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## A Strategic Change to Vicom's Business in New Zealand

Dear Valued Vicom Customer,

I am writing to you to let you know about an exciting change to Vicom's business in New Zealand.

Following a strategic review of its business, Vicom (in Australia and New Zealand) has decided that we can better serve our customers by offering the complete range of **VIAVI (formerly JDSU)** products, rather than just the 'AvComm' (Wireless and Avionics) products that VIAVI acquired when it purchased the Aeroflex business from Cobham in 2018.

This will enable us to offer our customers a more complete range of technologies, from RF to fibre (RAN to Core), and for Lab to Field test, monitoring and troubleshooting applications.

As a result of this new partnership with VIAVI, we will be terminating our relationship with EXFO. We will however continue to work with EXFO to manage the transition to a new partner in a way that provides the best possible support to our customers. We are aiming to have this transition complete by the end of the year, but with a target date of November 30<sup>th</sup>.

Concurrently VIAVI is ending its relationship with WWG who will continue to service their existing opportunities and commitments with customers until December 31<sup>st</sup> 2019. New opportunities and any commitments that extend beyond this date will be managed by Vicom. Vicom will work as closely as possible with VIAVI and WWG to ensure uninterrupted support for customers during this transition period.

Going forward, Vicom will offer the full range of VIAVI products; and we will be contacting you soon to discuss how we can continue to support you and your business with the VIAVI product range. In the interim please contact me directly if you have any questions or concerns.

Regards,

A handwritten signature in black ink, appearing to read "Roger Kane", with a long, sweeping horizontal line extending to the right.

Roger Kane  
Managing Director – Vicom  
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