









www.TRANSCAT.com

NASDAQ: TRNS

Investor Fact Sheet - Q4 Fiscal Year 2010

### **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 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 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. 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

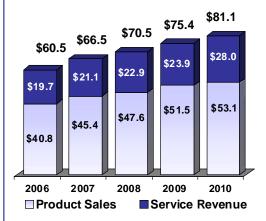
### Calibration Services: Growth Opportunity

- § Performs more than 145,000 calibrations annually at one of 12 Calibration Centers of Excellence
- § Market opportunity for companies that require third party calibrations is estimated at \$500 million

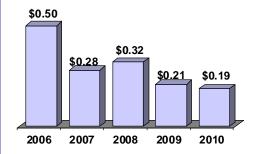
#### **Investment Considerations**

- § 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

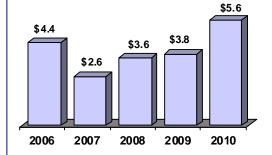
## Revenue (in millions)



#### **Earnings per Share**



# Operating Cash Flow (in millions)



## Market Data (as of June 16, 2010] & Financial Highlights

Shares Outstanding (millions)	7.5	Price to Book	2.6 x
Market Cap (millions)		Price to Earnings	36.6 x
Avg. Daily Volume (3 mos)		Operating Margin (2010)	2.9%
Recent Price	\$6.95	Net Margin (2010)	1.8%
52-Week Range\$8.5	55 – \$4.09	EPS (2010)	\$0.19

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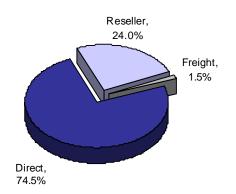
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Fourth Quarter						
Financial Highlights	Ended		Fiscal Year Ended			
(in thousands, except per share data)	Mar 27,	Mar 28,	Mar. 27,	Mar. 28,	Mar. 29,	
	2010	2009	2010	2009	2008	
Product	\$ 14,719	\$ 12,215	\$ 53,143	\$ 51,480	\$ 47,539	
Service	8,816	6,749	27,918	23,939	22,914	
Total revenue	23,535	18,964	81,061	75,419	70,453	
Total cost of products and services sold	17,104	13,922	61,767	56,671	51,912	
Gross margin	27.3%	21.6%	23.8%	24.9%	26.3%	
Total operating expenses	5,061	4,105	16,913	16,062	15,258	
Operating margin	5.8%	4.9%	2.9%	3.6%	4.7%	
Net Income	869	556	1,451	1,556	2,363	
Earnings per share – diluted	\$ 0.12	\$ 0.07	\$ 0.19	\$ 0.21	\$ 0.32	
Weighted average shares – diluted	7,476	7,521	7,549	7,469	7,272	

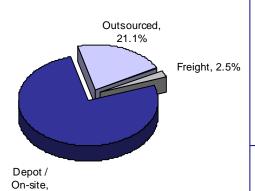
	March 27,	March 28,	March 29,
(\$, in thousands)	2010	2009	2008
Current assets	\$ 19,367	\$ 15,200	\$ 16,387
Non-current assets	16,346	14,191	7,957
Total assets	35,713	29,391	24,344
Current liabilities	12,220	6,720	8,498
Long-term debt	2,532	3,559	302
Other liabilities	704	493	427
Shareholders' equity	20,257	18,619	15,117
Total liabilities and shareholders' equity	\$ 35,713	\$ 29,391	\$ 24,344
Return on average assets (TTM)	4.5%	5.8%	10.1%
Return on average equity (TTM)	7.5%	9.2%	17.9%

# Product Segment Sales by Market Channel 2010 Product Sales = \$53.14 million



## Service Segment Revenue by Type 2010 Service Revenue = \$27.91 million

76.4%



## **Fourth Quarter Fiscal Year 2010 Highlights**

- Net revenue in the fourth quarter of fiscal 2010 was \$23.5 million, an increase of 24.1% when compared with net revenue of \$19.0 million in the fourth quarter of fiscal 2009.
- Service segment net revenue, which represented 37.5% of total net revenue, increased \$2.1 million, or 30.6%, to \$8.8 million in the fourth quarter of fiscal 2010, when compared with net revenue of \$6.7 million in the prior year fourth quarter.
- Product segment net sales, representing the Company's distribution business, were \$14.7 million for the fourth quarter of fiscal 2010, an increase of \$2.5 million, or 20.5%, when compared with net sales of \$12.2 million in the same period of the prior fiscal year.
- § Net cash generated from operations was \$5.6 million in fiscal 2010 compared with \$3.8 million in the prior fiscal year. The incremental cash was used to repay long-term debt, which decreased by \$1.0 million during the fiscal year. In the fourth quarter of fiscal 2010, \$1.9 million was used to acquire United Scale & Engineering.
- § On January 27, 2010, the Company acquired United Scale & Engineering Corporation, which is headquartered in Milwaukee, WI. United is Wisconsin's largest independent supplier and servicer of industrial scales and weighing systems. The acquisition expands Transcat's footprint in the Midwest and provides an additional cash-generating business.

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.