, medical device, and pharmaceutical industries, in mid-July.

First Quarter Fiscal Year 2013 Highlights

- Fiscal 2013 first quarter net revenue decreased 2.0%, or \$0.5 million, to \$25.1 million compared with the first quarter of the prior fiscal year as a 3.7% increase in Service segment net revenue partially offset lower Product segment net sales.
- Operating income for the first quarter of fiscal 2013 was \$0.6 million, an increase of 4.2% from the prior fiscal year period. Operating margin improved 20 basis points to 2.4% in the first quarter of fiscal 2013 compared with 2.2% for the same quarter of the prior fiscal year.
- Net income was \$0.4 million, or \$0.05 per diluted share, in the first quarter of fiscal 2013, an increase of 11.1% over net income from the same quarter of the prior fiscal year.
- Net cash used in operations was \$2.1 million in the first quarter of fiscal 2013, compared with \$0.6 million used in the first quarter of fiscal 2012. The year-over-year change was the result of working capital requirements and timing.
- Capital expenditures in the first quarter of fiscal 2013 were \$0.5 million compared with \$0.6 million in the first quarter of fiscal 2012, and were primarily for additional service capabilities.
- As of June 30, 2012, the Company had \$9.1 million in remaining availability under its \$15.0 million revolving credit facility.