

Mitel Confirmed as Global Market Share Leader for Business Cloud Communications

New report from Synergy Research Group shows Mitel with nearly twice as many cloud communications subscribers and seats as nearest competitor

OTTAWA, Ontario, February 12, 2015 – Mitel® (Nasdaq:MITL) (TSX:MNW) continues to extend its lead in cloud communications worldwide with confirmation that it is now the global market share leader, according to a new report from Synergy Research Group. As of Q3 2014, Mitel powers nearly 20 percent of all cloud communications based on subscriptions and seats with more than 850,000 cloud seats globally.

Mitel also announced today the release of [Mitel's next-generation MiCloud solution](#) giving service providers speed-to-market advantages and the ability to lower Total Cost of Ownership (TCO) for their customers.

"Mitel has been powering cloud communications since the introduction of our first hybrid system in 2008. Since then, we have expanded our cloud offering to ensure we offer customers the best path to the cloud. This is fueling our growth and propelling Mitel to widen our lead in the industry. We continue to see strong demand for our MiCloud solutions both from direct subscribers and through our global network of partners," said Jon Brinton, EVP and GM of Mitel Cloud Services.

Mitel's global cloud communications lead is based on Synergy Research Group's *Cloud Business Communications Market Share Report, Worldwide Q3 2014*. In addition to increasing its lead to nearly 20% of the global cloud communications market based on subscriptions and seats, Mitel has nearly 32 percent of the enterprise cloud communications market worldwide, the report shows.

"Based on worldwide subscribers and seats, Mitel is the fastest growing provider of cloud communications, trending upward and outpacing its competition, said Jeremy

Duke, Founder and Chief Analyst, Synergy Research Group. "This is a great time to have such momentum as our research shows significant industry adoption of cloud communications, with subscribers and seats more than doubling from Q3 2013 to Q3 2014."

Mitel's broad portfolio of cloud communications helps customers migrate to private, public or hybrid cloud solutions, based on their needs. The company provides cloud communications services on a subscription basis with options for small to mid-sized companies and for larger enterprise businesses. Mitel also provides a full range of cloud communications solutions through its global network of partners, including Unified Communications as a Service (UCaaS). Mitel powers more than 33 million cloud connections each day.

About Mitel

Powering more than 2 billion connections every day, Mitel (NASDAQ: MITL; TSX: MNW) helps businesses connect, collaborate and take care of their customers. That includes more than 33 million cloud connections daily, making Mitel the world's fastest growing provider of cloud communications. Our business communications experts serve more than 60 million users with over 2500 channel partners in more than 100 countries. We have #1 market share in EMEA and have been identified by top industry analyst firms as a business communications leader. For more information, go to www.mitel.com and follow us on Twitter @Mitel

Forward Looking Statements

Some of the statements in this press release are forward-looking statements (or forward-looking information) within the meaning of applicable U.S. and Canadian securities laws. These include statements using the words believe, target, outlook, may, will, should, could, estimate, continue, expect, intend, plan, predict, potential, project and anticipate, and similar statements which do not describe the present or provide information about the past. There is no guarantee that the expected events or expected results will actually occur. Such statements reflect the current views of management of Mitel and are subject to a number of risks and uncertainties. These statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, operational and other factors. Any changes in these assumptions or other factors could cause actual results to differ materially from current expectations. All forward-looking statements attributable to Mitel, or persons acting on its behalf, and are expressly qualified in their entirety by the cautionary statements set forth in this paragraph. Undue reliance should not be placed on such statements. In addition, material risks that could cause results of operations to differ include the Mitel's ability to achieve or sustain profitability in the future since its acquisition of Aastra; fluctuations in the quarterly and annual revenues and operating results; fluctuations in foreign exchange rates; current and ongoing global economic instability, political unrest and related sanctions, particularly in connection with the Ukraine and the Middle East; intense competition; reliance on channel partners for a significant component of sales; dependence upon a small number of outside contract manufacturers to manufacture products; the ability to successfully integrate the acquisition of Aastra and realize certain synergies; and, our ability to implement and achieve our business strategies successfully. Additional risks are

described under the heading "Risk Factors" in Mitel's Transition Report on Form 10-K for the eight month period ended December 31, 2013, filed with the Securities and Exchange Commission on March 31, 2014. Forward-looking statements speak only as of the date they are made. Except as required by law, we do not have any intention or obligation to update or to publicly announce the results of any revisions to any of the forward-looking statements to reflect actual results, future events or developments, changes in assumptions or changes in other factors affecting the forward-looking statements.

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