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Annual Meeting of Stockholders

September 13, 2011



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Annual Meeting of Stockholders

Charles P. Hadeed, President, CEO and COO

September 13, 2011

Safe Harbor Statement

These slides, and the accompanying oral discussion, contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that could cause the actual results of the Company to differ materially from the results expressed or implied by such statements, including general economic and business conditions, conditions affecting the industries served by the Company and its subsidiaries, conditions affecting the Company’s customers and suppliers, competitor responses to the Company’s products and services, the overall market acceptance of such products and services, the effect of the Company’s strategy and other factors disclosed in the Company’s periodic reports filed with the Securities and Exchange Commission. Consequently, such forward looking statements should be regarded as the Company’s current plans, estimates and beliefs. The Company does not undertake and specifically declines any obligation to publicly release the results of any revisions to these forward-looking statements that may be made to reflect any future events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.



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Senior Management Team

Michael Craig

VP of Human Resources

Lori Drescher

VP of Sales Operations

John Hennessy

VP of Sales and Marketing

Rainer Stellrecht

VP of Laboratory Operations

Jay Woychick

*VP of Wind Energy Commercial
Operations and Vendor Relations*

John Zimmer

SVP of Finance and CFO



Agenda

FY 2011 in Review

Financial Summary

Strategy and Outlook



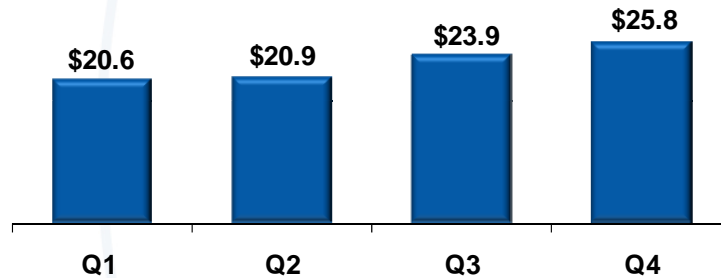
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FY2011 – A Record Year

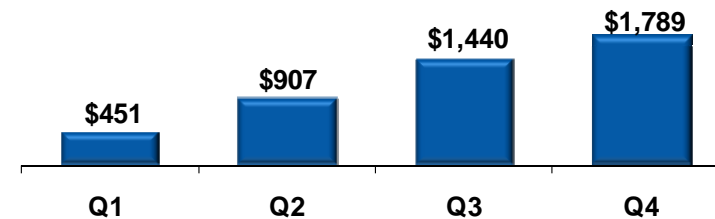
Quarterly Revenue

(in millions)



Quarterly Operating Income

(in thousands)



- Seven straight quarters of record revenue
(Q3 FY10 through Q1 FY12)
- Operating income growth of 93% y-o-y

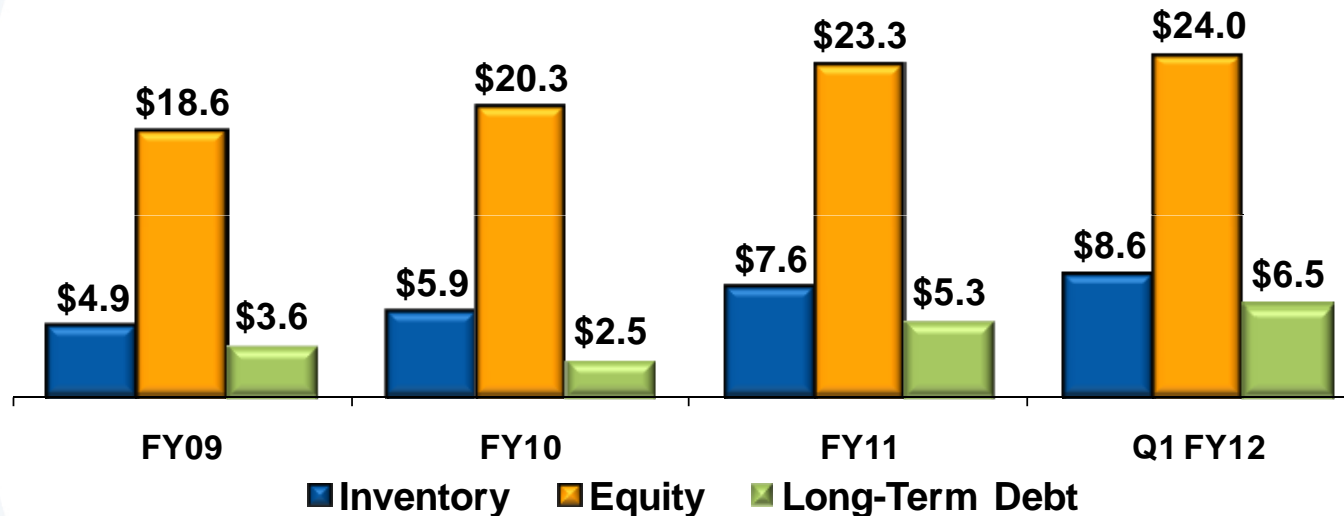


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FY 2011 - Balance Sheet Strength

(in millions)



- Strategic decision to increase inventory
- Strong cash generation of \$2.6 million in FY 2011

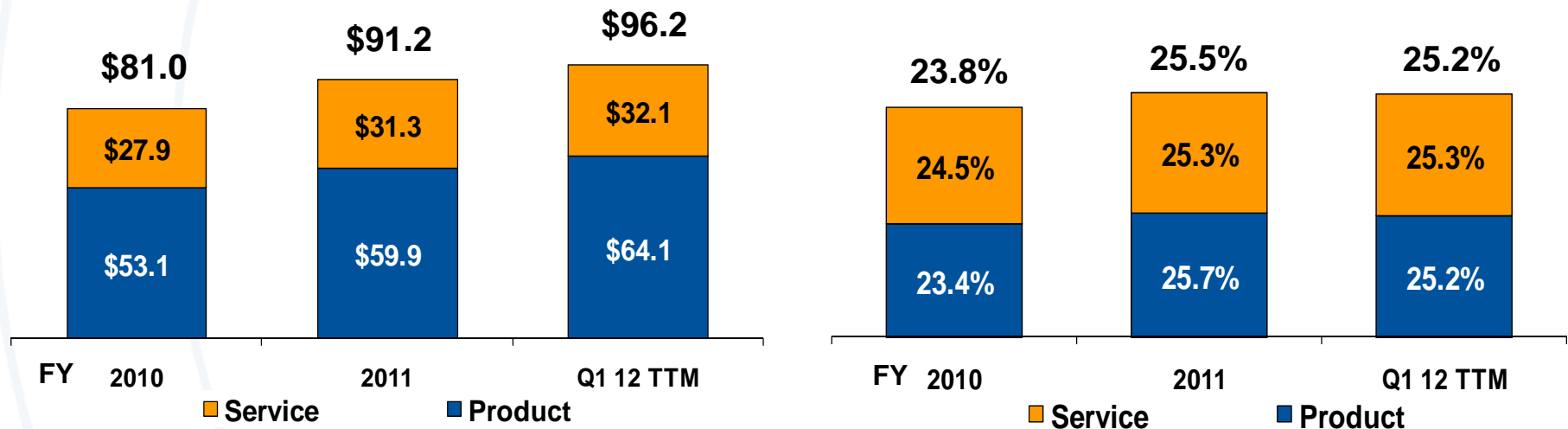


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Expanding Revenue & Gross Margin

(\$ in millions)

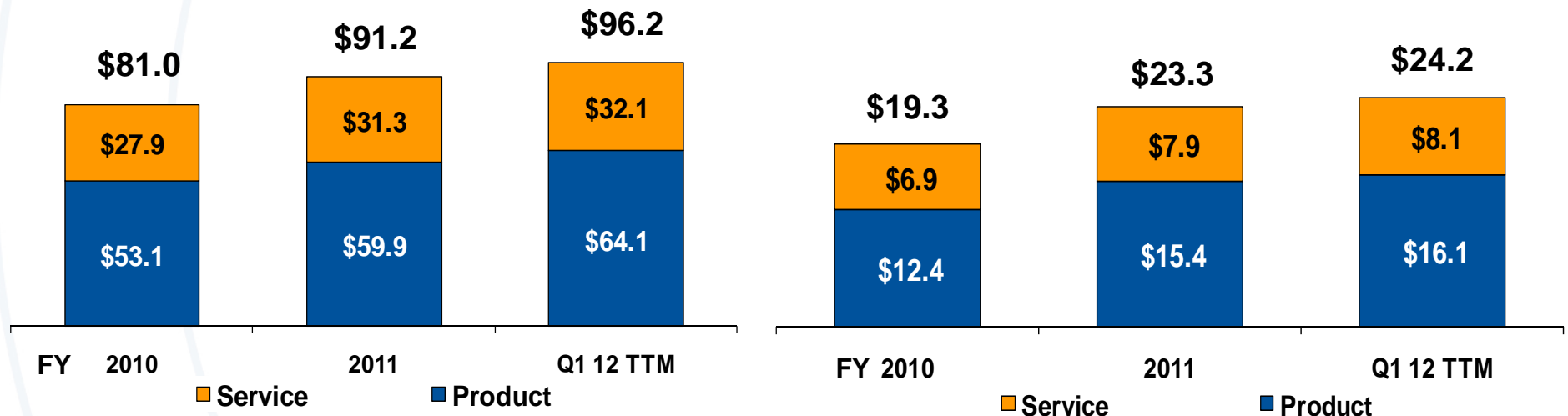


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Expanding Revenue & Gross Profit

(\$ in millions)



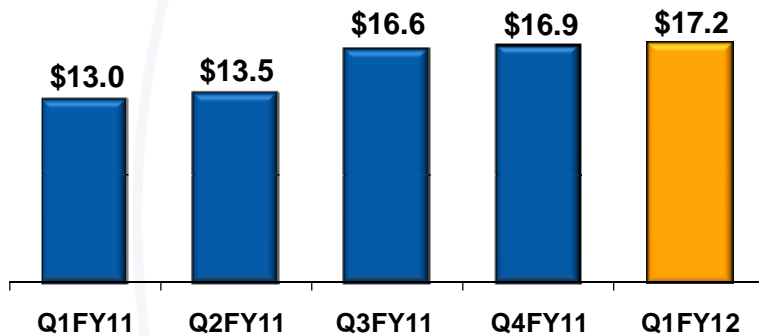
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Product Segment Results Quarterly Trend

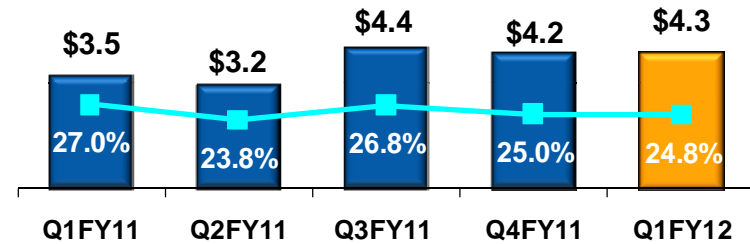
Revenue

(in millions)



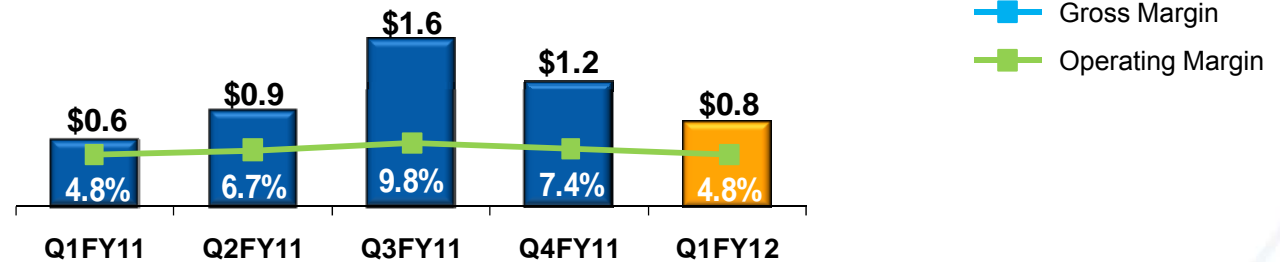
Gross Profit

(in millions)



Operating Income

(in millions)



■ Gross Margin
■ Operating Margin

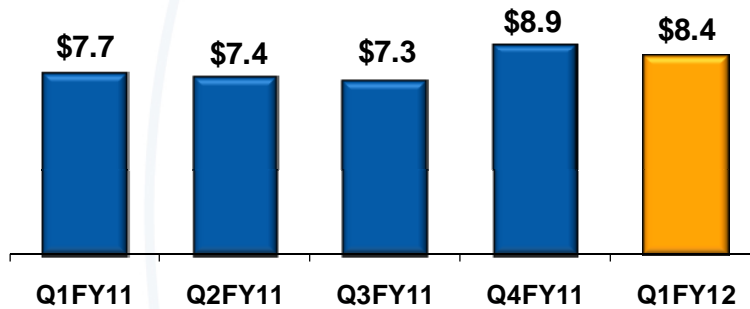


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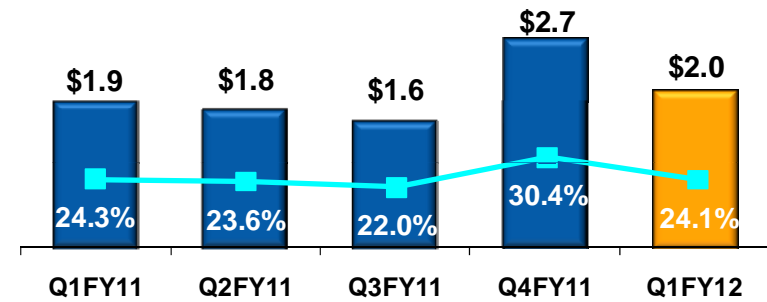


Service Segment Results Quarterly Trends

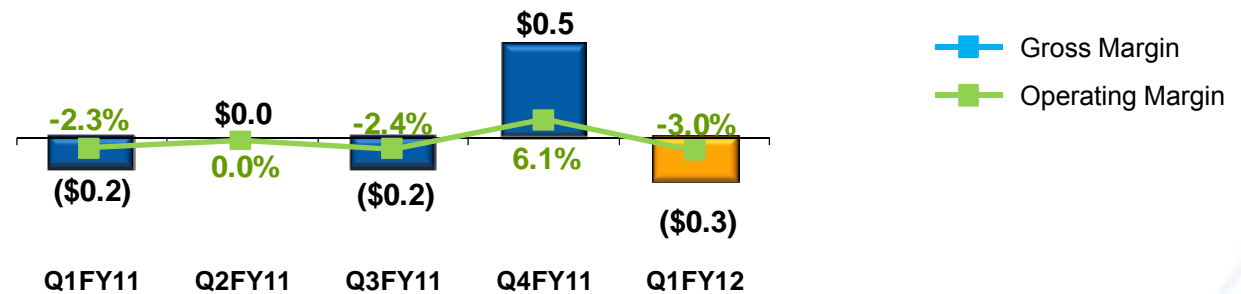
Revenue (in millions)



Gross Profit (in millions)



Operating Income (Loss) (in millions)



■ Gross Margin
■ Operating Margin



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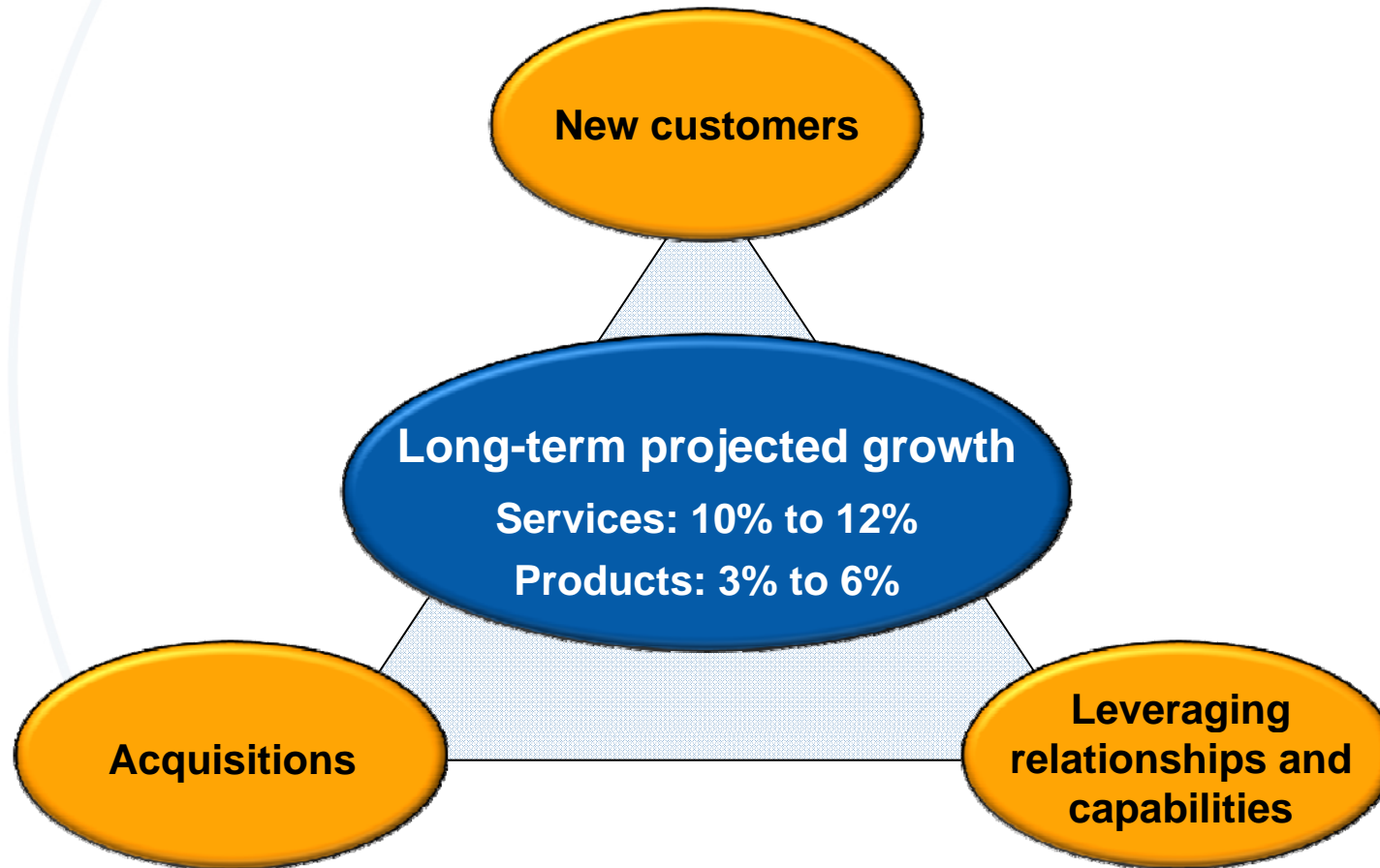




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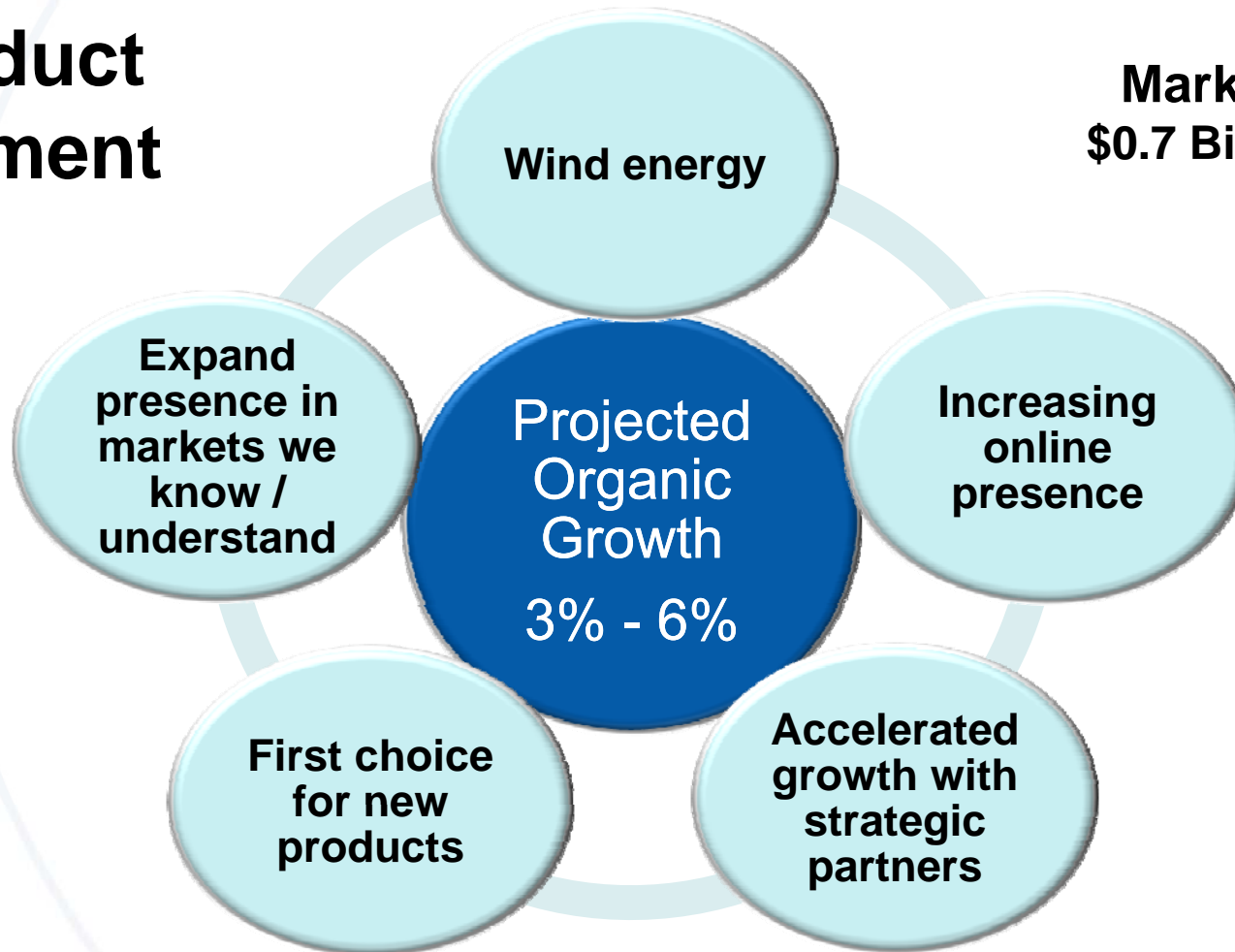
STRATEGY AND OUTLOOK

Growth Strategy



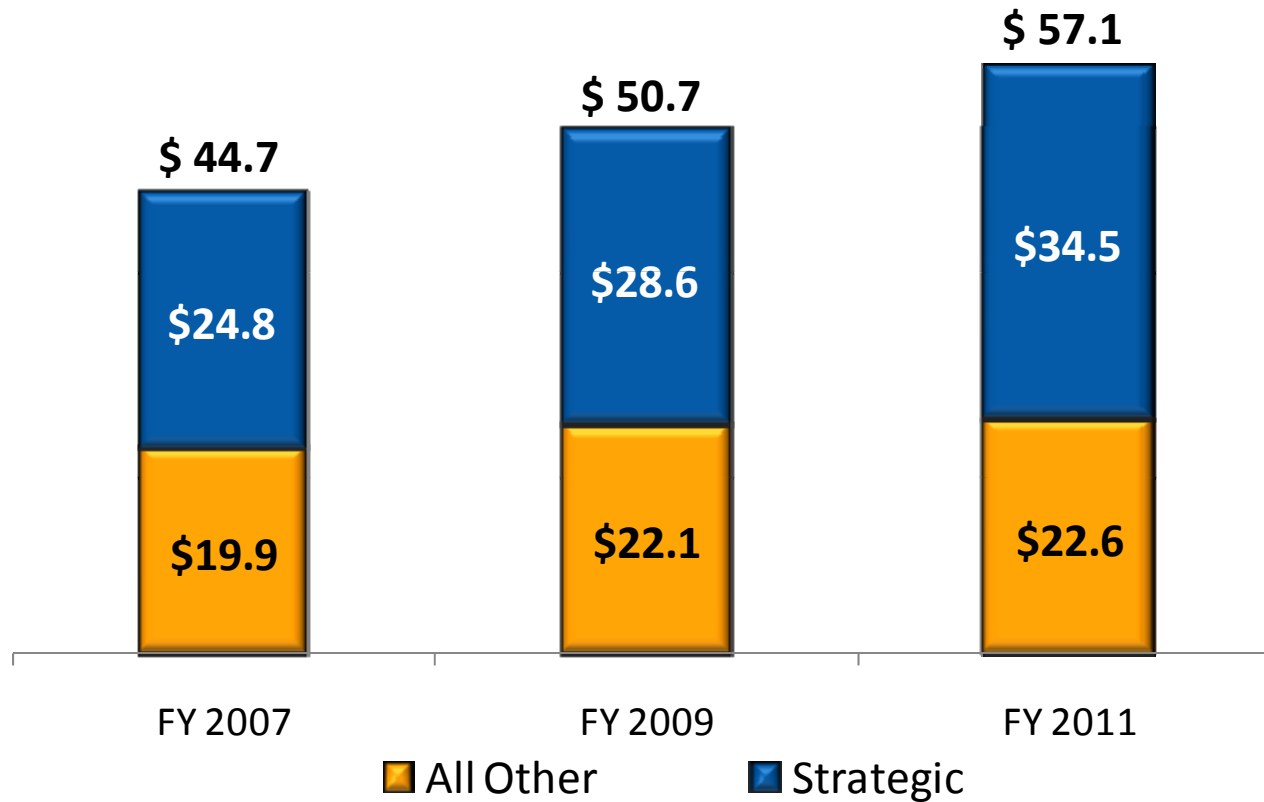
Product Segment

Market Size:
\$0.7 Billion (est.)



Accelerated Growth with Strategic Partners*

(in millions)



* Sales exclude United Scale & Freight Billed to Customers

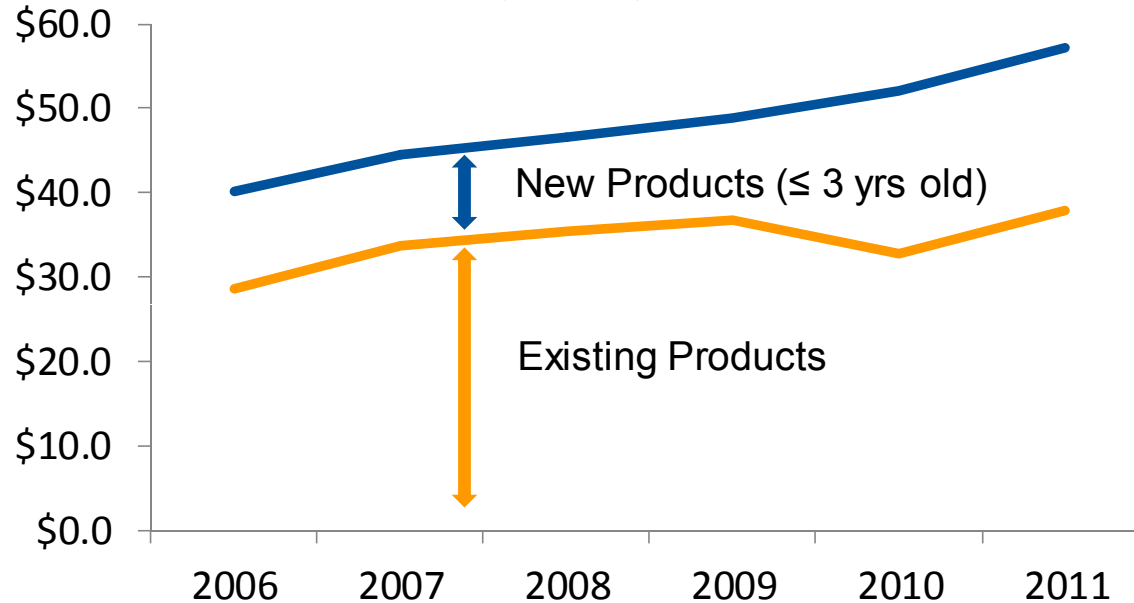


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New Products Contribution to Sales*

(in millions)



Annual Percent of
New Products

28.7%	24.3%	23.8%	24.8%	37.2%	33.6%
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* Sales exclude United Scale & Freight Billed to Customers

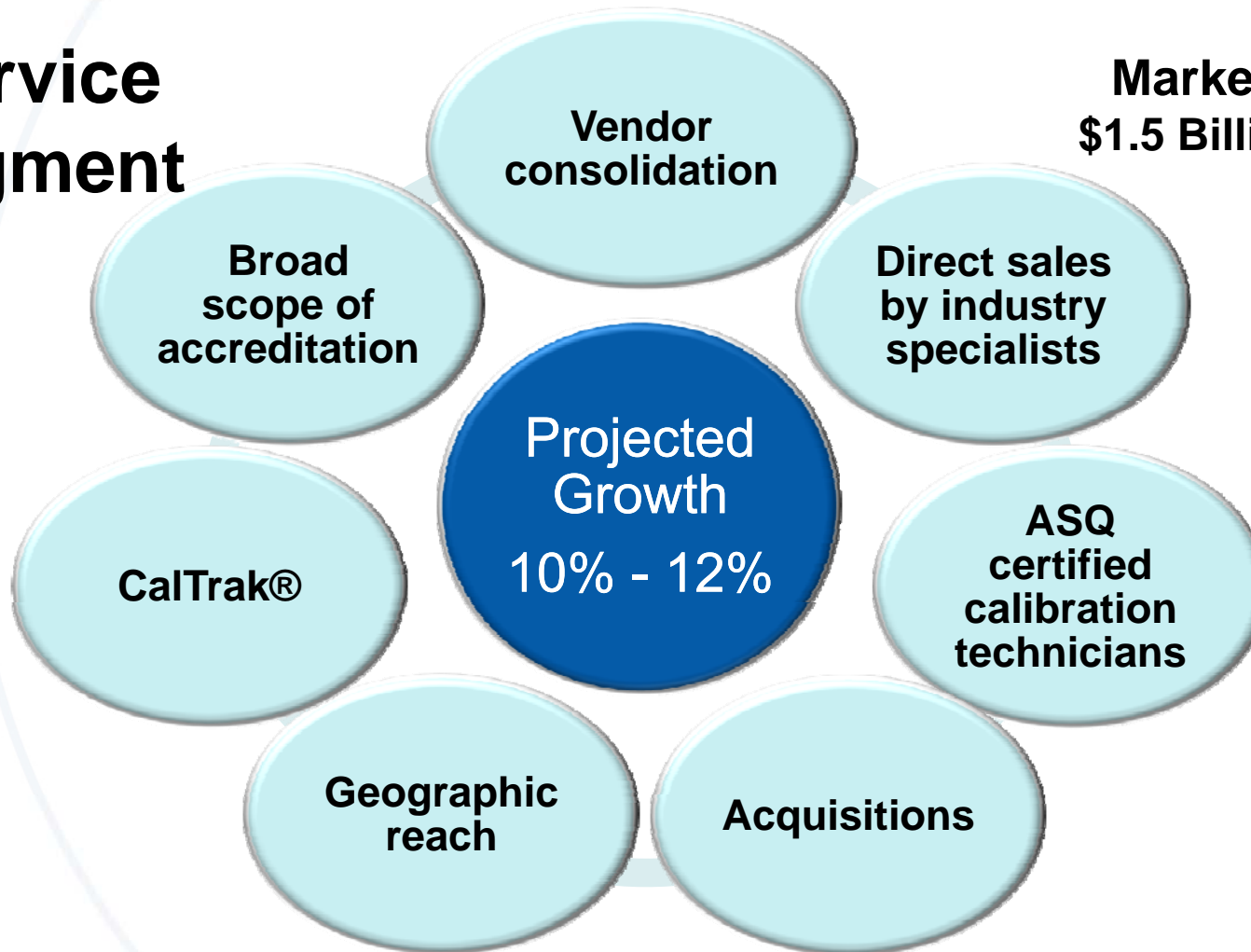


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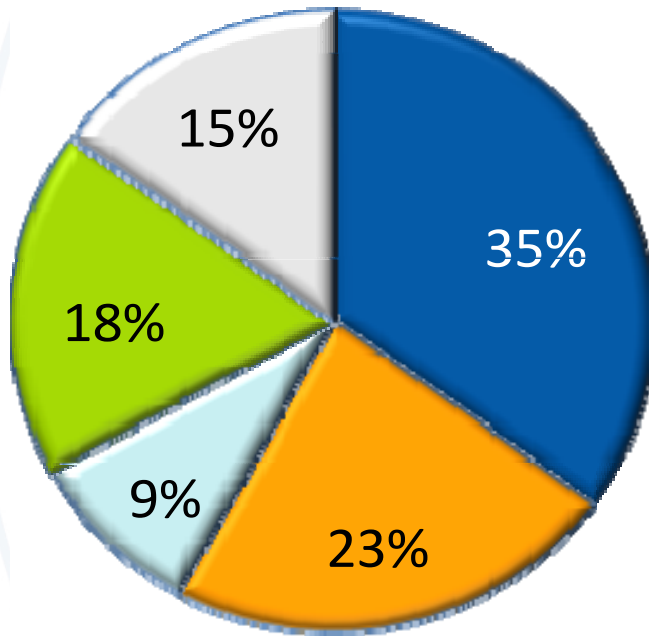


Service Segment

Market Size:
\$1.5 Billion (est.)



FY11 Service Sector Industries



Pharmaceutical & FDA regulated

Industrial manufacturing

Chemical process

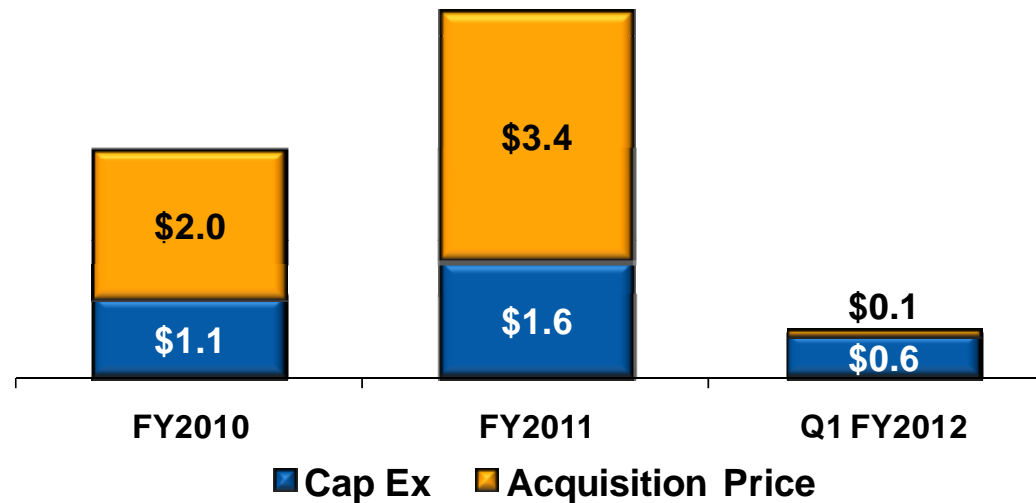
Energy & utilities

Other



Investments to Drive Future Growth

(in millions)



- Acquired United Scale in Q4 FY10
- Acquired TMetrix in Q3 FY11 and Wind Turbine Tools in Q4 FY11
- Acquired CMC Instrument Services in Q1 FY12



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Latest Acquisition Newark's Calibration Services Business

September 2011

- Furthers strategy to expand market share in calibration services
- Companies established a strategic alliance for calibration services



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The Transcat Advantage

A Leader in the Test and Measurement Instruments and Calibration Services Markets

Scalable business

Leverage portfolio of products and services

Top-line growth and expanding margins

Strong balance sheet and cash flow

Growing opportunity in wind energy industry



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