

February 9, 2017

## **EXFO Receives Frost & Sullivan's 2016 Market Share Leadership Award for Global Portable Fiber Optic Test Equipment**

QUEBEC CITY, Feb. 9, 2017 /CNW Telbec/ - EXFO Inc. ([NASDAQ: EXFO](#)) ([TSX: EXF](#)) is pleased to announce that it has been awarded Frost & Sullivan's 2016 Market Share Leadership Award for Global Portable Fiber Optic Test Equipment (FOTE) for the sixth consecutive year.

Thanks to its innovative product portfolio and expansion into growing market segments, EXFO has continued to maintain its leadership position, with a market share of 35.9%, an increase of 1.5% from 34.4% the previous year.

For the Market Share Leadership Award, Frost & Sullivan recognized EXFO's exceptional performance with five key criteria: growth strategy excellence, implementation excellence, brand equity, technology leverage, and customer service experience.

EXFO has based its growth strategy on the introduction of innovative solutions, such as its new optical loss test set (OLTS), its revamped optical time-domain reflectometer (OTDR) product line, and its fully-automated fiber inspection probes, which truly overcome the issues that operators and Web 2.0s face in their network transformations for longhaul, metro/backhaul, data center interconnects, and broadband FTTH/FTTA/C-RAN applications. EXFO also launched its process automation and compliance solution [TestFlow](#), which orchestrates and automates complex procedures and enables customers to share and check data through detailed and relevant analytics dashboards. This solution delivers high efficiency and increased profitability to any project.

"EXFO's commitment to customer-driven innovation sets us apart in the industry and we are proud to be recognized as the leader in the portable fiber optic testing market," said Stéphane Chabot, Vice-President, Test & Measurement at EXFO. "Solving customer pains with breakthrough innovations to simplify day-to-day network construction, turn-up, maintenance, troubleshooting, and monitoring for operators has always been at the core of our DNA."

To learn more about the Frost & Sullivan Awards, visit [www.awards.frost.com](http://www.awards.frost.com). For details about EXFO's other industry recognitions, please visit the [Awards and Recognitions](#) section of [EXFO.com](http://EXFO.com).

### **About EXFO**

EXFO develops smarter network test, data, and analytics solutions for the world's leading communications service providers, network equipment manufacturers, and web-scale companies. Since 1986, we've worked side by side with our clients in the lab, field, data center, boardroom, and beyond to pioneer essential technology and methods for each phase of the network lifecycle. Our portfolio of test orchestration and real-time 3D analytics solutions turn complex into simple and deliver business-critical insights from the network, service, and subscriber dimensions. Most importantly, we help our clients flourish in a rapidly transforming industry where "good enough" testing and data analytics just isn't good enough anymore—it never was for us, anyway. For more information, visit [EXFO.com](http://EXFO.com) and follow us on the [EXFO Blog](#).

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