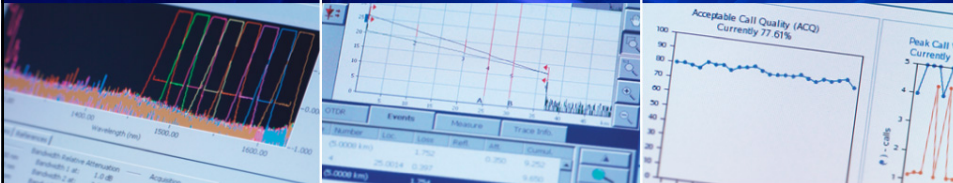


# Thomas Weisel Partners Technology & Telecom Conference

Design

Deployment

Service Assurance



Germain Lamonde  
Chairman, President and CEO

**EXFO**  
EXPERTISE REACHING OUT

© 2009 EXFO Electro-Optical Engineering Inc. All rights reserved.

## 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.

This presentation is being made on February 11, 2009, and the content is accurate only for this date. Unless required by law or applicable regulations, EXFO will not be reviewing or updating the material that is contained herein.

© 2009 EXFO Electro-Optical Engineering Inc. All rights reserved.

**EXFO**

2

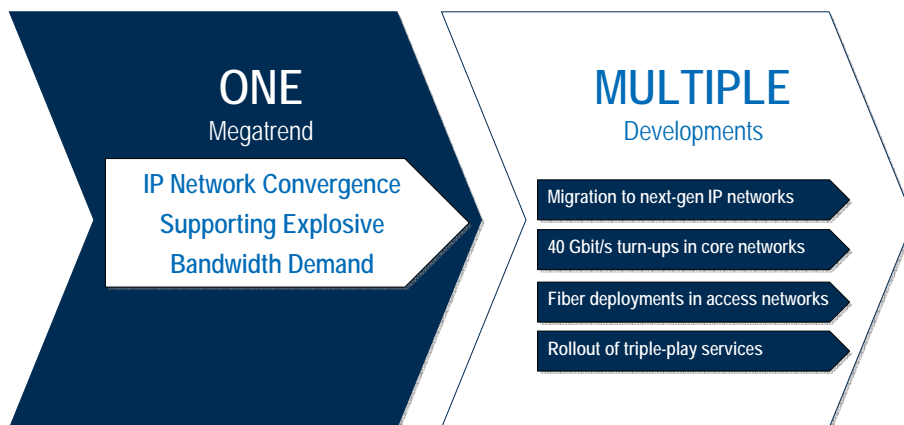
# Five Good Reasons to Invest in EXFO

- 1. Excellent track record of sales growth**  
CAGR of 24.3% in last 5 years, 19.3% in last 10 years  
Growing sales on average more than 2X the industry growth rate
- 2. Well positioned for key growth drivers**  
Migration toward next-generation, IP networks  
Bandwidth demand driving fiber deployments in access networks  
Protocol sales CAGR of 74.4% in last three years (64.5% organic)
- 3. History of growing EBITDA\* margin**  
Increased EBITDA margin from -1.1% in FY 2004 to 11.2% in FY 2008  
Raised gross margin in each of the last six years
- 4. Solid balance sheet**  
Cash position of \$71.4 M and no debt – as of Nov. 30, 2008
- 5. Experienced and disciplined management team**  
Average of 7.5 years at EXFO and 20 years in telecom industry

\* EBITDA is defined as net earnings before interest, income taxes, amortization of property, plant and equipment, amortization of intangible assets, and extraordinary gain. For a reconciliation with GAAP net earnings (loss), see the Investors section of EXFO's Website at [www.EXFO.com/investors](http://www.EXFO.com/investors).

Strong investment proposition

# Key Market Developments



# Long-Term Vision and Strategy

<p><b>1</b></p> <p>Focus on converged, next-gen IP networks</p> <p>Weak environment accelerating shift in carrier budgets</p>	<p><b>2</b></p> <p>Expand share in portable Optical business</p> <p>Leadership position: ~28% market share</p>	<p><b>3</b></p> <p>Grow Protocol segment faster</p> <p>Sales CAGR of 74.4% in last three years</p>	<p><b>4</b></p> <p>Leverage technologies across businesses</p> <p>Strong synergies between testing and service assurance</p>	<p><b>5</b></p> <p>Acquire best technologies in high-growth markets</p> <p>Robust organic growth supported by small, strategic acquisitions</p>
---	--	--	--	---

Become a strong market leader in converged, IP network test and service assurance industry

# Telecom Division

	Optical	Protocol	Access
Market size	\$586 M	\$2,544 M	\$395 M
Addressable market	\$401 M	\$1,058 M	\$327 M
Industry growth trend	5-10%	10-15%	10-15%
Sales – FY 2008	\$115.1 M	\$33.7 M	\$7.4 M
Sales growth – FY '08/'07	12.7%	97.4%	-3.9%
Three-year sales CAGR	16.0%	74.4%	NA
Gross margin profile	High-50s (%)	High-60s to high-70s (%)	High-50s (%)
Major competitors	Anritsu, JDSU, Agilent	JDSU, Agilent, Anritsu	Sunrise, JDSU, Fluke

All three segments expected to grow in FY 2009

\* Protocol includes Transport and Datacom, IMS and VoIP testing (Navtel) and IP Network Service Assurance (Brix) businesses.

# Long-Term Corporate Performance Goals

Objective	Three-Year Metric
-----------	-------------------

Grow sales significantly faster than industry rate	20% CAGR
--	----------

Increase EBITDA* (in dollars) faster than sales	>20% CAGR
---	-----------

Continue raising gross margin	62%
-------------------------------	-----

*\* EBITDA is defined as net earnings before interest, income taxes, amortization of property, plant and equipment, amortization of intangible assets, and extraordinary gain.*