



Sidoti Emerging Growth Conference

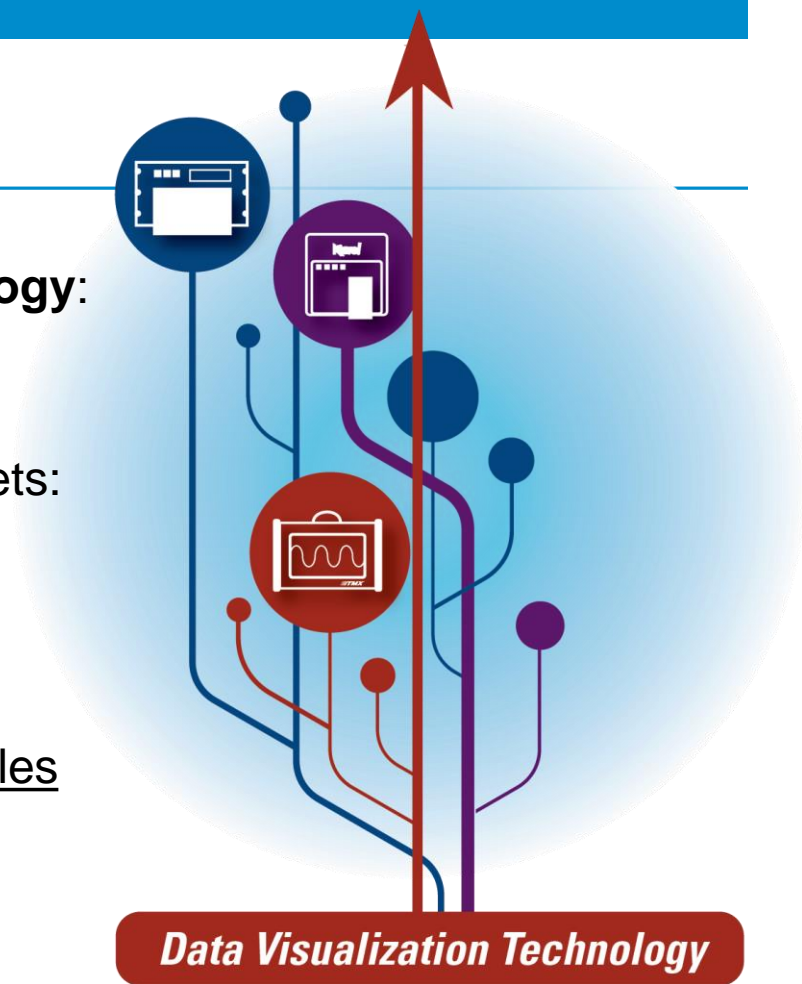
September 2, 2015

Forward-looking Statements

Information included in this presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not statements of historical fact, but rather reflect our current expectations concerning future events and results. These statements may include the use of the words “believes,” “expects,” “intends,” “plans,” “anticipates,” “likely,” “continues,” “may,” “will,” and similar expressions to identify forward-looking statements. Such forward-looking statements, as well as statements relating to future operating targets, involve risks, uncertainties and other factors, some of which are beyond the Company’s control, which may cause its actual results, performance or achievements to be materially different from those expressed or implied by such forward-looking statements. These risks, uncertainties and factors include, but are not limited to, those factors set forth in the Company’s Annual Report on Form and subsequent filings Astro-Med makes with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. The reader is cautioned not to unduly rely on such forward-looking statements when evaluating the information presented in this presentation.

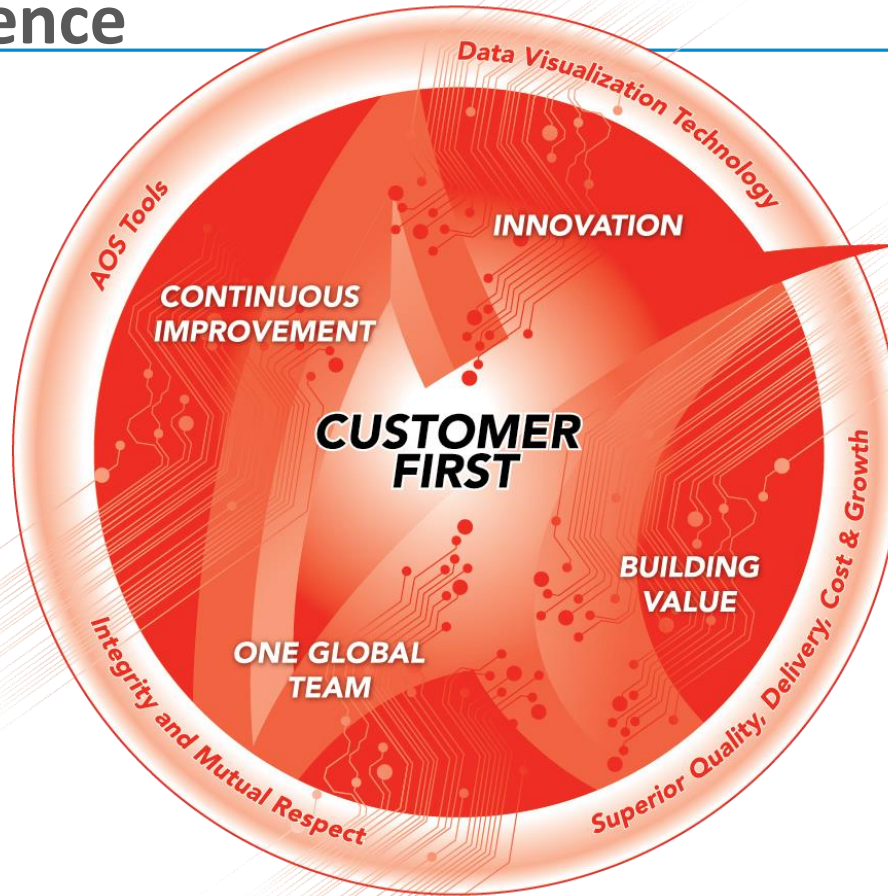
AMI Business Concept

- **Leverage** our **Data Visualization Technology**:
 - to provide differentiated solutions
- **Seek growth opportunities** in niche markets:
 - requiring high value products
 - where we can be the leader
- **Concentrate** in geographic markets:
 - where we can provide excellence in sales and service support



Building Competitive Advantage Through Operations Excellence

AMI OPERATING SYSTEM



Astro-Med in Brief

NASDAQ: ALOT	Russell Microcap® Index
Recent Price	\$13.94
52-Week Range	\$12.00 - \$16.50
Market Capitalization	\$101.9 million
Shares Outstanding	7.3 million
Enterprise Value	\$83.6 million
Book Value per Share	\$8.98
Annualized Dividend	\$0.28 per share
Yield	2.00%

Stock price and market cap data as of 8/28/2015

Share and dividend data as of 8/01/2015

FY 2015 Financial Highlights¹

- **Net sales:** \$88.3 million
- **Net income:** \$4.7 million (Diluted EPS of \$0.60)
- **Cash and securities:** \$23.1 million
- **Debt:** \$0 million

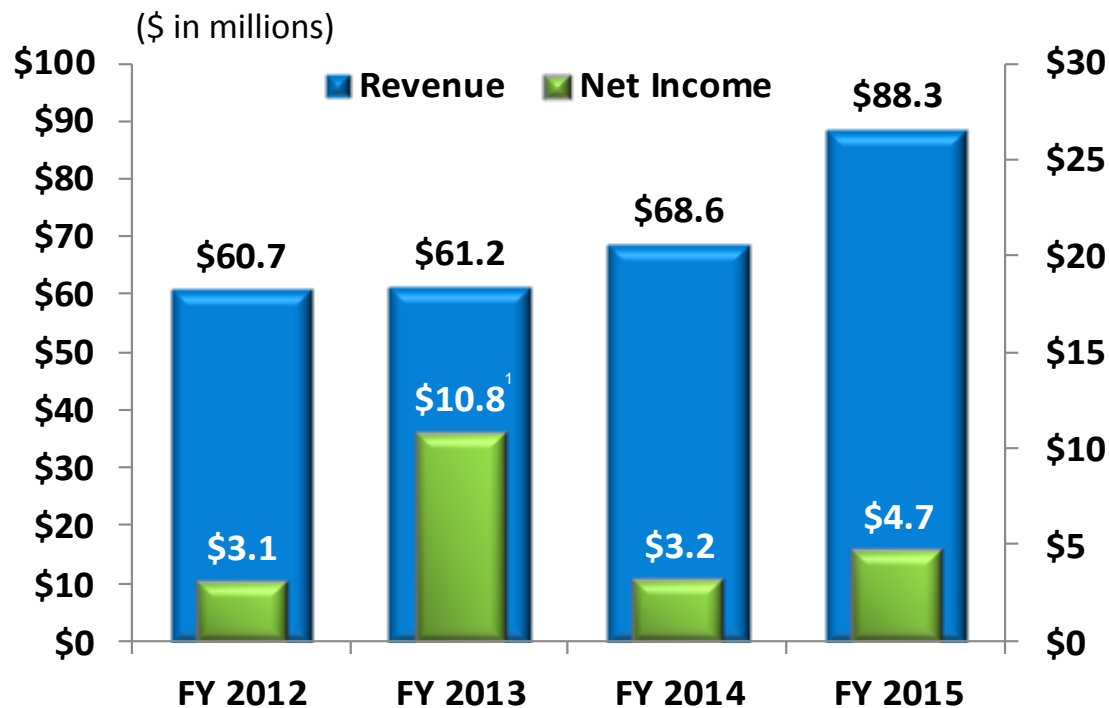
Q2 FY 2016 Financial Highlights²

- **Net sales:** \$23.9 million
- **Net income:** \$1.2 million (Diluted EPS of \$0.16)
- **Cash and securities:** \$18.3 million
- **Debt:** \$0 million

¹Twelve months ended 1/31/15

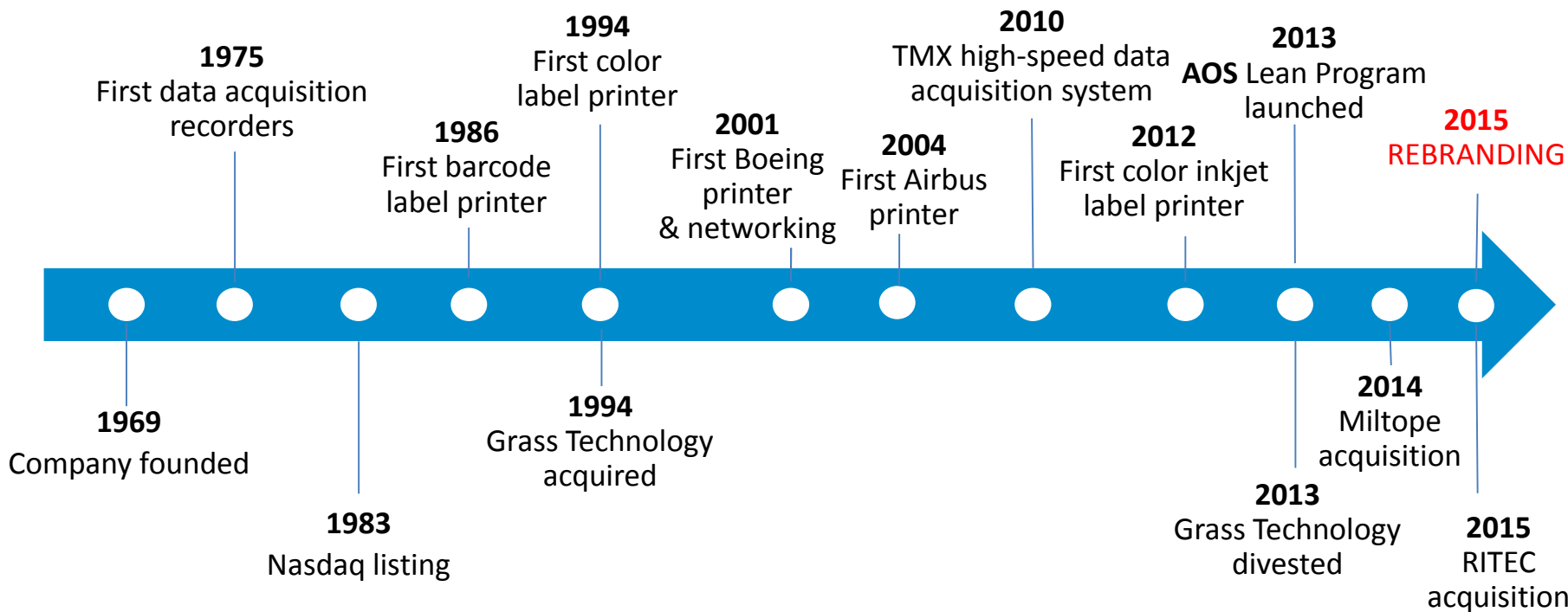
²Three months ended 8/01/15

Annual Revenue and Net Income Performance



¹Includes sale of Grass operations.

History of Innovation



One Core Technology, Multiple Business Platforms

Data Visualization Technology



Aerospace



**Product
Identification**



**Test &
Measurement**

Consumables and service > 50% of revenue

Global Reach 2015



Representative Customers



Investment Highlights

Attractive End-Markets

- Focused on three growth platforms
- Large addressable markets with global customer base
- Pursuing high-growth markets

Lean Transformation

- Continuous improvement initiatives driving higher margins
- Improved lead times, inventory turns and on-time deliveries

Successful Growth Strategy

- Organic growth through applied marketing and systematic R&D
- Bolt-on M&A: Miltope and RITEC acquisitions
- Recurring revenue exceeds 50% of net sales

Strong Balance Sheet

- \$18.3 million in cash and securities on 8/01/15
- Capital resources and flexibility to execute strategic plan

Recent Strategic Developments



Operations Excellence

Astro-Med Operating System - Lean toolkit
Strategic deployment process
Major IT systems upgrade completed



Channel Growth

Direct offices established in China, Malaysia and Singapore
Added sales personnel in the Americas, Asia and Europe



Product Innovation

Q4 2015: Four ink jet color label printers
Q2 2016: Two new data acquisition platforms
Q2 2016: Industry First AirPrint certified flight deck printer



Technology Leadership

Shanghai Technology Center
Systematic product development process using VOC
Increased R&D staffing and technology tools

Astro-Med Business Segments

Growth Platforms

QuickLabel Systems



**Color Label Printers and
Consumables**

Test & Measurement



**Ruggedized
Airborne Printers
& Networking
Electronics**



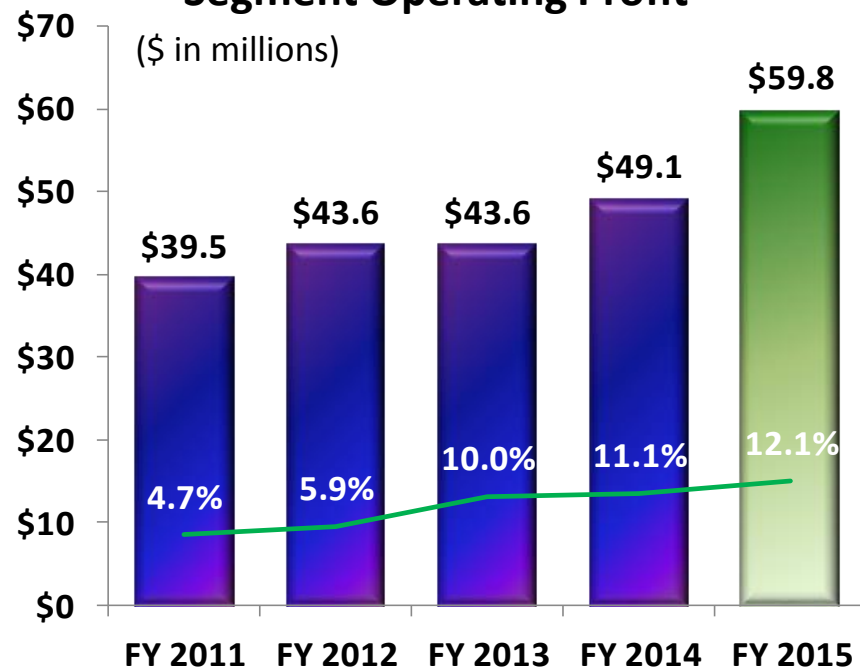
Data Recorders

QuickLabel Systems

Growth Drivers:
Color Label Printers and
Consumables



Annual Revenue and Segment Operating Profit



Broad Product Line

Addresses Commercial, Industrial, and Medical markets



Narrow and Wide Format Inkjet



Light Emitting Diode-Toner



Thermal

Leader in On-Demand Digital Color Label Printers

Typical Installed Color Label Printer Generates Recurring Revenue of ~\$10K Per Year for Several Years



- **Branded labels, toner and ink supplies**
- **In-house development and laboratory testing**
- **Dedicated media sales and support team**



QuickLabel Systems Broad Range of Applications

(Sample Representative Markets)



Cosmetics



Electrical



Pharmaceutical



Food and Beverage



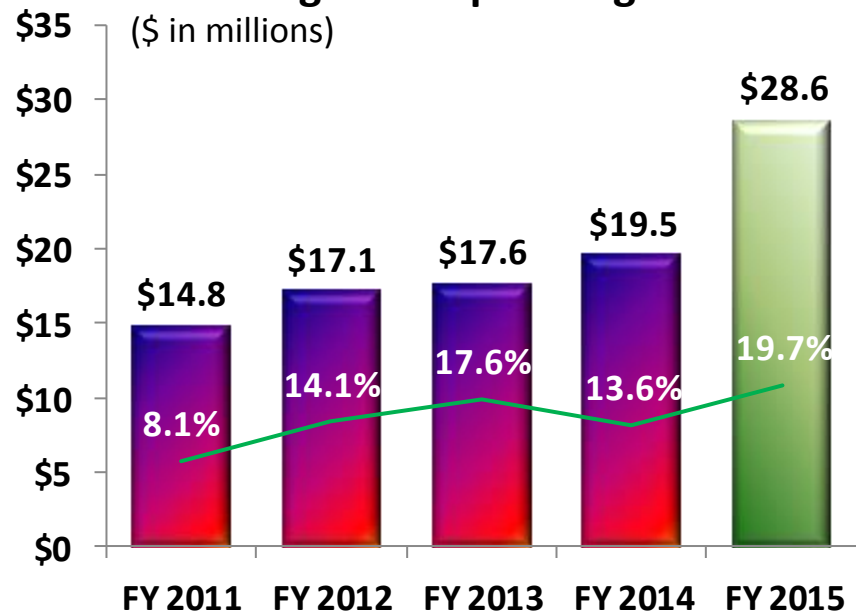
FDA and GHS (Globally Harmonized System of Classification) Compliance

Test & Measurement

Growth Drivers:
Ruggedized Printers
and Data Recorders



Annual Revenue and Segment Operating Profit



Ruggedized Airborne Products/Services



- Graphical flight deck printers
- Ethernet switches
- Thermal paper
- Certified FAA repair facility



ToughWriter 4®



ToughWriter 5®



ToughWriter 640



Miltop printers



Networking electronics

Ruggedized Airborne Products

Select Contracts



Military Transport & Tanker Aircraft

C-130J – TW4

A400M – TW4

C-130T – TW4

KC-390 – TW5

Commercial

Airbus A380 – TW4

Boeing 787 – TW4

Boeing 737NG – TW5

***Confidential* – TW5**

Business Jet

Global 5000/6000 – TW5

***Confidential* – TW5**

***Confidential* – TW5**

***Confidential* – TW5**

In-Flight Entertainment

Panasonic Avionics – TW5

Zodiac Inflight Innov. – TW4

Thales Avionics – TW4

Deep Aerospace Relationships

Miltope & RITEC Acquisitions Significantly Expand Ruggedized Printer Business

- Acquired Miltope business in Jan. 2014
- Acquired RITEC business in June 2015
- Vaults Astro-Med to No. 1 position in the rugged airborne printer market
- Provides extensive airline-direct business
- Strengthens our global customer base
- Adds narrow format printer technology
- Adds long-term contracts with multiple commercial, business and military customers



Data Acquisition Technology

Real-time Data Analysis

Our systems enhance testing efficiency and speed test time for critical engineering and industrial processes

- Measuring the rotation angle on a radar antenna
- Monitoring the moving parts of a robotic welder
- Validating power plant instrumentation
- Wireless remote monitoring and data collection



TMX



Daxus



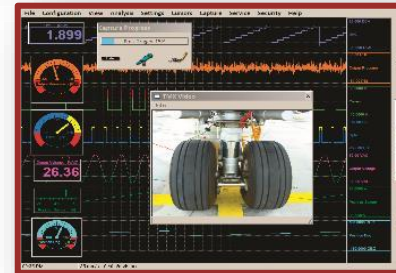
DASH MX



DASH 8HF-HS

Data Acquisition Technology

A380 Qualification and Testing



Data Acquisition Technology

Factory and Utility Monitoring



Operating Model

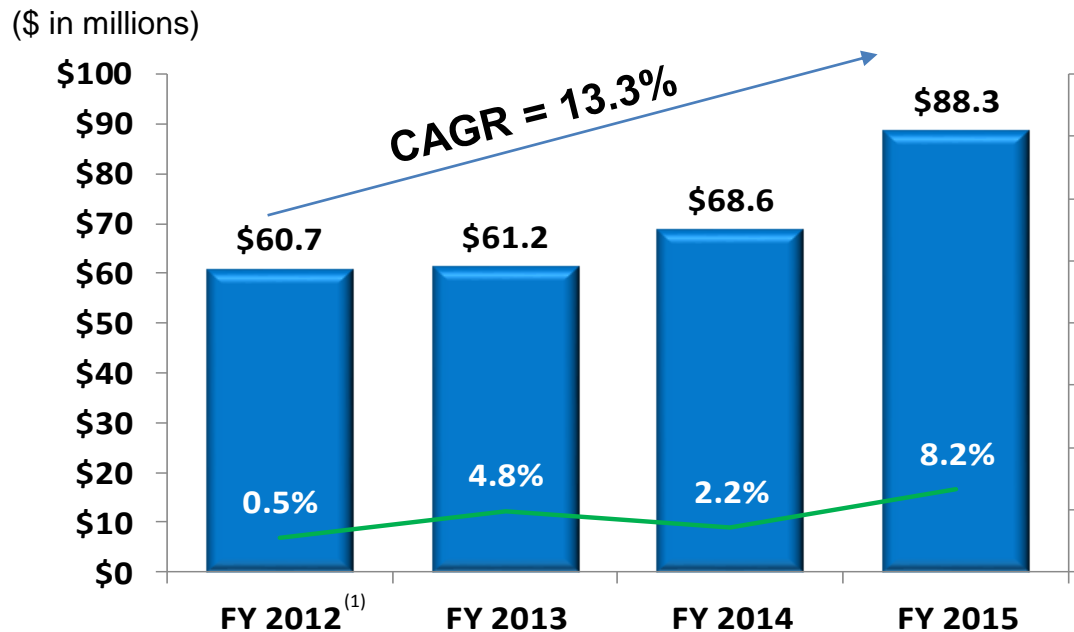
	FY 2015	Targets
Revenue	\$88.3M	\$200M+
3-year CAGR	13%	>15%
Operating Margin	8.2%	>15%
Strategic Driving Force	Data Visualization Technology	
Market Focus	Aerospace, Transportation, Fast-Moving Consumer Goods	
Growth Strategy	Organic growth of current platforms plus bolt-on M&A	
Management Approach	Distributed data-driven, building on operational excellence	

FY 2016 Priorities

- **Maintain sales momentum of current platforms through organic growth and strategic acquisitions**
- **Build on Operational Excellence initiatives to broaden competitive advantages**
- **Expand direct sales presence in Asia**
- **Continue to expand global distribution channels**
- **Achieve double-digit growth and long-term shareholder returns well above peer average**

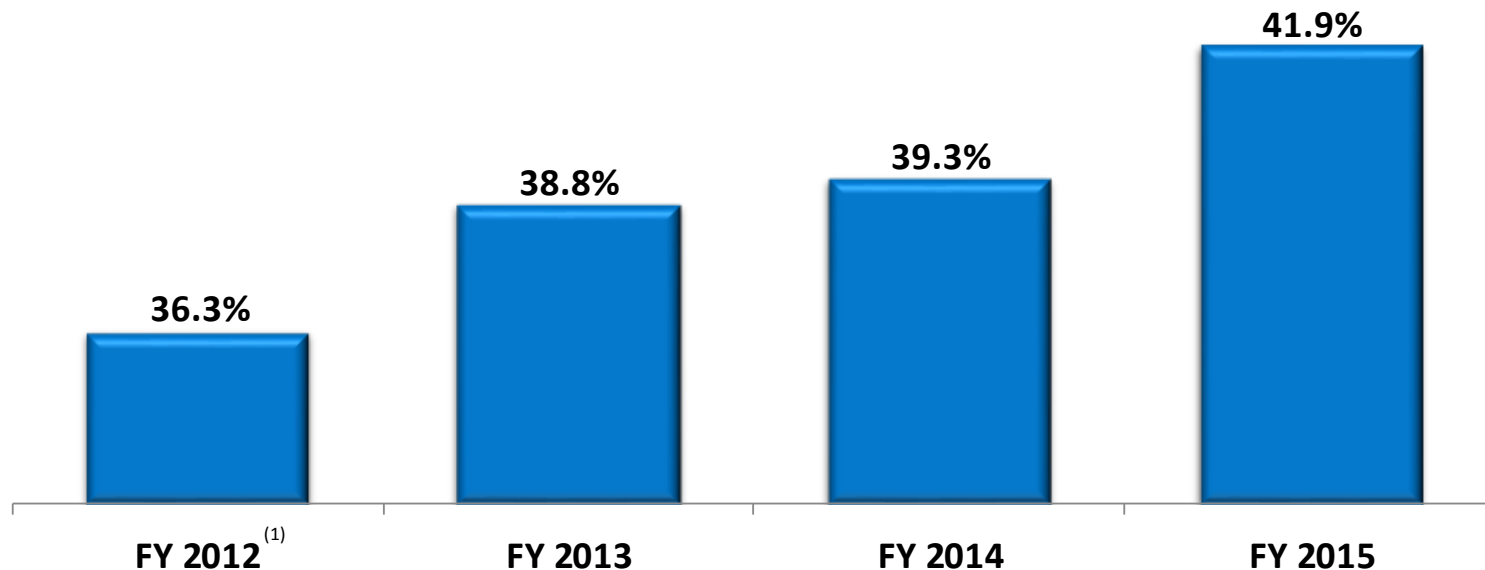
Financial Highlights

Annual Revenue Growth and Operating Income Margins



⁽¹⁾Excludes discontinued operation

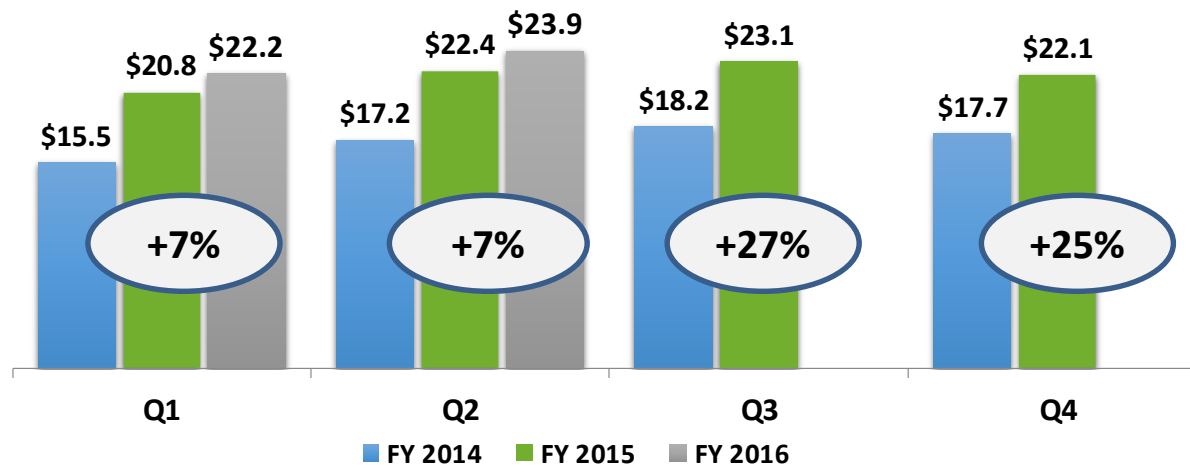
Improving Gross Profit Margins



⁽¹⁾Excludes discontinued operation

Quarterly Revenue Growth

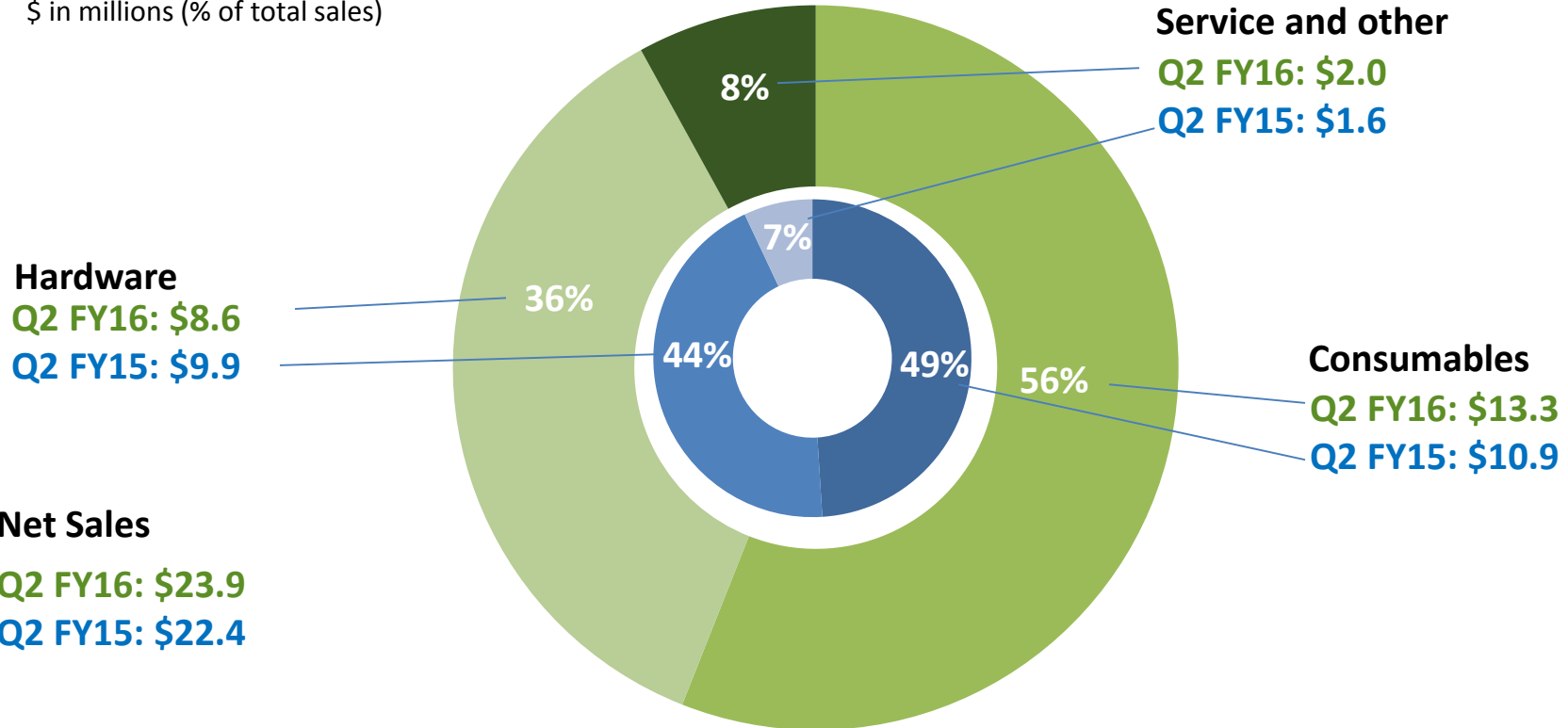
(\$ in millions)



Net Sales by Type

Q2 FY 2016 vs. Q2 FY 2015

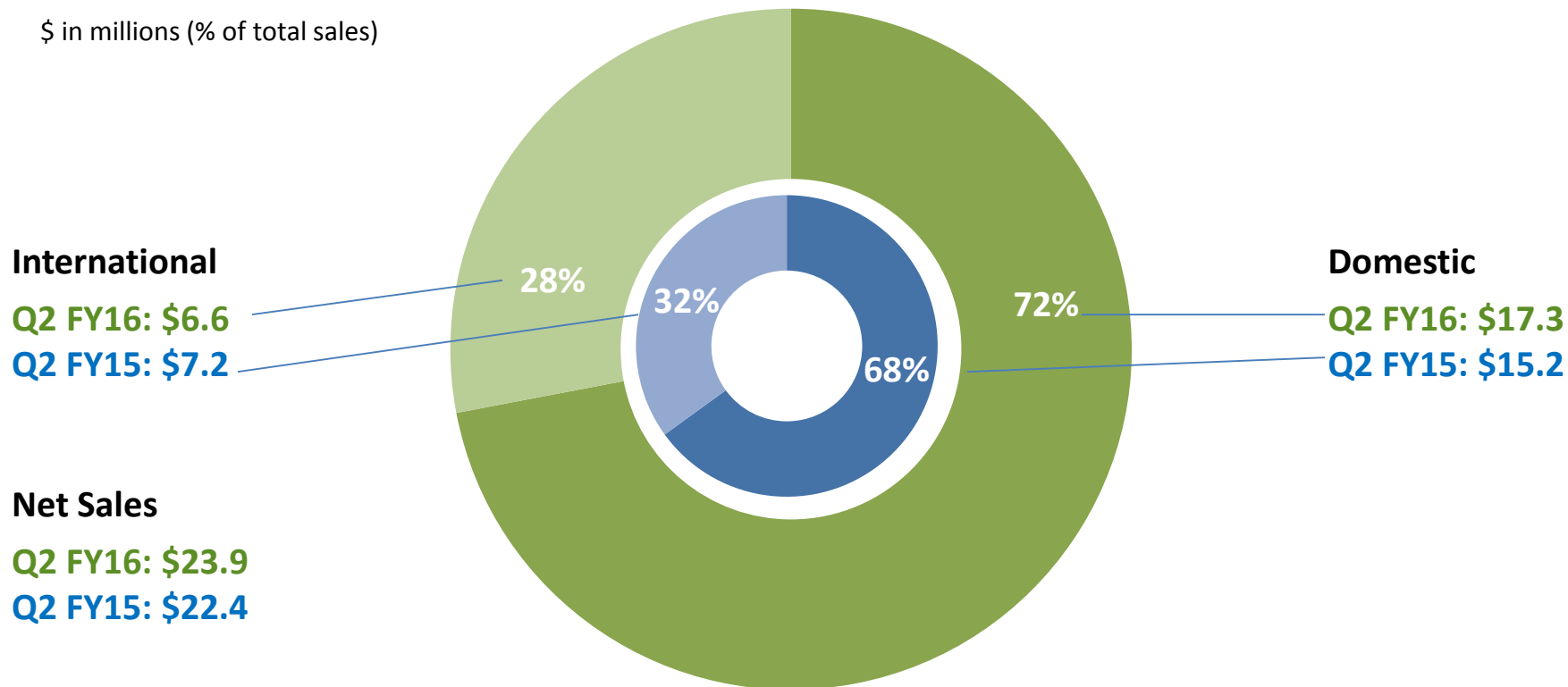
\$ in millions (% of total sales)



Net Sales by Channel

Q2 FY 2016 vs. Q2 FY 2015

\$ in millions (% of total sales)



Net Sales by Segment

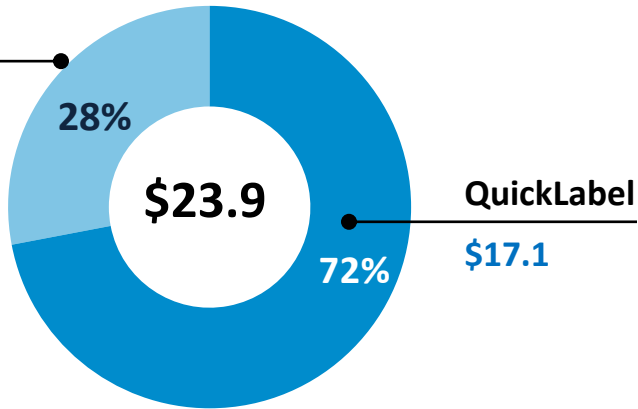
Q2 FY 2016 vs. Q2 FY 2015

\$ in millions (% of total)

Q2 FY 2016

Test &
Measurement

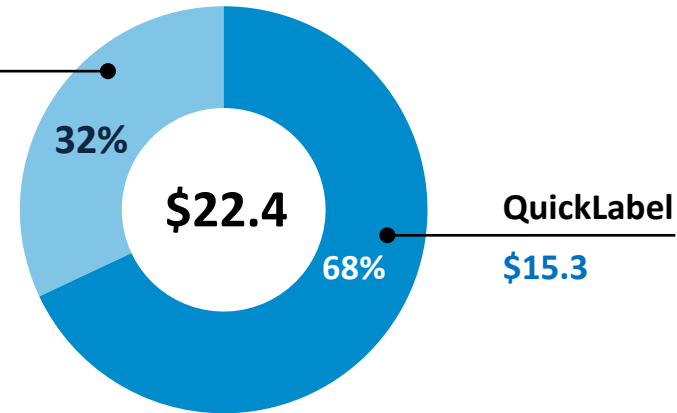
\$6.8



Q2 FY 2015

Test &
Measurement

\$7.1

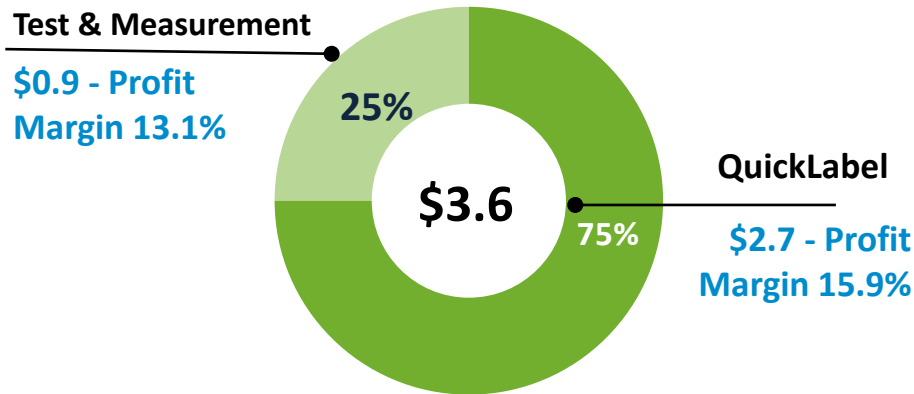


Operating Profit by Segment

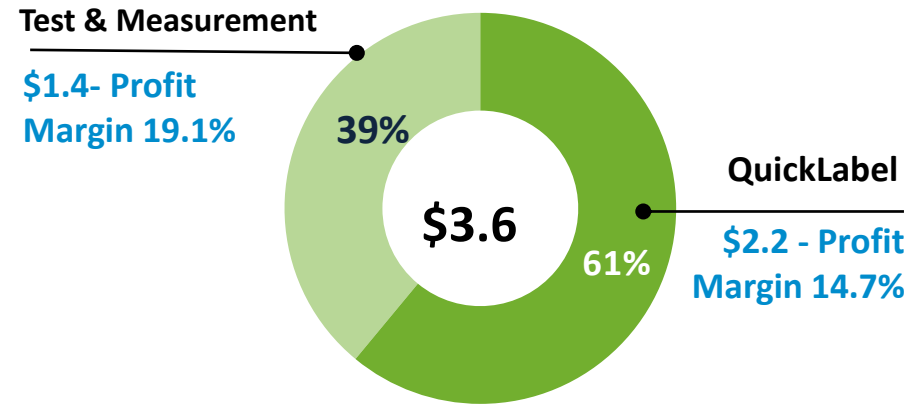
Q2 FY 2016 vs. Q2 FY 2015

\$ in millions (% of total)

Q2 FY 2016



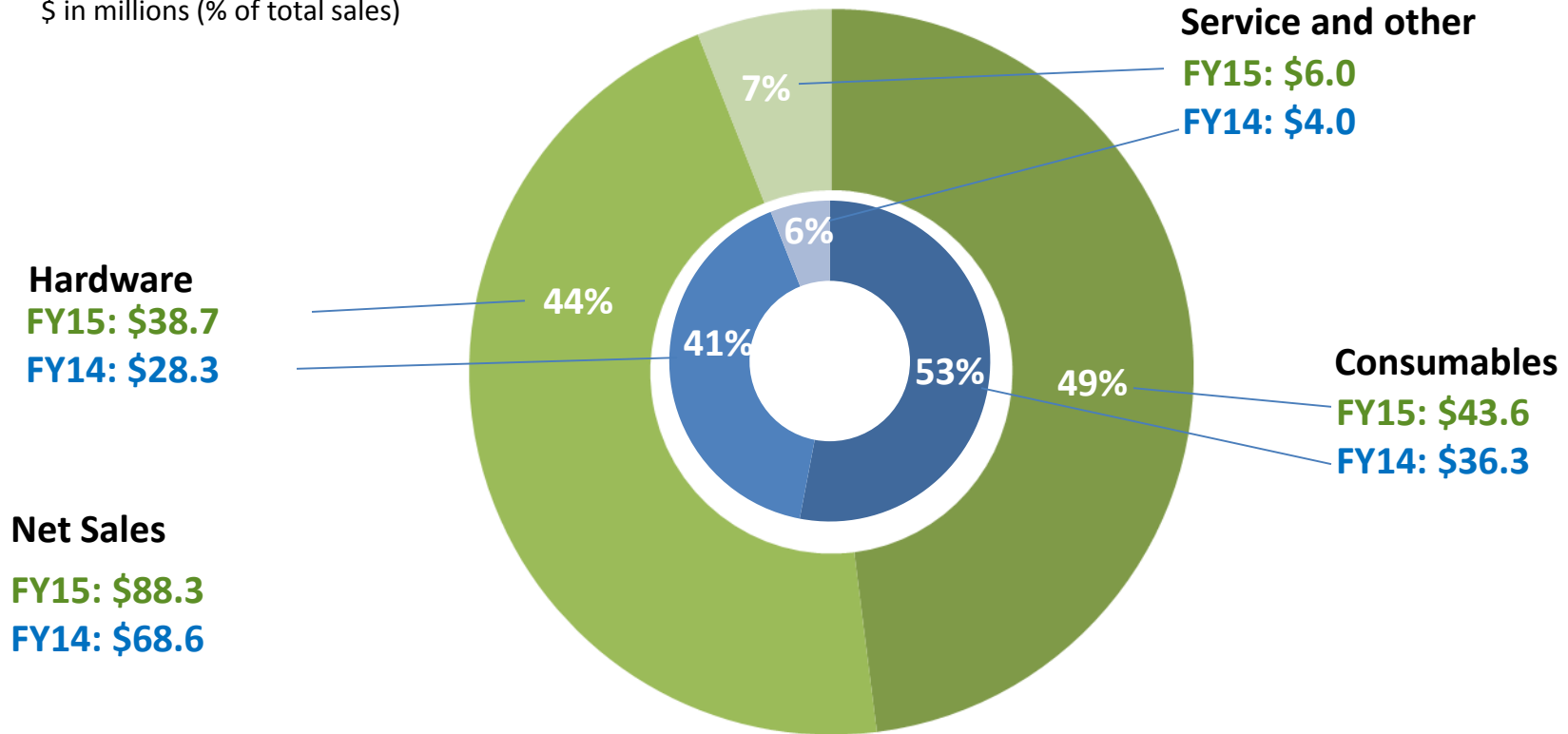
Q2 FY 2015



Annual Net Sales by Type

FY 2015 vs. FY 2014

\$ in millions (% of total sales)



Annual Net Sales by Channel

FY 2015 vs. FY 2014

\$ in millions (% of total sales)

International

FY15: \$26.9

FY14: \$19.9

Net Sales

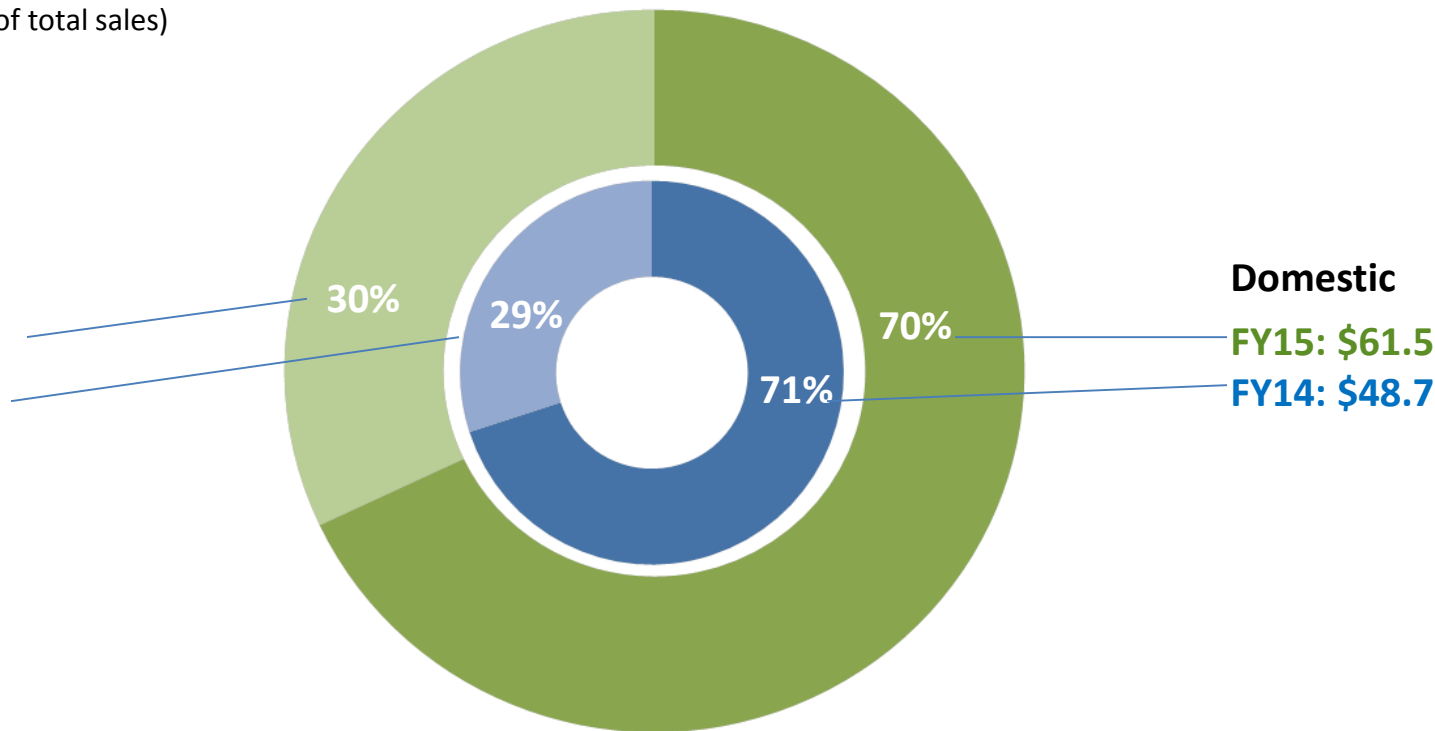
FY15: \$88.3

FY14: \$68.6

Domestic

FY15: \$61.5

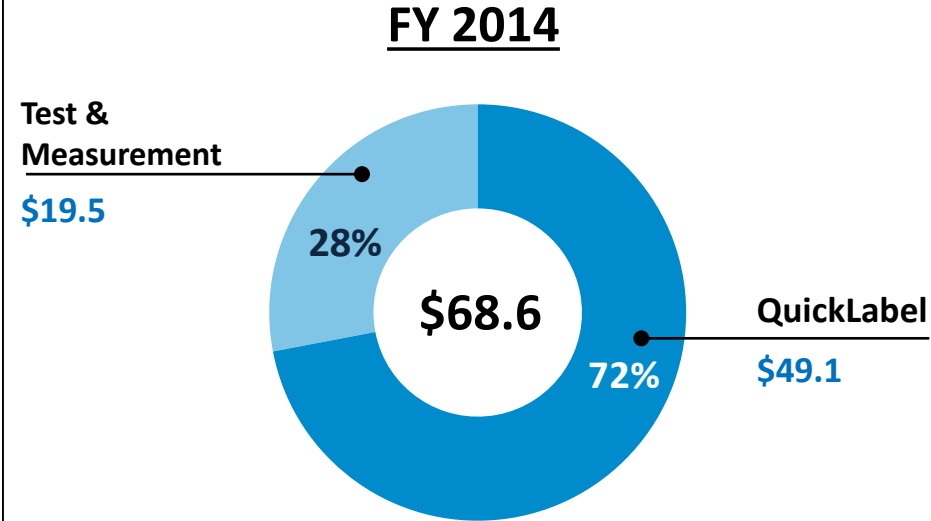
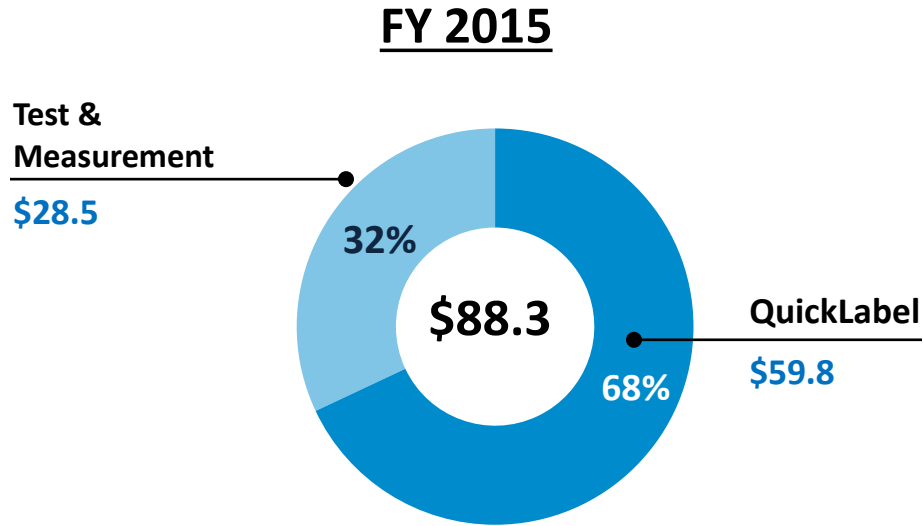
FY14: \$48.7



Annual Net Sales by Segment

FY 2015 vs. FY 2014

\$ in millions (% of total)

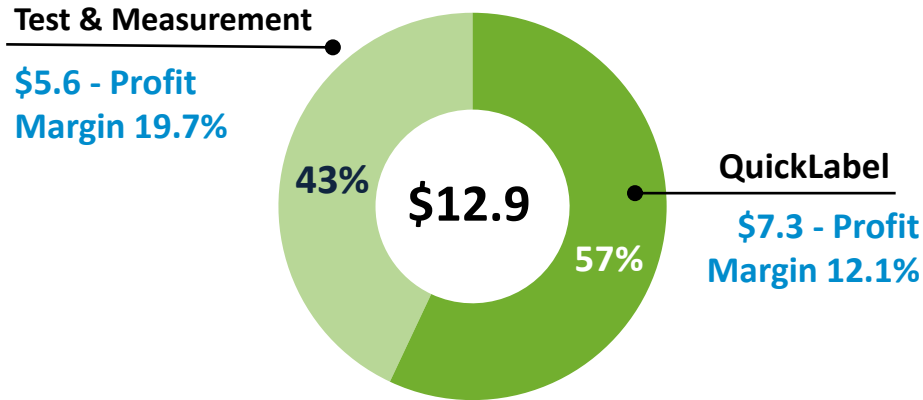


Annual Operating Profit by Segment

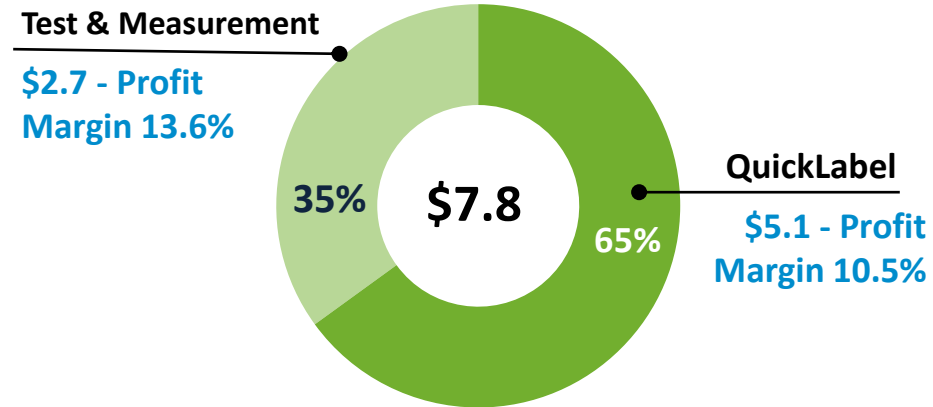
FY 2015 vs. FY 2014

\$ in millions (% of total)

FY 2015



FY 2014



Financial Highlights

(\$ in thousands, except per share data)

	Three Months Ended	
	August 1, 2015	August 2, 2014
Net Sales	\$ 23,938	\$ 22,366
Gross Profit	\$ 9,846	\$ 9,589
Gross Profit Margin (%)	41.1%	42.9%
Operating Income	\$ 1,834	\$ 2,164
Net Income	\$ 1,168	\$ 1,435
Net Income Per Share – Diluted	\$ 0.16	\$ 0.18
Weighted Avg Number of Common Shares Outstanding – Diluted	7,469	7,916
Cash Dividends Per Share	\$ 0.07	\$ 0.07
Book Value Per Common Share ⁽¹⁾	\$ 8.98	\$ 8.97

(1) Based on the number of shares outstanding at each quarter end

Selected Balance Sheet Data

In Thousands	As of August 1, 2015 (Unaudited)	As of January 31, 2015 (Audited)
Cash & Marketable Securities	\$18,330	\$23,132
Current Assets	\$55,513	\$61,918
Total Assets	\$75,396	\$74,330
Current Liabilities	\$8,873	\$9,569
Shareholders' Equity	\$65,379	\$63,511

Key Takeaways

Attractive End-Markets

- Focused on three growth platforms
- Large addressable markets with global customer base
- Pursuing high-growth markets

Lean Transformation

- Continuous improvement initiatives driving higher margins
- Improved lead times, inventory turns and on-time deliveries

Successful Growth Strategy

- Organic growth through applied marketing and systematic R&D
- Bolt-on M&A: Miltope and RITEC acquisitions
- Recurring revenue exceeds 50% of net sales

Strong Balance Sheet

- \$18.3 million in cash and securities on 8/01/15
- Capital resources and flexibility to execute strategic plan