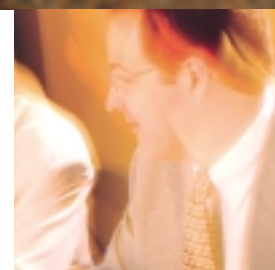
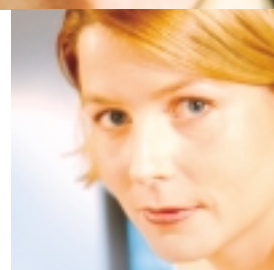




+ 2000 customers
 + 70 countries
 + 80 product families

Strong Global Player



burleigh
 An EXFO Company



EFOS
 An EXFO Company



2000 December

Acquires Burleigh Instruments
 Increases manufacturing capacity

2001 February

Joins TSE 300
 Opens Singapore sales office and service center

March

Acquires EFOS, now EXFO Photonic Solutions
 Launches OWA-9500 Optical Waveguide Analyzer
 Releases IQ-12007A Multiwavelength Comb Controller
 Introduces NR-9200HR Optical Fiber Analyzer



- **Service centers**
Quebec City, Canada
Paris, France
Singapore
Beijing, China
- **Manufacturing operations**
Quebec City, Canada
Toronto, Canada
Victor, NY, USA
- **Sales locations**
(located in 12 countries)



Diversified global customer base. Global sales diversification was at the core of EXFO's growth strategy for 2001. Geographically, our sales were spread among North America, Europe, Asia and the rest of the world with a 58%, 21%, 13% and 8% split, respectively. As a multisite company, EXFO continues to enhance its market positioning and sales coverage. In Europe, we expanded into a new Paris sales office and service center. In Asia, our sales nearly tripled and were backed by new service center openings in Singapore and Beijing. With our diversified customer base, no single company accounted for more than 6.4% of sales. The sum of the parts: we have designed a strategy to tap into diverse revenue streams for dynamic global coverage and scope.



May		June		July		August	
Shows Novacure® IR at OFC	Releases FTB-400 Universal Test System	Opens Beijing sales office and service center	Expands into new European sales office and service center	Introduces FR-3000 NanoRobot®	Launches IQ-12001-04 Multifiber Test System	Enters agreement to acquire Avantis Networks	Posts strong year-end results
							