



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 15,000 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 17 strategically located Calibration Centers of Excellence. The breadth and depth of parameters covered by Transcat's ISO/IEC 17025 scopes of accreditation are believed to be among the best 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 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

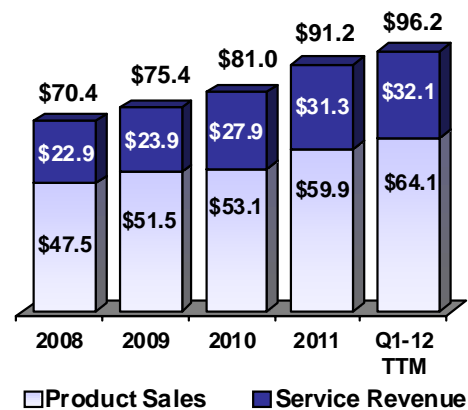
Calibration Services: *Growth Opportunity*

- Performs more than 145,000 calibrations annually across 17 Calibration Centers of Excellence
- Market opportunity for companies that require third party calibrations is estimated at \$500 million

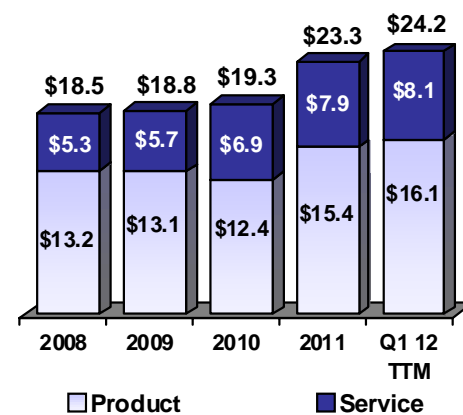
Investment Considerations

- 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 wind energy industry
- Acquired four labs over the last twelve months, including a lab in Toronto, providing a presence in Canada's largest market; and more recently, labs in the Denver, Phoenix, and Nashville markets.

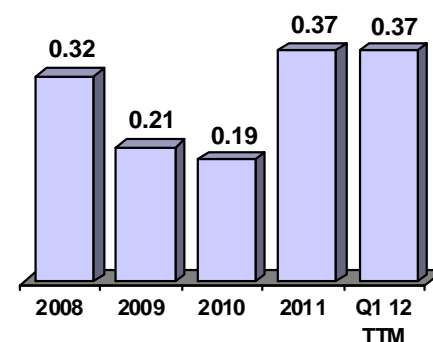
Revenue (in millions)



Gross Profit (in millions)



Earnings per Share - diluted



Market Data (as of September 19, 2011) & Financial Highlights

Shares Outstanding (millions).....	7.29	Price to Book	3.30 x
Market Cap (millions).....	\$82.4	Price to Earnings	30.6 x
Avg. Daily Volume (3 mos).....	3,078	Operating Margin (Q1 12).....	2.2%
Recent Price.....	\$11.31	Net Margin (Q1 12).....	1.3%
52-Week Range.....	\$6.16 – \$12.76	EPS (Q1 12).....	\$0.04

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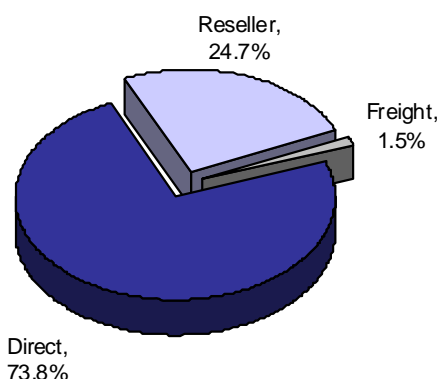
Financial Highlights

(in thousands, except per share data)

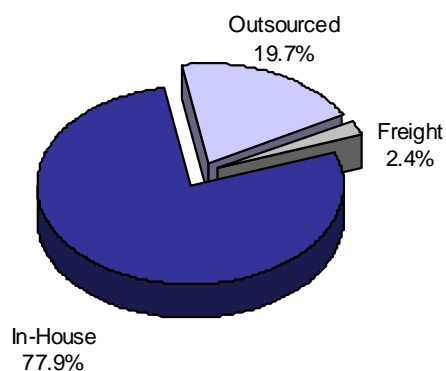
	First Quarter Ended		Fiscal Year Ended		
	June 25, 2011	June 26, 2010	Mar 26, 2011	Mar. 27, 2010	Mar. 28, 2009
Product Service	\$ 17,182	\$ 12,975	\$ 59,862	\$ 53,143	\$ 51,480
	8,423	7,653	31,324	27,918	23,939
Total revenue	25,605	20,628	91,186	81,061	75,419
Total cost of products and services sold	19,307	15,270	67,888	61,767	56,671
Gross margin	24.6%	26.0%	25.5%	23.8%	24.9%
Total operating expenses	5,728	4,907	18,711	16,913	16,062
Operating margin	2.2%	2.2%	5.0%	2.9%	3.6%
Net Income	325	278	2,788	1,451	1,556
Earnings per share – diluted	\$ 0.04	\$ 0.04	\$ 0.37	\$ 0.19	\$ 0.21
Weighted average shares – diluted	7,608	7,527	7,521	7,549	7,469

(\$, in thousands)	June 25, 2011	March 26, 2011	March 27, 2010	March 28, 2009
Current assets	\$ 23,144	\$ 21,755	\$ 19,367	\$ 15,200
Non-current assets	19,821	19,605	16,346	14,191
Total assets	42,965	41,360	35,713	29,391
Current liabilities	11,646	12,028	12,220	6,720
Long-term debt	6,543	5,253	2,532	3,559
Other liabilities	787	750	704	493
Shareholders' equity	23,989	23,329	20,257	18,619
Total liabilities and shareholders' equity	\$ 42,965	\$ 41,360	\$ 35,713	\$ 29,391
Return on average assets (TTM)	7.4%	7.2%	4.5%	5.8%
Return on average equity (TTM)	12.7%	12.8%	7.5%	9.2%

Product Segment Sales by Market Channel Q1-12 TTM Product Sales = \$64.1 million



Service Segment Revenue by Type Q1-12 TTM Service Revenue = \$32.1 million



First Quarter 2012 Highlights

- Net revenue in the first quarter of fiscal 2012 was \$25.6 million, an increase of 24.1% compared with net revenue of \$20.6 million in the first quarter of fiscal 2011.
- Product segment net sales were \$17.2 million for the first quarter of fiscal 2012, an increase of 32.4% compared with \$13.0 million in the prior fiscal year first quarter.
 - Service segment net revenue, which represented 32.9% of total net revenue, increased 10.1% to \$8.4 million in the first quarter of fiscal 2012 compared with \$7.7 million in the prior fiscal year first quarter.
 - Net income was \$325 thousand in the first quarter of fiscal 2012, up 16.9% from \$278 thousand in the first quarter of fiscal 2011. The growth in net income was driven by increased operating profits in the Company's Product segment.
 - Transcat completed the acquisition of CMC Instrument Services, Inc. in early April, further expanding Transcat's presence in the Rochester, New York calibration services market.
 - The Company was named by Stahlwille, world-renowned German manufacturer of hand tools and specialist for torquing technology, as the only official U.S. Factory Authorized Calibration and Repair Center, creating a partnership that will enrich the current torque capabilities of Transcat's Calibration and Repair Services.
 - Transcat acquired the calibration services business of Newark, a subsidiary of Premier Farnell, PLC, establishing a strategic alliance for calibration services and adding three calibration labs in the Denver, Phoenix, and Nashville areas.

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.