

13th April, 2011

To whom may it concern

Letter of Authorization

EXFO Inc. ("EXFO"), a Canadian corporation, with its head office situated in Quebec City, province of Quebec, Canada, incorporated pursuant to the Canada Business Corporation Act whose shares are listed on Toronto Stock Exchange (TSX:EXF) and on the NASDAQ (NASDAQ:EXFO), is recognized expert in global optical communications industry through the design and manufacture of advanced and innovative test, measurement and monitoring equipment for network service providers, system vendors and component manufactures, hereby certifies that

Tehencom Ltd.

company based in Office 514, 119, Krasnozvezdny ave., 03039, Kiev, Ukraine, Tel./fax: +38(044)455 9877, e-mail: info@tehencom.com web: www.tehencom.com **is our dealer for the territory of Ukraine** for EXFO wireline portfolio (FTB-1, FTB-200, FTB-500 optical/transport test platforms, AXS-100/200 access testers, Light Sources and Powermeters, etc..).

Tehencom Ltd. works directly with our Official Authorized Distributor in Russia ALKOR LTD located in Moscow, Nauchnyi proezd 12, office 6, tel. +7 495 6613910.

Tehencom Ltd. is authorized to be involved with subsequent negotiations relating to and signing Contracts with customers in Ukraine for the above products and services provided by EXFO. This also applies to after sales servicing and support. Tehencom Ltd. is furthermore authorized to submit invoices and collect monies on our behalf.

This appointment shall remain valid until August 1st, 2011.

Should you need further information or clarification, please do not hesitate to contact Mr. Vratislav Blažek, Regional Sales Manager, Eastern Europe, Russia and CIS (+420 720 592 592).

Yours Sincerely,



Vratislav Blažek, dipl. Ing.
Regional Sales Manager
Eastern Europe, Russia and CIS countries
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EXPERTISE REACHING OUT

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