



FINISAR[®]

Corporate Overview

August 2018



Finisar Corporation

Optics industry leader with \$1.3B annual revenue

Broadest and most advanced product portfolio

Vertically integrated with low cost manufacturing

Experienced management team

~12,500 employees

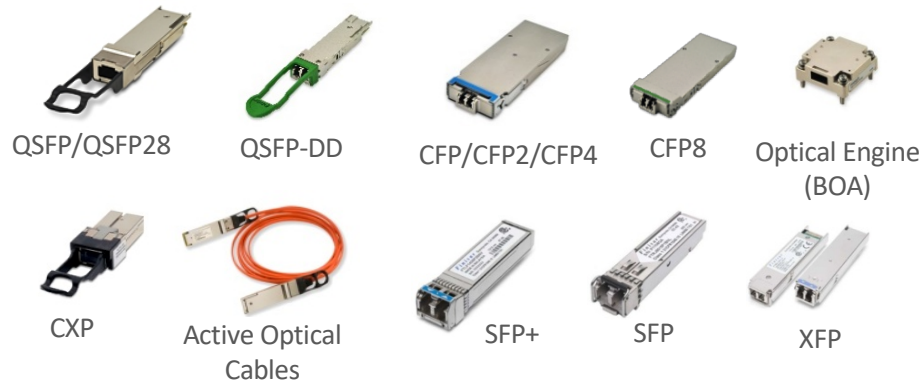
1300+ issued U.S. patents



Broad Product Portfolio and Customer Base

DATACOM

PRODUCTS



OEM CUSTOMERS



TELECOM

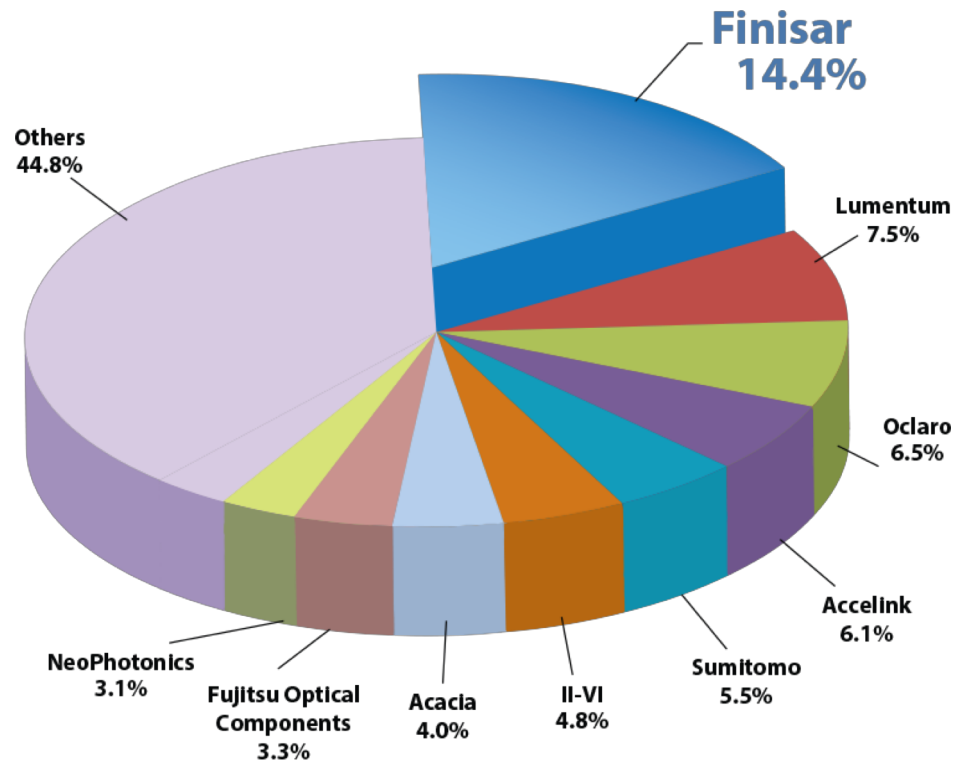
PRODUCTS



OEM CUSTOMERS



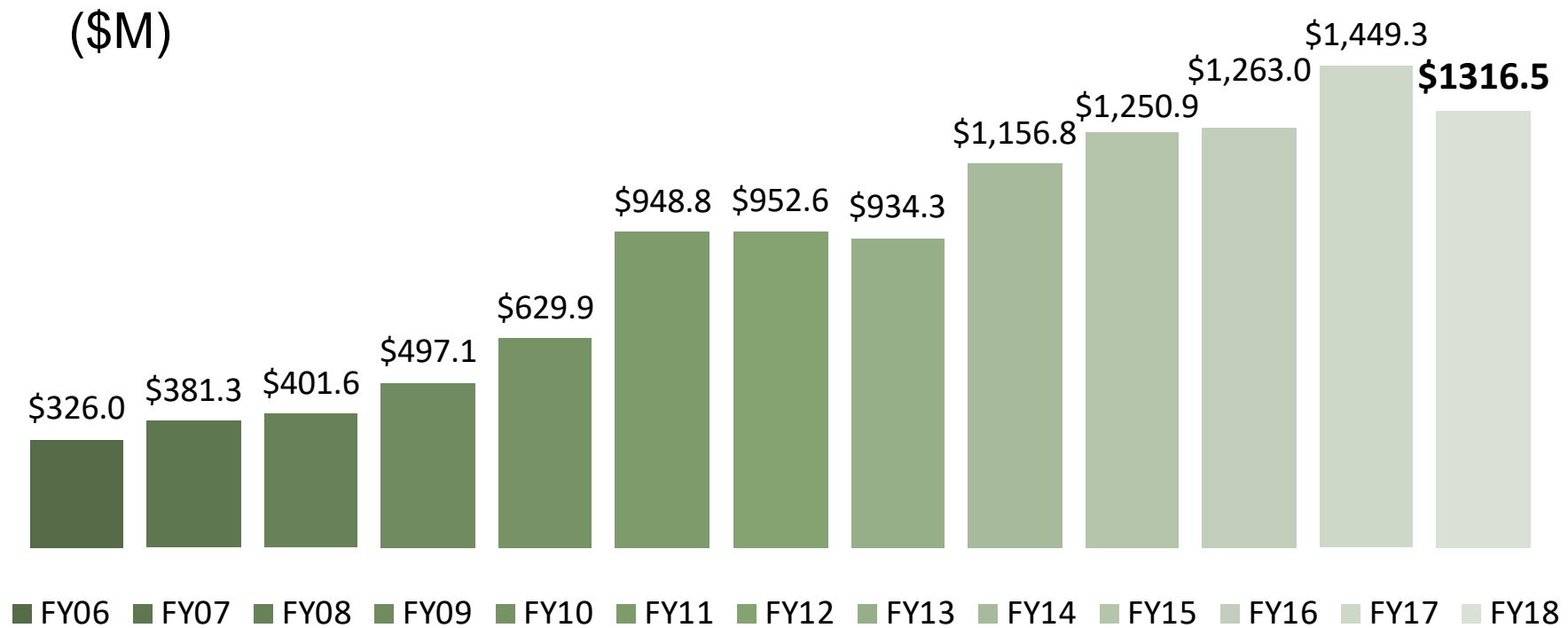
#1 Optical Components Market Leader



Total Market Share CY17

Source: Ovum (April 2018)

Annual Revenue



Fiscal year ends in April

High-Volume and Low Cost Manufacturing

Ipoh, Malaysia

- ◆ High-volume, high mix production of transceivers/ transponders
- ◆ 640,000 sq ft facility with 240,000 sq ft clean room on 20 acres of land
- ◆ 22.8 million transceivers produced in FY2016
- ◆ ISO9001 QMS and ISO14001 EMS Certified by DQS
- ◆ 6,000 employees



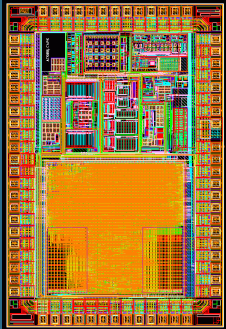
Wuxi, China

- ◆ Production of multi-channel TOSAs/ROSAs, transceivers and WSS/ROADM products
- ◆ Significant capacity for advanced packaging and testing
- ◆ Approximate ~800,000 sq ft facility
- ◆ ISO 9001 and 14001 certified
- ◆ 6,000 employees



Building Blocks of Vertical Integration

In-House Integrated Circuits



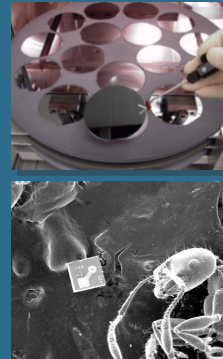
World-class analog and digital integrated circuit design team

Drivers, amplifiers, controllers, SERDES and Silicon Photonics

Data rates up to 25G and beyond

Highest volume shipping ICs in the industry

In-House Lasers & Photodetectors



Majority of optics revenue contains internally designed and manufactured optical chips

- VCSELs
- Fabry-Perot & DFB lasers
- Tunable lasers
- Photodetectors

In-House Optical Packaging



Majority of optical components used in Finisar modules are designed and manufactured in-house

- TO can technology – high volume, low cost
- Cooled box technology – higher performance for longer reach, higher speeds and tunable applications
- Non-hermetic technology – chip on flex and chip on board

Finisar Customer Awards

2017

- Alibaba Best On Time Delivery Award
- Lightwave Innovation Award: High-speed Photodetector
- Lightwave Innovation Award: AOCs featuring Connectivity Diagnostics™
- Ranked #1: Top 10 Competitiveness Enterprises in the Optical Components field of Global Market by the Asia-Pacific Optical Communications Committee

2016

- Lightwave Innovation Award: High-Resolution Optical Channel Monitor
- Lightwave Innovation Award: 40 & 100G SWDM4 Transceivers
- Australian Engineering Excellence Award by Institute of Eng Aus NSW Branch
- Ranked #1: Top 10 Competitiveness Enterprises in the Optical Components field of Global Market by the Asia-Pacific Optical Communications Committee
- Avaya Key Supplier Award

2015

- Avaya Key Supplier Award
- Cisco Excellence in Delivery and Flexibility Award
- Hitachi Excellent Partner Award
- H3C Excellent Supplier Award
- FiberHome Core Partner Award
- ZTE Best Technology Support Award
- Top 100 Bay Area Innovator by Thomson Reuters
- Top 10 Most Competitive Enterprise in Optical Components in the Global Market (China ODC)

2011

- Cisco Excellence in Technology Alignment
- Huawei Excellent Core Partner Award
- Alcatel Lucent Strategic Optical Supplier
- Fujitsu Network Communications Value Contribution Award
- Hitachi Excellent Partner Award

2012

- MRV Outstanding Supplier Award
- Fujitsu Advanced Supplier Award
- Huawei Excellent Core Partner Award
- Deloitte Technology Fast 500 Award

2013

- Fujitsu Advanced Supplier Award
- Huawei Excellent Core Partner Award
- H3C Partner Award
- Datang Excellent Supplier Award
- Top 10 Most Competitive Optical Components Supplier (China Inst. Comms)
- Deloitte Technology Fast 500 Award

2014

- Juniper Wheel of Excellence Award for Supplier Speed and Agility
- Hitachi Excellent Partner Award
- ZTE Best Performance Supplier Award
- Brocade Technology Achievement Award
- Avaya Key Supplier Award
- Fujitsu Technical Achievement Award

