



## Company Profile

Transcat, Inc. is a leading global distributor of professional grade handheld test and measurement instruments and accredited provider of calibration and repair services primarily for the pharmaceutical and FDA-regulated, industrial manufacturing, energy and utilities, chemical manufacturing, and other industries. Through its distribution products segment, Transcat markets and distributes national and proprietary brand instruments to nearly 14,000 global customers. The Company offers access to more than 25,000 test and measurement instruments. Transcat delivers precise, reliable, fast calibration and repair services across the United States, Canada and Puerto Rico through its 13 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. The company's recent acquisition of United Scale has also provided entry into both the Distribution and Service segments of the industrial scales and weighing systems marketplace in the Wisconsin, Northern Illinois and Upper Michigan areas. 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 nearly 14,000 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

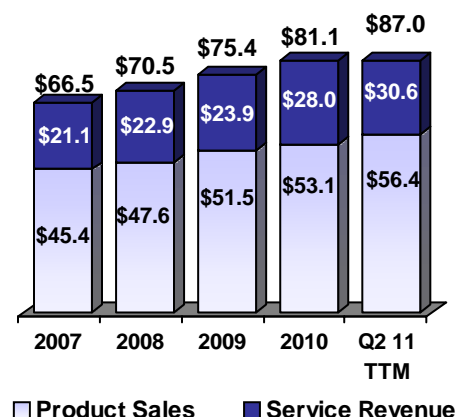
### Calibration Services: Growth Opportunity

- Performs more than 145,000 calibrations annually at one of 13 Calibration Centers of Excellence
- Market opportunity for companies that require third party calibrations is estimated at \$500 million

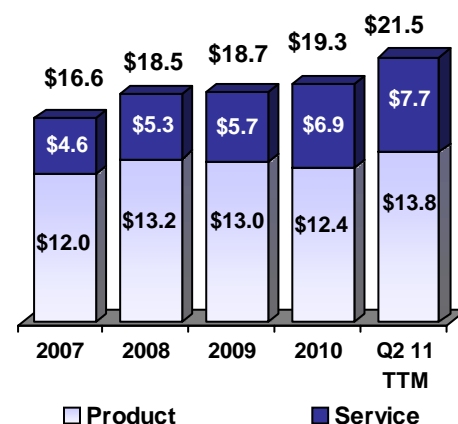
## Investment Considerations

- 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
- United Scale & Engineering acquisition provided entry into the Distribution and Service segments of industrial scales and weighing systems
- Recently acquired a lab in Toronto giving a presence in Canada's largest market

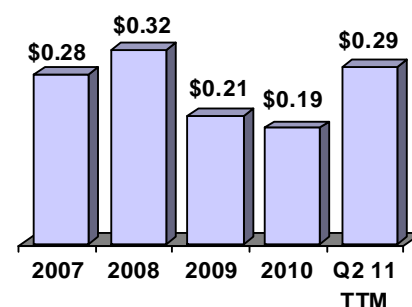
## Revenue (in millions)



## Gross Profit (in millions)



## Earnings per Share



## Market Data (as of October 29, 2010) & Financial Highlights

Shares Outstanding (millions).....	7.5	Price to Book.....	2.6 x
Market Cap (millions).....	\$52.9	Price to Earnings .....	24.3 x
Avg. Daily Volume (3 mos).....	3,978	Operating Margin (Q2 11).....	4.3%
Recent Price .....	\$7.05	Net Margin (Q2 11).....	2.5%
52-Week Range .....	\$8.55 – \$4.09	EPS (Q2 11).....	\$0.07

## Investor Relations Contact

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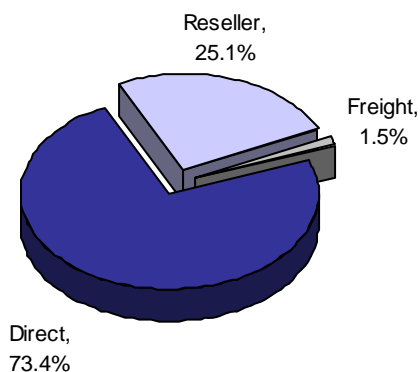
## Financial Highlights

(in thousands, except per share data)

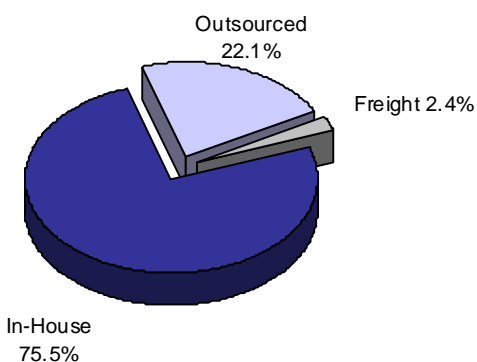
	Second Quarter Ended		Fiscal Year Ended		
	Sept 25, 2010	Sept 25, 2009	Mar. 27, 2010	Mar. 28, 2009	Mar. 29, 2008
Product Service	\$ 13,472	\$ 11,970	\$ 53,143	\$ 51,480	\$ 47,539
	7,448	6,525	27,918	23,939	22,914
Total revenue	20,920	18,495	81,061	75,419	70,453
Total cost of products and services sold	15,962	14,323	61,767	56,671	51,912
Gross margin	23.7%	22.6%	23.8%	24.9%	26.3%
Total operating expenses	4,051	3,836	16,913	16,062	15,258
Operating margin	4.3%	1.8%	2.9%	3.6%	4.7%
Net Income	527	188	1,451	1,556	2,363
Earnings per share – diluted	\$ 0.07	\$ 0.02	\$ 0.19	\$ 0.21	\$ 0.32
Weighted average shares – diluted	7,541	7,611	7,549	7,469	7,272

(\$, in thousands)	Sept 25, 2010	March 27, 2010	March 28, 2009
Current assets	\$ 19,148	\$ 19,367	\$ 15,200
Non-current assets	16,081	16,346	14,191
Total assets	35,229	35,713	29,391
Current liabilities	12,886	12,220	6,720
Long-term debt	19	2,532	3,559
Other liabilities	781	704	493
Shareholders' equity	21,543	20,257	18,619
Total liabilities and shareholders' equity	\$ 35,229	\$ 35,713	\$ 29,391
Return on average assets (TTM)	6.6%	4.5%	5.8%
Return on average equity (TTM)	10.6%	7.5%	9.2%

### Product Segment Sales by Market Channel Q2 11 TTM Product Sales = \$56.4 million



### Service Segment Revenue by Type Q2 11 TTM Service Revenue = \$30.6 million



## Second Quarter Fiscal Year 2011 Highlights

- Net revenue in the second quarter of fiscal 2011 was \$20.9 million, an increase of 13.1%, or \$2.4 million compared with net revenue of \$18.5 million in the second quarter of fiscal 2010.
- Service segment net revenue, which represented 35.6% of total net revenue, increased 14.1% to \$7.4 million in the second quarter of fiscal 2011, compared with \$6.5 million in the prior year second quarter.
  - Product segment net sales, representing the Company's distribution business, were \$13.5 million for the second quarter of fiscal 2011, an increase of \$1.5 million, or 12.5%, compared with \$12.0 million in the same period of the prior fiscal year.
- Net income was \$0.5 million, or \$0.07 per diluted share, in the second quarter of fiscal 2011, up 180.3%, or \$0.3 million, from net income of \$0.2 million, or \$0.02 per diluted share, in the same period of the prior fiscal year.
- Net revenue increased \$5.8 million, or 16.4%, to \$41.5 million for the first six months of fiscal 2011, from net revenue of \$35.7 million in the first six months of fiscal 2010. Organic growth was 11.4% and the United acquisition contributed \$1.8 million to net revenue for the first six months of fiscal year 2011.
- Net cash generated from operations was \$0.8 million in the first six months of fiscal 2011 compared with \$3.5 million generated from operations in the same period of the prior fiscal year. The change was primarily due to timing associated with payables and receivables and a \$1.4 million increase in inventory in fiscal 2011 compared with constant inventory levels at the end of the first six months of fiscal 2010.

*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.*