



## 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:

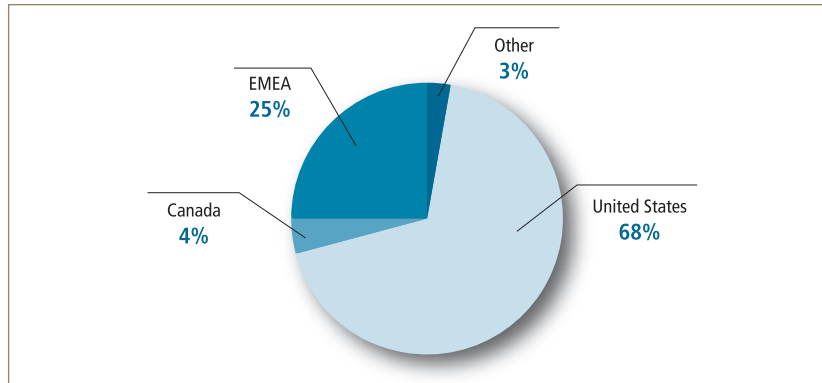
- 2007 Internet Telephony Product of the Year - Mitel Intelligent Phone Applications Suite
- 2007 Customer Interaction Solutions Product of the Year - Inter-Tel Web Conferencing and Remote Support
- 2007 Internet Telephony Excellence Award for Internet Telephony Magazine - Mitel Your Assistant
- 2007 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)

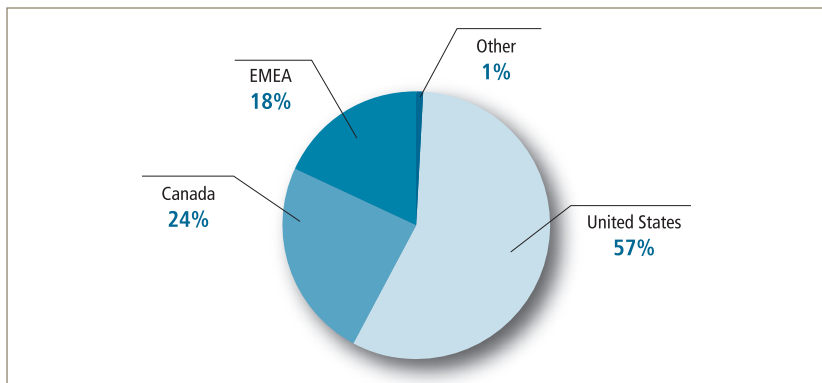
### Revenues by region



## 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

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For more information on our worldwide office locations, visit our website at [www.mitel.com/offices](http://www.mitel.com/offices)

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