



## Company Profile

Transcat, Inc. is a leading global distributor of professional grade test, measurement and calibration instruments and accredited provider of calibration, repair and 3-D metrology services primarily for the pharmaceutical, manufacturing, utility and process industries. Transcat markets and distributes more than 25,000 national and proprietary brands of test and measurement instruments to approximately 12,500 global customers. Transcat delivers precise, reliable, fast calibration, repair and 3-D metrology services across the United States, Canada and Puerto Rico through its eleven strategically located accredited laboratories, which are ISO-9001:2000 certified and have a scope of accreditation for ISO/IEC 17025 which is 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 national and proprietary brands of test and measurement instruments to over 12,500 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 expanded online ordering capabilities through Company website

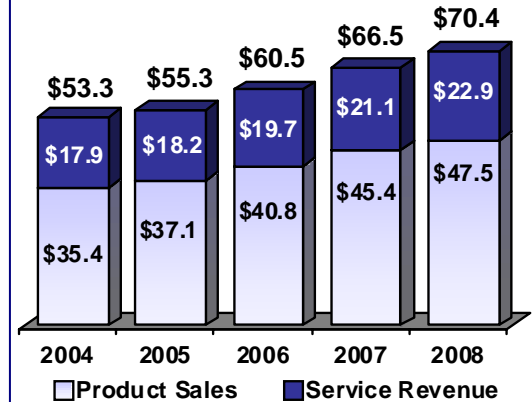
### Calibration Services: Growth Opportunity

- Performs more than 100,000 in-house calibrations annually at one of 11 Calibration Centers of Excellence located throughout the U.S., Canada and Puerto Rico
- Broadest scope of accreditation in the industry, achieving international levels of quality, consistency and reliability
- Core disciplines of electrical, temperature, pressure and dimensional for customers that value quality and operate in regulated environments, such as the process, utility, pharmaceutical and manufacturing markets

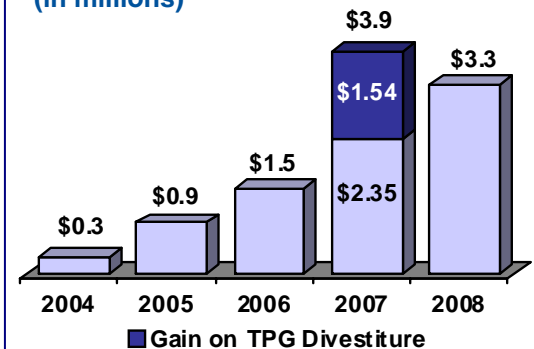
## Investment Considerations

- 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
- Restructured balance sheet, realigned operations and reorganized sales team to facilitate driving growth in calibration services
- Supplement organic growth with acquisitions to diversify markets

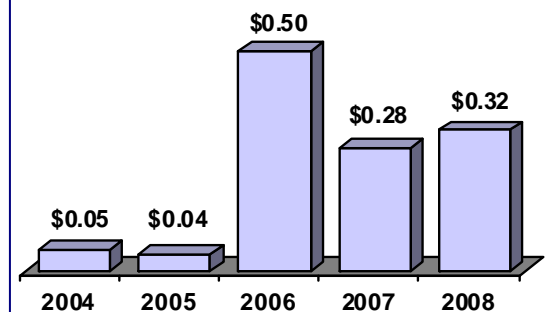
## Revenue (in millions)



## Operating Income (in millions)



## Earnings per Share



## Market Data (as of June 23, 2008] & Financial Highlights

|                                    |                 |                                 |        |
|------------------------------------|-----------------|---------------------------------|--------|
| Shares Outstanding (millions)..... | 7.2             | Price to Book.....              | 3.0x   |
| Market Cap (millions).....         | \$45.8          | Price to Earnings .....         | 20.0x  |
| Avg. Daily Volume (3 mos).....     | 2,461           | Operating Margin (FY 2008)..... | 4.7%   |
| Recent Price .....                 | \$6.39          | Net Margin (FY 2008).....       | 3.4%   |
| 52-Week Range .....                | \$8.09 – \$3.71 | EPS (FY 2008).....              | \$0.32 |

## Investor Relations Contact

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## Financial Highlights

(in thousands, except per share data)

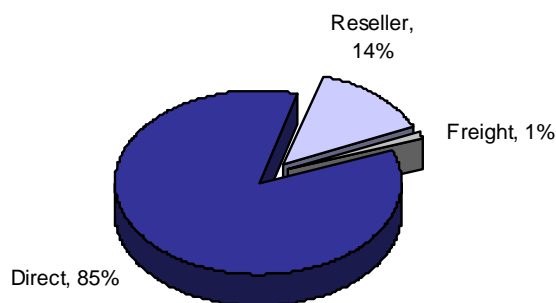
|  | Fourth Quarter Ended |               | Fiscal Year Ended |                |               |
|--|----------------------|---------------|-------------------|----------------|---------------|
|  | Mar. 29, 2008        | Mar. 31, 2007 | Mar. 29, 2008     | Mar. 31, 2007* | Mar. 25, 2006 |
| Product Service                          | \$ 12,388            | \$ 12,698     | \$ 47,539         | \$ 45,411      | \$ 40,814     |
|  | 6,810                | 6,155         | 22,914            | 21,062         | 19,657        |
| Total revenue                            | 19,198               | 18,853        | 70,453            | 66,473         | 60,471        |
| Total cost of products and services sold | 13,843               | 13,891        | 51,912            | 49,860         | 45,372        |
| Gross margin                             | 27.9%                | 26.3%         | 26.3%             | 25.0%          | 25.0%         |
| Total operating expenses                 | 4,159                | 4,222         | 15,258            | 14,264         | 13,581        |
| Operating margin                         | 6.2%                 | 3.9%          | 4.7%              | 5.9%           | 2.5%          |
| Net Income                               | 723                  | 489           | 2,363             | 2,059          | 3,577         |
| Earnings per share – diluted             | \$ 0.10              | \$ 0.07       | \$ 0.32           | \$ 0.28        | \$ 0.50       |
| Weighted average shares – diluted        | 7,329                | 7,407         | 7,272             | 7,335          | 7,176         |

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

| (\$, in thousands)                         | March 29, 2008 | March 31, 2007 | March 25, 2006 |
|--|----------------|----------------|----------------|
| Current assets                             | \$ 16,387      | \$ 15,504      | \$ 13,826      |
| Non-current assets                         | 7,957          | 6,918          | 7,662          |
| Total assets                               | 24,344         | 22,422         | 21,488         |
| Current liabilities                        | 8,498          | 7,927          | 10,826         |
| Long-term debt                             | 302            | 2,900          | 353            |
| Other liabilities                          | 427            | 366            | 1,662          |
| Shareholders' equity                       | 15,117         | 11,229         | 8,647          |
| Total liabilities and shareholders' equity | \$ 24,344      | \$ 22,422      | \$ 21,488      |
| Return on average assets (TTM)             | 10.1%          | 9.4%           | 17.2%          |
| Return on average equity (TTM)             | 17.9%          | 20.7%          | 55.2%          |

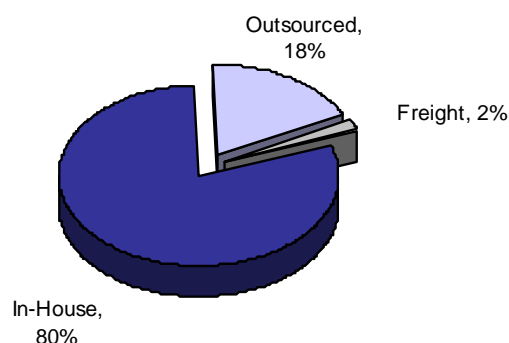
### Product Segment Sales by Market Channel

FY 2008 Product Sales = \$47.5 million



### Service Segment Revenue by Type

FY 2008 Service Revenue = \$22.9 million



### Fiscal Year 2008 Highlights

- For fiscal 2008, which ended March 29, 2008, revenue was \$70.5 million, a 6.0% increase compared with revenue of \$66.5 million for the fiscal 2007, which ended March 31, 2007. The Product segment contributed \$47.5 million, a 4.7% increase compared with sales of \$45.4 million in fiscal 2007. Service segment revenue was \$22.9 million in fiscal 2008, up 8.8% compared with revenue of \$21.1 million in the prior fiscal year.
- Net income increased 47.9% to \$0.7 million, or \$0.10 per diluted share, in the fourth quarter of fiscal 2008, compared with net income of \$0.5 million, or \$0.07 per diluted share, in the same period of the prior fiscal year. Net income was \$2.4 million, or \$0.32 per diluted share, in fiscal 2008, compared with \$2.1 million, or \$0.28 per diluted share, in fiscal 2007.
- Gross margin for fiscal 2008 was 26.3%, a 130 basis point improvement compared with gross margin of 25.0% in fiscal 2007, and was primarily impacted by higher margins on lower product sales to resellers and the incremental margin on Service segment revenue.
- Cash generated from operations for fiscal 2008 was \$3.6 million, up \$1.0 million compared with \$2.6 million in fiscal 2007. The incremental cash generated was used to repay debt on the Company's credit facility, which had an outstanding balance of \$0.3 million and \$9.7 million available for future use as of March 29, 2008.
- The Company estimates mid- to upper- single digit growth of Product segment sales in fiscal 2009, which is reliant on successful new product introductions by its suppliers, while the Service segment should grow 10% to 12%.

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.