



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 18 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 service and distribution 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.

Service: Growth Opportunity

- Performs approximately 200,000 calibrations annually across 18 Calibration Centers of Excellence
- Market opportunity for companies requiring calibration and compliance services is estimated at over \$1.5 billion
- Provides an all encompassing outsource model for managing companies' calibration programs

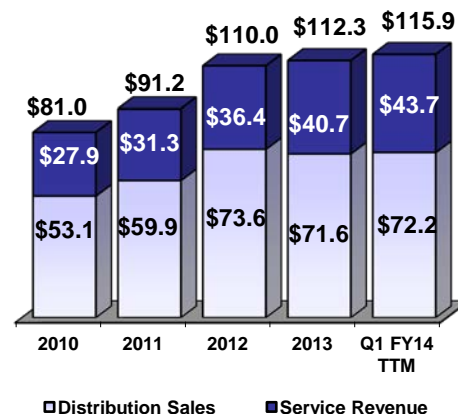
Distribution: Core Strength

- Markets and distributes more than 25,000 test and measurement instruments to nearly 15,000 customers
- Presence in growth industries provides \$700 million market opportunity
- At the forefront of buying behavior shift by increasing online presence through search engine optimization, marketing automation and pay per click advertising

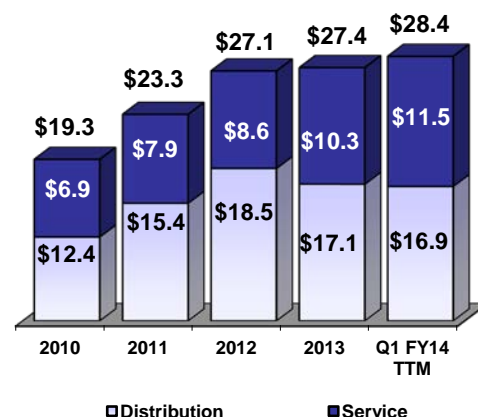
Investment Considerations

- 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

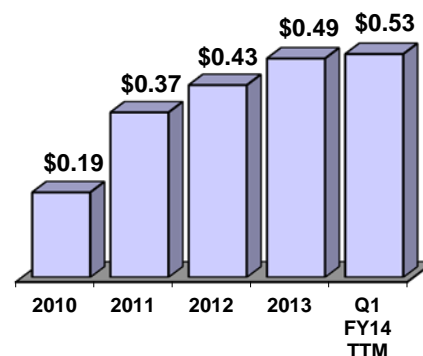
Revenue (in millions)



Gross Profit (in millions)



Earnings per Share - diluted



Market Data (as of July 29, 2013) & Financial Highlights

Shares Outstanding (millions)	7.5	Price to Book	1.60 x
Market Cap (millions)	\$52.2	Price to Earnings	14.0 x
Avg. Daily Volume (3 mos).....	14.5K	Operating Margin (Q1 2014).....	4.0%
Recent Price.....	\$7.40	Net Margin (Q1 2014).....	2.5%
52-Week Range	\$4.97 – \$8.55	EPS (Q1 2014).....	\$0.09

[Market Data Source: Bloomberg]

Investor Relations Contact

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Financial Highlights

(in thousands, except per share data)

	First Quarter Ended		Fiscal Year Ended		
	June 29, 2013	June 30, 2012	March 30, 2013	March 31, 2012	March 26, 2011
Service	\$ 11,739	\$ 8,732	\$ 40,655	\$ 36,406	\$ 31,324
Distribution	16,971	16,365	71,614	73,614	59,862
Total revenue	28,710	25,097	112,296	110,020	91,186
Total cost of products and services sold	21,496	18,890	84,892	82,896	67,888
Gross margin	25.1%	24.7%	24.4%	24.7%	25.5%
Total operating expenses	6,062	5,613	21,458	21,696	18,711
Operating margin	4.0%	2.4%	5.3%	4.9%	5.0%
Net Income	721	361	3,704	3,302	2,788
Earnings per share – diluted	\$ 0.09	\$ 0.05	\$ 0.49	\$ 0.43	\$ 0.37
Weighted average shares – diluted	7,691	7,681	7,592	7,651	7,521
	June 29, 2013	June 30, 2013	March 30, 2013	March 31, 2012	March 26, 2011
Cash	\$ 577	\$ 44	\$ 406	\$ 32	\$ 32
Other current assets	24,419	22,094	25,412	23,146	21,723
Non-current assets	28,693	22,239	29,229	21,799	19,605
Total assets	53,689	44,377	55,047	44,977	41,360
Current liabilities	10,363	9,340	13,327	13,053	12,028
Long-term debt	8,653	5,852	8,017	3,365	5,253
Other liabilities	2,136	1,382	2,053	1,181	750
Shareholders' equity	32,537	27,803	31,650	27,378	23,329
Total liabilities and shareholders' equity	\$ 53,689	\$ 44,377	\$ 55,047	\$ 44,977	\$ 41,360
Return on average assets	8.3%	7.6%	7.4%	7.6%	7.2%
Return on average equity	13.5%	12.9%	12.5%	13.0%	12.8%
Current ratio	2.4	2.4	1.9	1.8	1.8
Book value per share	\$4.23	\$ 3.62	\$ 4.17	\$ 3.58	\$ 3.10
Debt to total capital	21.0%	17.4%	20.2%	10.9%	18.4%
Cash flow from operations	\$ (505)	\$ (2,094)	\$ 5,241	\$ 6,259	\$ 2,573

EBITDA* (\$ in millions)



EBITDA Reconciliation (\$ in millions)

EBITDA Reconciliation (\$ in millions)	2010	2011	2012	2013	Q1 FY2014 TTM
Net Income	\$1.45	\$2.79	\$3.30	\$3.70	\$4.06
+ Interest Expense	\$0.06	\$0.07	\$0.13	\$0.12	\$0.13
+ Income Tax Provision	\$0.83	\$1.69	\$1.94	\$2.01	\$2.25
+ Depreciation & Amortization	\$2.08	\$2.29	\$2.90	\$2.70	\$2.83
EBITDA*	\$4.43	\$6.85	\$8.28	\$8.53	\$9.27

*The Company believes that when used in conjunction with GAAP measures, EBITDA, or earnings before interest, taxes, depreciation and amortization, which is a non-GAAP measure, allows investors to view its performance in a manner similar to the methods used by management and provides additional insight into its operating results

First Quarter Fiscal Year 2014 Highlights

- First quarter fiscal 2014 total revenue increased \$3.6 million, or 14.4%, over first quarter fiscal 2013 to \$28.7 million.
- Service segment revenue increased 34.4%, or \$3.0 million, to \$11.7 million in the first quarter of fiscal 2014 compared with the first quarter of the prior fiscal year. This was attributed to both recent acquisitions and organic growth.
- Online distribution sales increased 16.1% to \$2.3 million in the first quarter of fiscal 2014 from \$1.9 million in the prior-year period. Online sales accounted for 13.3% and 11.9% of Distribution segment sales in the first quarters of 2014 and 2013, respectively.
- Net income doubled to \$0.7 million from the first quarter of fiscal 2013 to the first quarter of fiscal 2014, while earnings per diluted share improved \$0.04, or 80% to \$0.09 for the same time period.
- EBITDA* for Q1FY2014 TTM was \$9.3 million, up from \$8.5 million in the prior year. The compound annual growth rate since FY2010 is 25.9%.
- For the remainder of fiscal 2014, Transcat is optimistic about its ability to execute on its strategy for growth in revenue and income. Year-over-year improvements in operating income for the balance of the year are expected to continue due to sales and marketing investments and the incremental impact of recent acquisitions. The Distribution segment will continue to be challenged because of the competitive marketplace but Transcat expects to maintain its leading market position.