



Company Profile

Transcat, Inc. is a leading provider of accredited calibration, repair, inspection and compliance services including analytical instrument qualifications and 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 life sciences, pharmaceutical and energy industries
- Acquired Anacor Compliance Services, Inc. in July 2012, expanding the Company's reach into targeted life sciences industry and its capabilities to compliance services

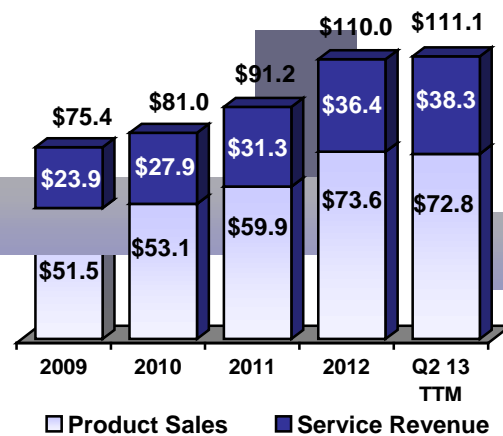
Market Data (as of November 30, 2012) & Financial Highlights

Shares Outstanding (millions) 7.4
 Market Cap (millions) \$52.9
 Avg. Daily Volume (3 mos)..... 9,309
 Recent Price..... \$7.15
 52-Week Range \$4.97 – \$13.99

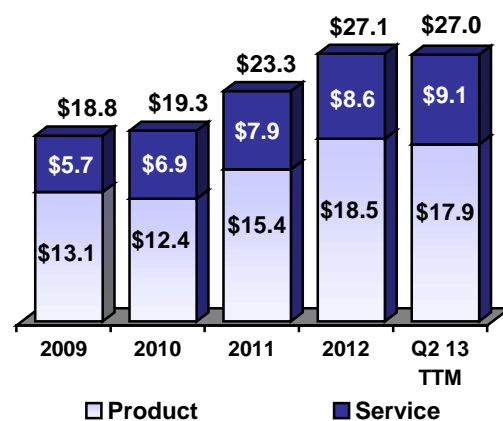
Price to Book 1.89 x
 Price to Earnings 16.3x
 Operating Margin (Q2 2013)..... 4.4%
 Net Margin (Q2 2013)..... 2.8%
 EPS (Q2 2013)..... \$0.10

[Market Data Source: Bloomberg]

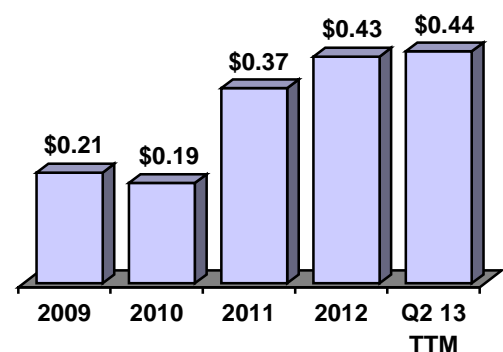
Revenue (in millions)



Gross Profit (in millions)



Earnings per Share - diluted



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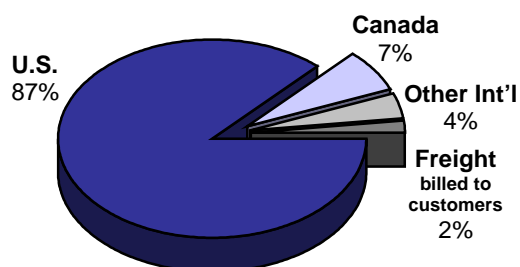
Financial Highlights

(in thousands, except per share data)

	Second Quarter Ended		Fiscal Year Ended		
	Sept. 29, 2012	Sept. 24, 2011	March 31, 2012	March 26, 2011	March 27, 2010
Product	\$ 16,948	\$ 16,969	\$ 73,614	\$ 59,862	\$ 53,143
Service	9,840	8,214	36,406	31,324	27,918
Total revenue	26,788	25,183	110,020	91,186	81,061
Total cost of products and services sold	20,710	19,030	82,896	67,888	61,767
Gross margin	22.7%	24.4%	24.7%	25.5%	23.8%
Total operating expenses	4,898	4,912	21,696	18,711	16,913
Operating margin	4.4%	4.9%	4.9%	5.0%	2.9%
Net Income	745	746	3,302	2,788	1,451
Earnings per share – diluted	\$ 0.10	\$ 0.10	\$ 0.43	\$ 0.37	\$ 0.19
Weighted average shares – diluted	7,567	7,640	7,651	7,521	7,549
	Sept. 29, 2012	Sept. 24, 2011	March 31, 2012	March 26, 2011	March 27, 2010
Cash	\$ 194	\$ 67	\$ 32	\$ 32	\$ 123
Other current assets	23,381	22,470	23,146	21,723	19,244
Non-current assets	25,305	22,424	21,799	19,605	16,346
Total assets	48,880	44,961	44,977	41,360	35,713
Current liabilities	11,481	10,936	13,053	12,028	12,220
Long-term debt	7,242	8,163	3,365	5,253	2,532
Other liabilities	1,462	830	1,181	750	704
Shareholders' equity	28,695	25,032	27,378	23,329	20,257
Total liabilities and shareholders' equity	\$ 48,880	\$ 44,961	\$ 44,977	\$ 41,360	\$ 35,713
Return on average assets	7.1%	7.6%	7.6%	7.2%	4.5%
Return on average equity	12.4%	13.1%	13.0%	12.8%	7.5%
Current ratio	2.1	2.1	1.8	1.8	1.6
Book value per share	\$ 3.79	\$ 3.28	\$ 3.58	\$ 3.10	\$ 2.68
Debt to total capital	20.2%	24.6%	10.9%	18.4%	11.1%
Cash flow from operations	\$ 2,748	\$ 1,457	\$ 6,259	\$ 2,573	\$ 5,469

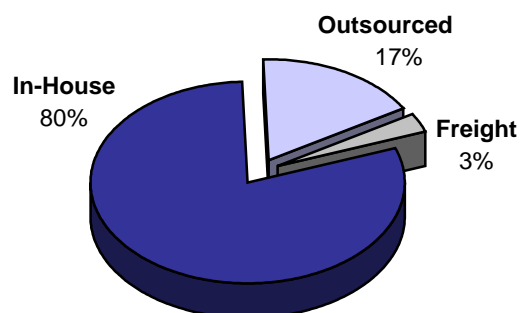
Product Segment Sales by Region

Q2 FY13 TTM Product Sales = \$72.8 million



Service Segment Revenue by Type

Q2 FY13 TTM Service Revenue = \$38.3 million



Second Quarter Fiscal Year 2013 Highlights

- Fiscal 2013 second quarter total revenue of \$26.8 million increased 6.4% from \$25.2 million in the prior fiscal year second quarter on strong Service segment revenue growth of 19.8%. Product segment sales were consistent with the prior year at \$16.9 million.
- Online sales of the Company's products increased 31.7% to \$2.0 million, or 11.7% of Product segment sales, in the second quarter of fiscal 2013 compared with \$1.5 million, or 8.9% of Product segment sales, in the prior-year period.
- Strong organic and acquisition-related revenue within the Service segment, combined with cost reductions and operating efficiencies, drove gross and operating margin expansion.
- Net income was \$0.7 million, or \$0.10 per diluted share, in the second quarter of fiscal 2013 and fiscal 2012.
- Net cash provided by operations was \$0.7 million in the first six months of fiscal 2013, compared with \$0.9 million in the first six months of fiscal 2012. The year-over-year change was the result of working capital requirements and timing.
- Capital expenditures in the first six months of fiscal 2013 were \$1.3 million compared with \$0.9 million in the first six months of fiscal 2012, and were primarily for additional service capabilities, but also included other technology and infrastructure improvements. The Company also spent \$3.1 million on business acquisitions during the first six months of fiscal 2013 and 2012.
- On September 25, 2012, the Company entered into a new \$20 million secured revolving credit facility that matures on September 20, 2015. As of September 29, 2012, the Company had \$12.8 million in remaining availability under the facility.

This fact sheet may contain forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. One can identify these forward-looking statements by the use of the words such as "expects," "estimates," "projects," "anticipates," "believes," "could," and other similar words. Because such statements apply to future events, they are subject to risks and uncertainties that could cause the actual results to differ materially. Important factors, which could cause actual results to differ materially, are described in Transcat's reports on Form 10-K and 10-Q on file with the Securities and Exchange Commission.