

Our story



Smarter
network
in sight.



Our strong history of innovation as well as the unwavering commitment and foresight of our global team are uniquely positioning EXFO as the trusted advisor that customers can count on for their network transformations and subscriber insights.

Founder and Executive Chairman
Germain Lamonde

EXFO was founded over 30 years ago in the apartment of an engineering student turned entrepreneur. Germain Lamonde had just completed his master's degree in optics at Université Laval in Quebec City, Canada, when he kicked off EXFO's impressive growth trajectory with an initial investment of just one hundred dollars. Mr. Lamonde foresaw that fiber optics would become the medium of choice for communications networks worldwide, a bold vision that ran contrary to popular opinion. He struck out on his own to develop modular handheld power meter and light source test instruments, followed by a succession of portable instruments to measure the integrity of optical fiber. Under Mr. Lamonde's leadership as CEO, EXFO would go on to earn its place as the global market leader in optical test solutions, and the communications industry's trusted advisor for testing, monitoring and analytics.

Profitable innovation from Day 1

Thanks to the initial support of Bell Canada and the strong success of EXFO's first products with a few US communications service providers, the company delivered compound annual sales growth above 60% during its first 16 years as a pure-play supplier in the optical testing space. EXFO is unusual in that it was profitable from Year 1, with all profits reinvested in the company. As a result, the company's growth was funded without any venture capital leading up to EXFO's debut on the stock market in June 2000. Consequently, Mr. Lamonde, who still holds majority ownership, managed the company with a long-term strategy and a constant focus on profitability. This approach built EXFO into a strong organization and maximized shareholder value.

Case in point: EXFO acquired Montreal-based Avantas Networks, a pre-revenue test company, during a major telecom downturn in November 2001, which allowed EXFO to emerge as the world leader in high-speed network testing, from 10 to 400G. Over the years, EXFO has completed several other acquisitions in adjacent markets, including: copper, IP service assurance, analytics, optical RF testing, real-time network topology and performance analysis of mobile networks and subscriber experience.

The communications industry's test, monitoring and analytics experts

Today, EXFO is the market leader in optical and high-speed Ethernet testing as well as a top 5 provider of service assurance solutions. The company has more than 2,000 employees in over 25 countries. More than 2,000 customers rely on EXFO's unique blend of equipment, software and solutions to deliver superior network performance, service reliability and subscriber insights. They include 95% of the largest communications service providers, most network equipment manufacturers and the leading webscale companies.



Our strategic capabilities, vision, industry experience and leadership are a great combination to drive EXFO's growth and achieve new heights.

CEO
Philippe Morin



Germain Lamonde and Philippe Morin

On the management front, Mr. Lamonde handpicked Philippe Morin to replace him as CEO in April 2017. Mr. Morin, who has more than 25 years of experience in the telecommunications industry, was initially appointed EXFO's Chief Operating Officer in November 2015. Before joining EXFO, Mr. Morin was Senior Vice-President of Worldwide Sales and Field Operations at Ciena, where revenue increased from \$1.6 billion to \$2.5 billion during his tenure. He also held senior management positions at Nortel Networks, including President of the Optical Networking Division.

As Executive Chairman, Mr. Lamonde retains leadership of EXFO's acquisition strategy and select strategic initiatives; he remains actively involved in defining the company's growth initiatives as well as corporate governance practices.

EXFO serves over 2000 customers in more than 100 countries.
To find your local office contact details, please go to www.EXFO.com/contact.