

Q3 2107 Financial Results Webcast

Supplementary Slides

June 29, 2017



Forward- Looking Statements

Certain statements in this presentation, or given in response to your questions, may constitute forward-looking statements within the meaning of the Securities Act of 1934. The Private Securities Litigation Reform Act of 1995 provides “safe-harbors” for such forward-looking statements and we intend that any forward-looking statements made today be subject to the safe harbors. We caution you that any forward-looking statements are just predictions. They are not guarantees of future performance and involve risks and uncertainties. Actual results may differ materially from those projected in forward-looking statements and we invite you to review the company’s most recent filings with the Securities and Exchange Commission or Canadian securities commissions for a discussion of the factors at risk. These forward-looking statements speak only as of the date of this presentation and, unless required by law or applicable regulations, we will not be reviewing or updating the material that is contained herein.

For a reconciliation of adjusted EBITDA to net earnings (loss), refer to the Q3 2017 press release or the “Non-IFRS Measures” section on EXFO’s website.

All amounts in millions of US dollars, except otherwise noted.

Q3 2017 Financial results



Revenue increase of 6.2%
nine months into FY 2017

** Adjusted EBITDA represents net loss before interest, income taxes, depreciation and amortization, stock-based compensation costs, restructuring charges and foreign exchange gain.*

Business Highlights—Q3 2017



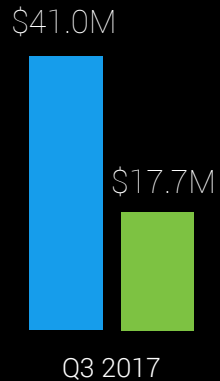
- Launched FTB-4 platform for high-speed optical networking in the field, data centers and R&D labs
- Introduced tunable OTDR that characterizes CWDM channels in metro Ethernet links and C-RANs
- Released OSA and two optical power meters for R&D and manufacturing markets



- Acquired Ontology Systems for a consideration of US\$7.7 M, net of cash acquired, plus earnout of \$1.4 M based on future sales
- Announced streamlining of monitoring solutions portfolio (annual cost savings of \$8.0 M)
- Launched 400 Gbit/s optical transport test solution for R&D and manufacturing markets

Segmented Sales—Q3 2017

PHYSICAL vs. PROTOCOL*



BY REGION



BY CUSTOMER

Top customer: 9.9% of sales
Top-3 customers: 24.0%

*Excludes losses on FX contracts.

Selected Financials—Q3 2017



Cash flows from
operations
-\$2.8M



Capital expenditures
\$2.6M



Cash position
\$37.7M

EXFO