

The image features the EXFO logo in white, centered against a background of low-poly triangles in various shades of blue and green. The logo consists of the letters 'E', 'X', 'F', and 'O'. The 'E', 'X', and 'F' are composed of horizontal white bars of varying lengths, while the 'O' is a solid white circle. The background is a complex, abstract pattern of triangles that create a sense of depth and movement.

EXFO

# Major challenges, today and tomorrow



Mobile operators need  
to cut costs by one-third  
by 2022 to fund 5G.



## Automation

Most savings expected  
from 5G rely on  
automation and AI.



## 100x+

more metro fiber needed  
to connect 5G network with  
small cells vs 4G networks.  
This is 2x as required for FTTH.

## CORNING

# The **test,** **monitoring** & **analytics** experts

**95%+**

of leading service  
providers  
using EXFO

**No.1**

in optical test  
solutions

**300+**

pending and  
granted patents  
worldwide

**\$375M+**

revenues

**30+**

years of pioneering  
essential solutions  
and technologies

**1,900**

employees in  
25 countries  
and customers  
in 120 countries



# We accelerate digital transformations

Unique blend of equipment,  
software and expertise

for **fiber**,  
**4G/LTE**, **5G**  
deployments

for **layers**  
**0 to 7**, core to  
subscriber and  
lab to live

for **physical**,  
**virtual**, and  
**hybrid**  
networks



# Our customers

## Fixed & mobile service providers



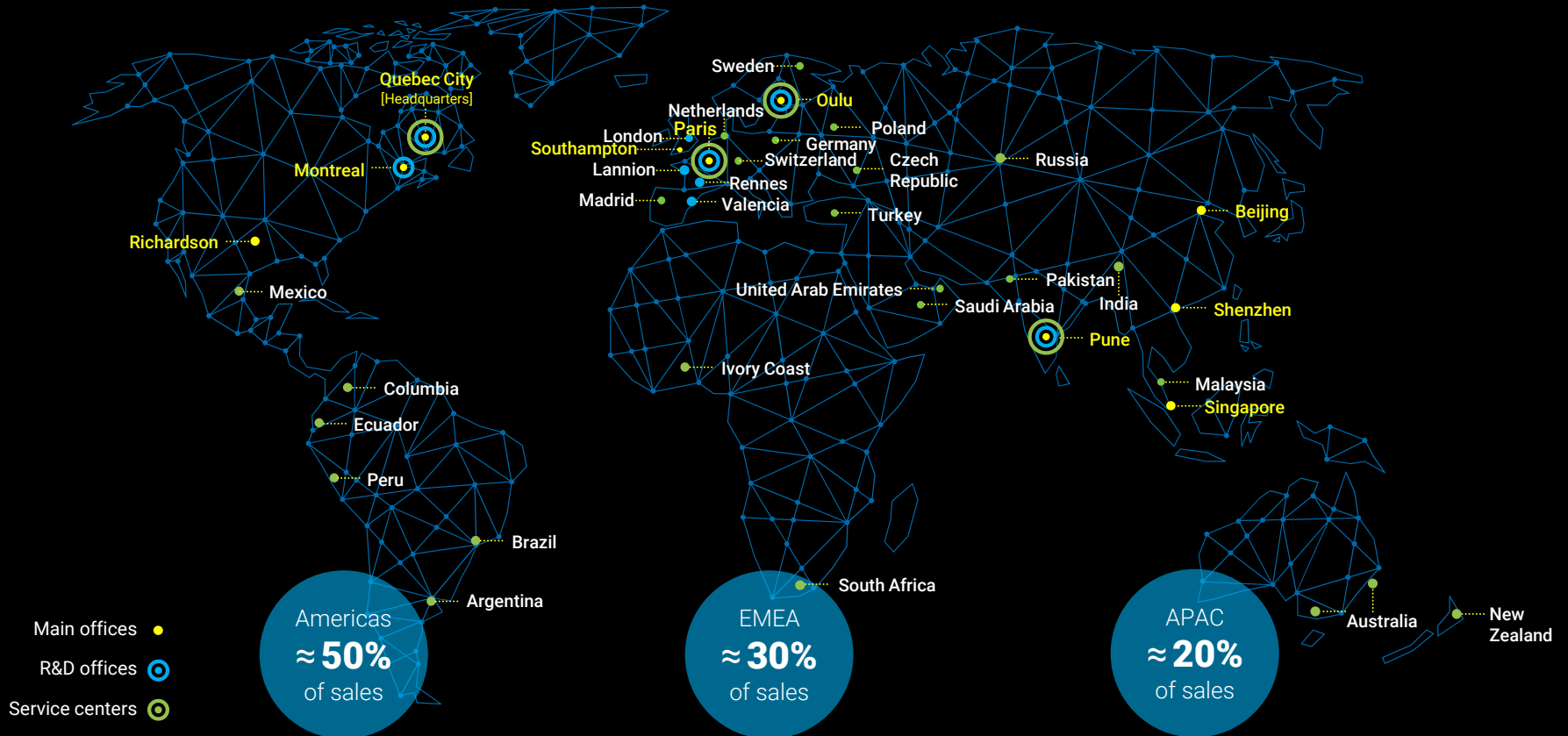
## Webscale companies



## Network equipment manufacturers



# Our global reach



“

I always knew that  
I wanted to be a scientist,  
and EXFO helps me realize  
my dream. I encourage  
any girl to pursue  
her dream in science.

**Kristine Palanjyan**  
Optical Designer





“

Be bold, be creative,  
be crazy and surround  
yourself with people that  
are better than you are.

**Germain Lamonde**

Founder and Executive Chairman, EXFO  
EY Entrepreneur of The Year 2018 Canada



**EY Entrepreneur  
Of The Year™**





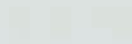
Proudly from Québec,  
proudly Canadian



A close-up, low-angle shot of a woman's face, focusing on her eyes and nose. She is wearing dark-rimmed glasses. The background is a bright, out-of-focus interior space with a white wall and a light-colored floor.

One of Canada's top investors in R&D

KRISTINE F.  
OPTICAL DESIGN



Proud Tier 1  
member of







Record \$1.2M  
donation for  
Laval University's  
Faculty of Sciences  
& Engineering



## Automated, intelligent, connected test platforms

### Test & Measurement

Cut time and cost.  
Reduce risk and delays.

Make money faster.  
Outsource with confidence.

### Service Assurance

## Automated, real-time, end-to-end analytics—in context

Deliver an exceptional customer experience.  
Reveal the invisible. Resolve issues faster. Monetize 5G.

# Test & measurement

Fiber | Ethernet/IP

voice | video | internet

transceivers | components



Develop > Install > Activate > Maintain > From core to subscriber.

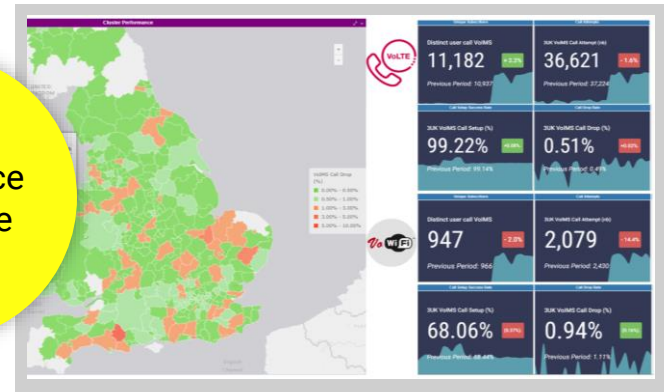


# Service assurance solutions



End-to-end  
service  
assurance &  
analytics

NFV service  
assurance

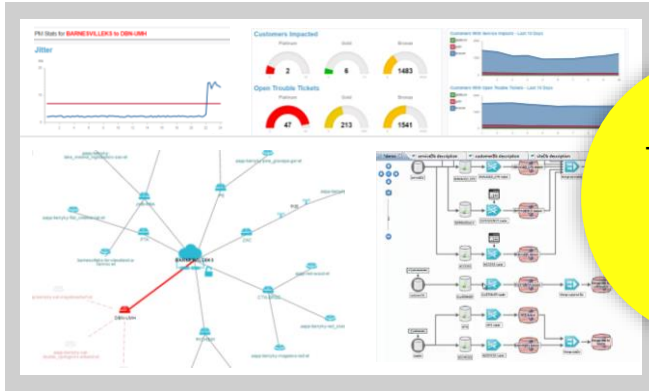


Fiber  
monitoring

Backhaul &  
transport  
assurance

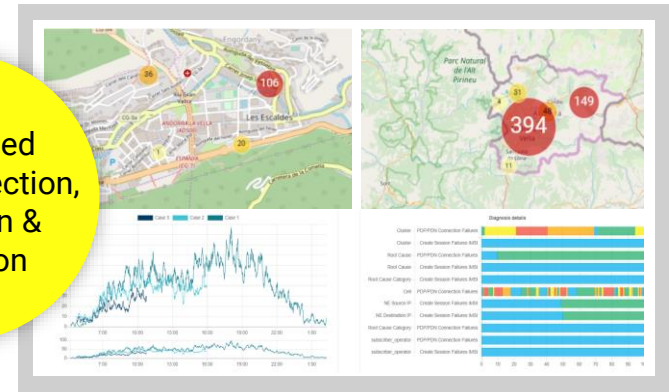


# Service assurance solutions



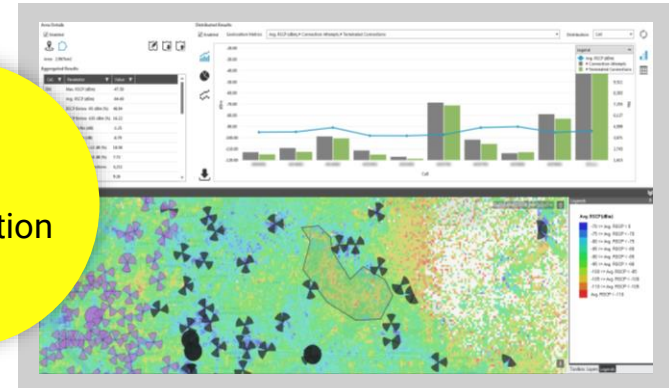
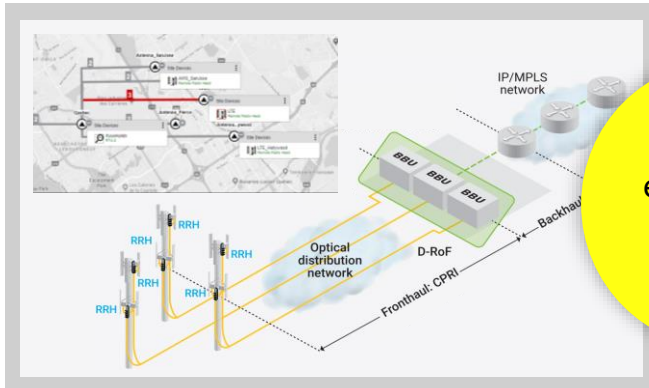
Topology & inventory modeling

Automated outage detection, prediction & resolution



Spectral efficiency & xHaul monitoring

RAN Optimization





EXFO's technology will help build upon our already excellent customer experience by deploying the capability to monitor the performance of services and customer experience on our new virtualized technology.

Adam O'Keeffe

Head of OSS Transformation



Three.co.uk







If you are going to do things like autonomous driving with 5G, you even need more detailed monitoring and analytics of your 5G network. And I think that's exactly the sweet spot where companies like EXFO can help us as operators to really improve our business.

Eric Kuisch

Former CTO





It's important for everyone, equipment providers as well as service providers, to know that the metrics that they require in their networks are going to be met. We can build systems, we can prove it, but without the right metrics it's impossible to prove that. EXFO and the test gear allow us to show those metrics that are required by service providers as well as network equipment manufacturers.

Faisal Dada

Director Strategic Marketing  
& Principal Architect





Unparalleled customer service is at the heart of everything we do. We will extract great value from EXFO's solution to improve customer satisfaction by assessing service performance more quickly and efficiently than we can do today.

Kevin Rogers  
Chief Executive Officer







We are continually working  
to provide the best  
experience to our customers.  
We have seen important  
improvements in our network  
and Parisians now clearly  
benefit from even  
better services.

Xavier Pavoux  
Radio Engineering Master



# Industry-recognized solutions Awards

## 5G MENA Award

Best Telecom Service  
Innovation  
2019

## Digital Transformation World Outstanding Catalyst Innovation Award

NaaS in Action  
2019

## TM Forum Catalyst Award

NaaS in Action, 2019  
Blade Runner, 2018  
Smart City on Edge, 2017

## Lightwave Innovation Review

Field Test Equipment,  
2015, 2019  
Labs/Production Test  
Equipment, 2017

## MEF Technology Solutions Award

Service Assurance  
2018

## Network Virtualization Europe Award

Best NFV Service  
Assurance Solution  
2018

## Global Telecoms Business Award

Best CEM Solution  
2017

## F&S Customer Value & Market Share Leadership Awards

Global Data Analytics  
Solutions for CSPs, 2018  
Product Line Strategy, 2016  
Global Portable Fiber Optic  
Test Equipment, 2015, 2016

## CI&M Award

Cabling Innovators Gold  
2015

## BTR Diamond Technology Reviews

Cable TV/MSO Industry  
2015