





Investor Fact Sheet - Q2 Fiscal Year 2010



NASDAQ: TRNS www.TRANSCAT.com

Company Profile

Transcat, Inc. is a leading global distributor of professional grade handheld test and measurement instruments and accredited provider of calibration, repair services, parts inspection and production model engineering primarily for the pharmaceutical and FDA-regulated, industrial manufacturing, energy and utilities, chemical process, and other industries. Through its distribution products segment, Transcat markets and distributes national and proprietary brand instruments to over 13,000 global customers. The Company offers access to more than 25,000 test and measurement instruments. Transcat delivers precise, reliable, fast calibration, repair services, parts inspection and production model engineering across the United States, Canada and Puerto Rico through its 12 strategically located Calibration Centers of Excellence. Transcat's calibration laboratories are ISO-9001:2000 registered and the scope of accreditation to ISO/IEC 17025 is believed to be one of the broadest in the industry.

Transcat's growth strategy is to expand both its distribution products and calibration services in markets that value product breadth and availability and rely on accredited calibration services to maintain the integrity of their processes.

Business Strategy

Distribution Products: Core Strength

- Markets and distributes more than 25,000 test and measurement instruments to over 13,000 global 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

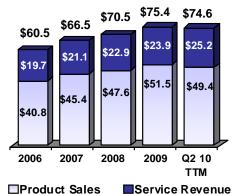
Calibration Services: Growth Opportunity

- Performs more than 140,000 in-house calibrations annually at one of 12 Calibration Centers of Excellence located throughout the U.S., Canada and Puerto Rico
- 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, realigned operations and reorganized sales team to facilitate driving growth in calibration services
- Growing opportunity in wind energy industry

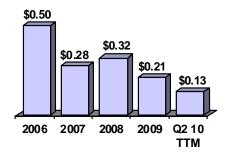
Revenue (in millions)



Operating Income (in millions)



Earnings per Share



Market Data (as of Oct 30, 2009) & Financial Highlights

| Shares Outstanding (millions |)7.4 | Price to Book2.8 x |
|------------------------------|-----------------|----------------------------------|
| Market Cap (millions) | | Price to Earnings55.5 x |
| Avg. Daily Volume (3 mos) | 833 | Operating Margin (Q2 10 TTM)2.2% |
| Recent Price | \$7.21 | Net Margin (Q2 10 TTM)1.2% |
| 52-Week Range | \$9.24 – \$3.81 | EPS (Q2 10 TTM)\$0.13 |

Investor Relations Contact

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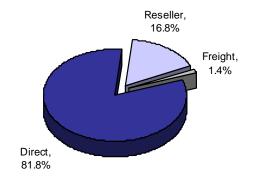
dpawlowski@keiadvisors.com

| | Second Quarter | | | arter | | | | | | |
|--|----------------|--------|-----|----------|----|-----------|-----------------|---------------|----|-----------|
| Financial Highlights | | End | led | | | Fis | scal Year Ended | | | |
| (in thousands, except per share data) | Se | pt 26, | 5 | Sept 27, | ٨ | ∕lar. 28, | ٨ | Mar. 29, Mar. | | ∕lar. 31, |
| | 2 | 2009 | | 2008 | | 2009 | | 2008 | | 2007* |
| Product | \$ 1 | 1,970 | \$ | 12,959 | \$ | 51,480 | \$ | 47,539 | \$ | 45,411 |
| Service | | 6,525 | | 5,651 | | 23,939 | | 22,914 | | 21,062 |
| Total revenue | 1 | 8,495 | | 18,610 | | 75,419 | | 70,453 | | 66,473 |
| Total cost of products and services sold | 1 | 4,365 | | 14,075 | | 56,671 | | 51,912 | | 49,860 |
| Gross margin | | 22.3% | | 24.4% | | 24.9% | | 26.3% | | 25.0% |
| Total operating expenses | | 3,794 | | 3,796 | | 16,062 | | 15,258 | | 14,264 |
| Operating margin | | 1.8% | | 4.0% | | 3.6% | | 4.7% | | 5.9% |
| Net Income | | 188 | | 430 | | 1,556 | | 2,363 | | 2,059 |
| Earnings per share – diluted | \$ | 0.02 | \$ | 0.06 | \$ | 0.21 | \$ | 0.32 | \$ | 0.28 |
| Weighted average shares – diluted | | 7,611 | | 7,511 | | 7,469 | | 7,272 | | 7,335 |

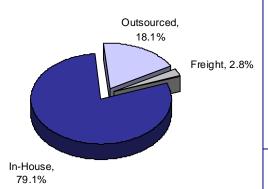
*FY 2007 includes \$1.544 million gain on TPG divestiture

| | Sept 26, | March 28, | March 29, | | |
|--|-----------|-----------|-----------|--------|--|
| (\$, in thousands) | 2009 | 2009 | | 2008 | |
| Current assets | \$ 15,196 | \$ 15,200 | \$ | 16,387 | |
| Non-current assets | 15,162 | 14,191 | | 7,957 | |
| Total assets | 30,358 | 29,391 | | 24,344 | |
| Current liabilities | 8,919 | 6,720 | | 8,498 | |
| Long-term debt | 1,592 | 3,559 | | 302 | |
| Other liabilities | 568 | 493 | | 427 | |
| Shareholders' equity | 19,279 | 18,619 | | 15,117 | |
| Total liabilities and shareholders' equity | \$ 30,358 | \$ 29,391 | \$ | 24,344 | |
| Return on average assets (TTM) | 3.2% | 5.8% | | 10.1% | |
| Return on average equity (TTM) | 5.4% | 9.2% | | 17.9% | |

Product Segment Sales by Market Channel Q2 2010 TTM Product Sales = \$49.4 million



Service Segment Revenue by Type Q2 2010 TTM Service Revenue = \$25.2 million



Second Quarter Fiscal Year 2010 Highlights

- Net revenue for the second quarter of fiscal 2010 was \$18.5 million, relatively flat when compared with net revenue of \$18.6 million in the second quarter of fiscal 2009.
- Service segment revenue, which represented 35% of total net revenue, was up \$0.9 million, or 15.5%, to \$6.5 million in the second quarter of fiscal 2010, when compared with revenue of \$5.7 million in the prior year second quarter. The increase is a result of sales and marketing investments in our targeted markets and the quality of services we provide, all of which we believe leads to high revenue retention.
- Product segment net sales decreased \$1.0 million, or 7.6%, to \$12.0 million in the second quarter of fiscal 2010 compared with \$13.0 million in the same period of the prior fiscal year. The decline in product segment sales reflected the impact of the weak economy and aggressive pricing measures partially offset by increased sales to wind energy customers.
- Net cash generated from operations was \$3.5 million in the first six months of fiscal 2010 compared with \$1.0 million in the same period of the prior fiscal year. The incremental cash was used to repay long-term debt which decreased to \$1.6 million at September 26, 2009, compared with \$2.2 million at June 27, 2009 and \$3.6 million at March 28, 2009.

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 Transcats' reports on Form 10-K and 10-Q on file with the Securities and Exchange Commission.