



Fact Sheet

QUICK FACTS

- #1 in the U.S. IP SMB market (up to 500 employees) in 2006
(Source: "InfoTrack for Unified Communications": InfoTech, April 2007)
- #1 in the U.K. SMB market (sub 100 lines)
(Source: MZA, 3Q2007)
- #2 in Canada IP communications market
(Source: InfoTech, 3Q2007)
- #2 in the U.K. enterprise communications market
(Source: MZA, 3Q2007)
- #2 in Western Europe in terms of IP extensions shipped
(Source: MZA, 2Q2007)
- Pro forma revenues of U.S. \$845 million
- Capitalization of over U.S. \$1 billion

Mitel® is a leading provider of voice, video, and collaborative communications solutions and services for businesses of all sizes. We operate in over 90 countries, offering easy access to our sales and service organizations via our own network of over 100 offices, which support over 1,500 value-added resellers and partners around the world.

Our entrepreneurial heritage, built upon agility and flexibility in the way we serve our customers, has continued over the company's history. Our recent merger with Inter-Tel has expanded our reach, and our continuing investment in the research and development of IP-based communications solutions, alongside the development of numerous innovative and award-winning products, has propelled us into our current market-leading position. As the telecommunications industry shifts rapidly towards a new era of value-added, IP-based business communications solutions, we offer the broadest portfolio and give our customers the greatest choice.

Going from strength to strength across the globe, Mitel has received substantial industry accolades and awards from prestigious industry bodies and publications. Recent recognition includes:

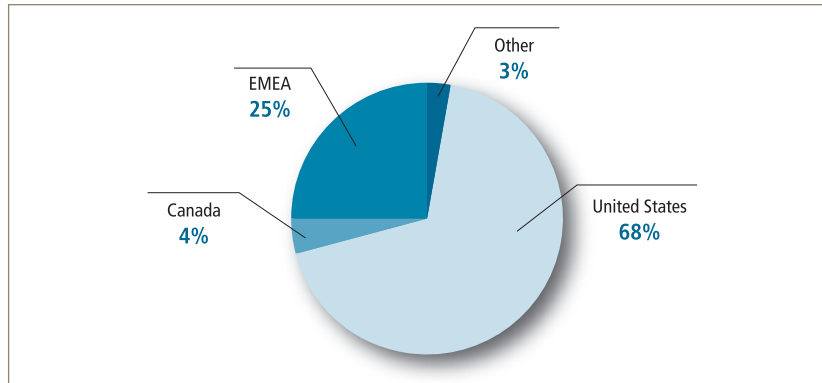
- 2007 Internet Telephony Product of the Year - Mitel Intelligent Phone Applications Suite
- 2007 Customer Interaction Solutions Product of the Year - Inter-Tel Web Conferencing and Remote Support
- 2007 Internet Telephony Excellence Award for Internet Telephony Magazine - Mitel Your Assistant
- 2007 TMC Labs Innovation Award for Customer Interaction Solutions Magazine - Mitel Customer Interaction Solutions
- 2007 TMC Labs Innovation Award for Internet Telephony Magazine - Mitel Applications Suite
- 2007 IP Contact Center Technology Pioneer Award - Mitel Customer Interaction Solutions



Financial Highlights

- 2007 fiscal year revenues: U.S.\$845 million
(pro forma as at the end of respective fiscal years)

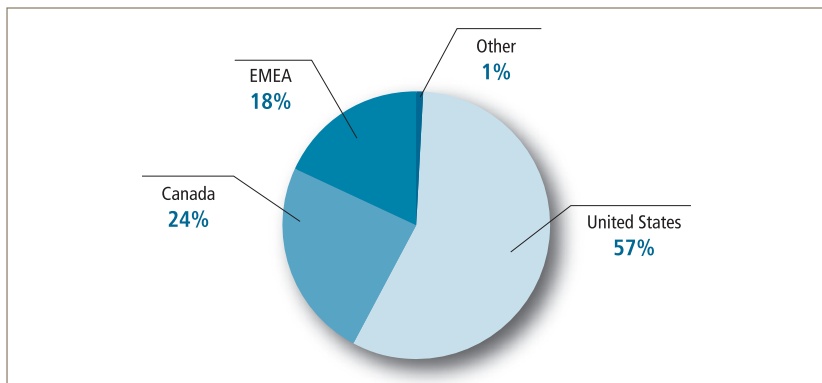
Revenues by region



Company Highlights

- Over 100 offices worldwide, including major offices in: United States, Canada, Mexico, Brazil, United Kingdom, France, Germany, The Netherlands, Italy, Spain, Dubai, Saudi Arabia, South Africa, Singapore, China, Australia
- Coverage in over 90 countries
- Over 1,500 channel partners
- Approximately 3,000 employees

Employees by region



Ownership

Mitel is a private company.
Major investors include:
Francisco Partners Group
Morgan Stanley Principal Investments
Wesley Clover

Senior Officers

Don Smith, CEO
Paul Butcher, President and COO
Steven Spooner, CFO
Jim Davies, CTO
Rick Dell, President Sales U.S.
Ron Wellard, Executive Vice President (EVP) Product Development
Doug Michaelides, VP Global Marketing
Graham Bevington, VP and GM, EMEA
Roger Fung, VP and Managing Director, Asia Pacific

Regional Headquarters

Global

Mitel
350 Legget Drive
Kanata, Ontario
Canada K2K 2W7
Tel: (613) 592-2122
Fax: (613) 592-4784
Website: www.mitel.com

EMEA

Mitel
Castlegate Business Park
Portskewett, Caldicot
NP26 5YR
U.K.
Tel: +44(0)1291-430000
Fax: +44(0)1291-430400

U.S.

Mitel
7300 West Boston Street
Chandler, Arizona 85226
Tel: +1(480) 961-9000
Fax: +1(480) 961-1370

Asia Pacific

Mitel
Asia Pacific Limited
Unit B, 20/F
88 Hing Fat Street
Causeway Bay, Hong Kong
Tel: +852 2508 9780
Fax: +852 2508 9232



www.mitel.com



Global Headquarters	U.S.	EMEA	CALA	Asia Pacific
Tel: +1(613) 592-2122	Tel: +1(480) 961-9000	Tel: +44(0)1291-430000	Tel: +1(613) 592-2122	Tel: +852 2508 9780
Fax: +1(613) 592-4784	Fax: +1(480) 961-1370	Fax: +44(0)1291-430400	Fax: +1(613) 592-7825	Fax: +852 2508 9232

For more information on our worldwide office locations, visit our website at www.mitel.com/offices

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