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EXFO Receives 2015 Global Portable Fiber-Optic Test Equipment Market Share Leadership Award from Frost & Sullivan

For a fifth consecutive year, this award acknowledges EXFO's leadership in the portable FOTE sector, illustrating the company's ongoing innovation and excellence in optical testing

QUEBEC CITY, Nov. 18, 2015 /CNW Telbec/ - EXFO Inc. (NASDAQ: EXFO) (TSX: EXF) announced today that it has been named recipient of the 2015 Frost & Sullivan Global Market Share Leadership Award in the portable fiber-optic test equipment (FOTE) market.

According to Frost & Sullivan, a leading global growth consulting firm, EXFO consolidated its hold on first place in the portable FOTE market by growing 6% compared to 4% for the industry in 2014 based on its ongoing innovation and excellence in optical testing. Frost & Sullivan removed market data for fiber inspection probes in its 2015 report—it created a separate category for this product line—which resulted in a market-leading share of 34.4% for EXFO in the portable FOTE sector.

EXFO's prevailing position within the telecom operators in emergent countries for FTTx deployments, as well as its realizations in helping North American cable/TV companies and multiservice operators (MSOs) in their network expansion through WDM technology, have helped the company maintain its brand on a global scale within the portable FOTE market. The company's ability to expand its fiber-testing knowledge into fast-growing market segments, such as fronthaul (fiber-to-the-antenna (FTTA)), distributed antenna system (DAS) and C-RAN, as well as data centers, has also helped secure market shares.

The key performance driver for EXFO has been its focus on bringing unique solutions to market, such as the iLOOP feature on its popular [intelligent Optical Link Mapper](#) (iOLM), which was designed to accelerate, simplify, automate and standardize test procedures in OTDR testing. The result: improved workflow that addresses field and operational challenges while accelerating time-to-revenue. The fast adoption of these test solutions—including the newly introduced [MaxTester 700B Series](#) and first tablet-inspired handheld OTDRs—demonstrate that EXFO successfully managed to provide these best-in-class products by carrying out insightful research to ensure that customers enjoy the complete benefits, both in terms of features and operational efficiency gains.

"The holistic approach for its product offering, featuring regular upgrades and ease of use, positions EXFO as the key innovator in the FOTE market," said Sujan Sami, Industry Manager at Frost & Sullivan. "With its recent innovations and clearly dominant role in the optical time-domain reflector (OTDR) segment, EXFO once again demonstrated leading expertise in the field of fiber testing. The company has also become a key player in the fiber inspection probe market, showing stellar performance in one of the fastest growing segments in the FOTE market."

Part of the many sources of EXFO's continuous success in the handheld FOTE market is the unique environment surrounding its portable product portfolio. Thanks to the connectivity features available on [FTB Ecosystem](#) portable test platforms, and [EXFO Connect](#) cloud-based equipment and test data management services, EXFO's test devices are continuously synchronized and interconnected throughout the test cycle, enabling operators to exploit the full potential and value of their test results. In addition to improving and automating the test workflow, such connected ecosystems open up a whole new array of capabilities that include assessing the performance of an individual installer, auditing results from multiple contractors in real time, or even tracking the completion status of your entire deployment from a centralized access point. Accordingly, this approach brings clear benefits to everyone along the value chain—from field technicians to network deployment managers—and clearly differentiated EXFO from other portable FOTE vendors.

"Building close relationships with customers to become their trusted advisors while tailoring solutions to better solve their business problems have been key success factors for EXFO in 2014," said Stéphane Chabot, Vice-President of EXFO's Physical-Layer Test Division. "As we are celebrating our 30th anniversary this year, we will continue to build our brand and increase our global presence to ensure that we offer our customers the best portfolio in the industry and maintain the lead position that EXFO has acquired in the portable FOTE market over the years."

Other key, portable FOTE products offered by EXFO include [power meters](#), [light sources](#), [OLTS](#), [inspection probes](#), [OTDRs](#), [dispersion analyzers](#) and [optical spectrum analyzers](#) (OSAs).

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

About EXFO

EXFO enables extraordinary experiences on global networks. Our test, service assurance and network visibility solutions allow equipment manufacturers and network operators to deliver a wealth of services to consumers, while increasing network capacity and reducing operating costs. From a company executive holding a telepresence meeting with overseas staff to a runner transferring data from wearable technology, EXFO's inherent expertise and powerful analytics render these events commonplace. Simply put, we have evolved over our 30-year history to ensure unmatched quality of service and quality of experience on next-generation fixed and mobile networks. EXFO has a staff of approximately 1,500 people in 25 countries, supporting more than 2,000 customers worldwide. For more information, visit www.EXFO.com and follow us on the [EXFO Blog](#), [Twitter](#), [LinkedIn](#), [Facebook](#), [Google+](#) and [YouTube](#).

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