

Q1 2107 Financial Results Webcast

Supplementary Slides

January 10, 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, refer to the Q1 2017 press release or the “Non-IFRS Measures” section on EXFO’s website.

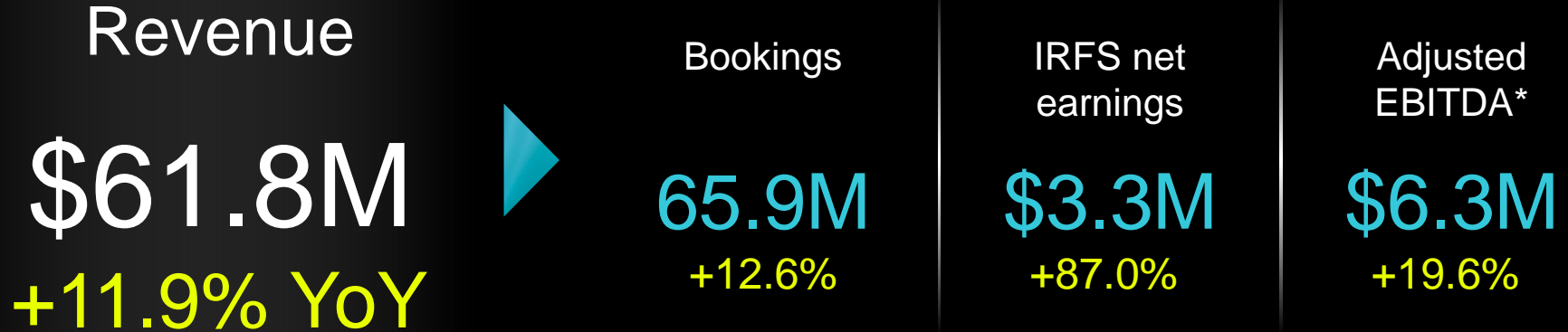
All amounts in millions of US dollars, except otherwise noted.



Fiscal 2017 has gotten off to a strong start with double-digit increases in sales, bookings and adjusted EBITDA in the first quarter.

Germain Lamonde
Chairman, CEO and Founder

Q1 2017 Financial results



Double-digit growth across the board

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

Business Highlights—Q1 2017



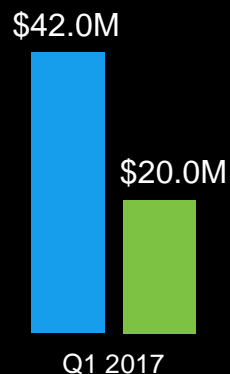
- Launched power meter, variable attenuator and optical switches for LTB-8 Rackmount Platform
- Supplied OpenReach with initial order of MaxTesters to support G.fast pilot project
- Physical-layer solutions: 68% of sales



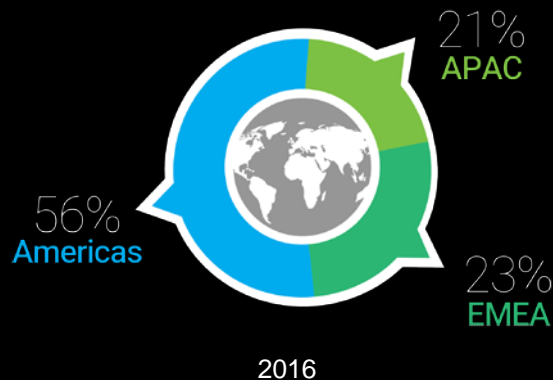
- Acquired majority of assets of Absolute Analysis in a cash-and-stock deal valued at \$8.5 M
- Introduced all-in-one Optical, Ethernet and RF test solution for fiber-based RANs
- Protocol-layer solutions: 32% of sales

Segmented Sales—Q1 2017

PHYSICAL vs. PROTOCOL*



BY REGION



BY CUSTOMER

Top customer: 13.8% of sales
Top-3 customers: 23.3%

*Excludes losses on FX contracts.

Selected Financials—Q1 2017



Cash flows used
from operations

\$0.9M



Capital expenditures

\$1.2M



Cash position

\$39.3M

EXFO