NEWS RELEASE

Mitel Expands Management Team in Asia Pacific Region to Deliver Mobile-First and Cloud-Enabled Solutions

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New Leadership Signals Mitel's Growth in Mainland China and Southeast Asia

- Appointments of Henry Lu to mainland China operations and Sean Foo to Southeast Asia bring deep market expertise
- Asian market presence includes next-generation mobile Centers of Excellence in Bengaluru and Shanghai
- APAC expansion further aligns with Mitel's recently announced mobile enterprise strategy

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, has appointed new leadership in Asia, naming Henry Lu and Sean Foo as vice presidents. The appointments signal Mitel's strong commitment to address increasing demand in the region for mobile-first and cloud-enabled solutions.

[[{"type":"media","view_mode":"media_large","fid":"29061","attributes":{"alt":"Henry Lu","class":"media-image","height":"275","style":"","title":"","typeof":"foaf:Image","width":"181"}}]]

Henry Lu, Mitel's vice president, Sales and Operations, mainland China

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Sean Foo, Mitel's vice president, Sales and Operations, ASEAN and North Asia

Photos accompanying this release are available at:

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Accelerating further development of Mitel's offering in mainland China, Mr. Lu brings a proven record of meeting diverse customer requirements through innovative solutions and has demonstrated experience growing businesses in the Chinese market. He recently served as general manager of sales for JDS China. Prior to that, he

held business development positions at Agilent and Tektronix. Mr. Lu will spearhead initiatives from Mitel's office in Beijing.

Mr. Foo comes to Mitel with more than 20 years of telecom industry experience, primarily focused on unified communications and collaboration, specializing in solving complex customer challenges with advanced technology. Before joining Mitel, he led sales and business development efforts at Avaya and ShoreTel. Mr. Foo will drive Mitel's growth in Southeast Asia from the company's Singapore location.

In addition to Mitel's presence in Beijing, Singapore and other key cities in the region, the company continues to operate mobile technology Centers of Excellence in Shanghai and Bengaluru to support the development of Software-Defined Networking (SDN) and Network Functions Virtualization (NFV) technologies. The Bengaluru facility also recently expanded its scope to include next-generation enterprise technologies.

Quotes

"Focused on building relationships with carriers and channel partners, Henry Lu and Sean Foo strengthen Mitel's value proposition in mainland China and Southeast Asia as we continue to expand our global footprint and make strides towards fulfilling the promise of our vision for the mobile enterprise," said Bob Agnes, Mitel's executive vice president and general manager, APAC.

"Mobile, LTE, cloud and NFV are all hot topics in the Chinese market—areas in which Mitel has unparalleled expertise, so the potential for Mitel in China is huge. I am honored to join the company at such a pivotal moment and look forward to showcasing Asia as an innovator in the world of business communications," said Henry Lu, Mitel's vice president, Sales and Operations, mainland China.

"In Asia, there is a growing demand for technologies such as unified communications as a service, as well as mobile and cloud-based solutions. Widespread adoption of smart devices is driving many organizations to leapfrog from traditional TDM solutions to fixed-mobile convergence. Mitel's cloud portfolio and mobile innovations make it well positioned to serve this market," said Sean Foo, Mitel's vice president, Sales and Operations, ASEAN and North Asia.

Important Facts

- **Nearly One out of Four New Cloud Communications Users Chooses Mitel**
- **Gartner recognizes Mitel as a Leader for Unified Communications Globally**
- **Mitel is the only brand across five Gartner Magic Quadrant Reports for business communications**
- Mobile carriers on three continents have gained a first-to-market advantage with Mitel's VoWiFi solutions
- Mitel enabled the industry's first VoLTE service, first IMS VoWiFi application, first RCSe and the first NFV-based IMS implementation

Related Material

- Read about **Mitel's strategy for bringing together mobile, cloud and enterprise communications**
- Discover "**How Cloud Communications Is Opening Up Possibilities**"
- Download the whitepaper "**Mobilizing Real-Time Communications**"

Social Media

- Twitter: New executive appointments signal Mitel's expansion in mainland China and Southeast Asia
- Twitter: Mitel appoints Henry Lu as vice president for mainland China and Sean Foo as vice president for Southeast Asia

Tags/Keywords

- Henry Lu, Sean Foo, Asia-Pacific, mainland China, Southeast Asia, Bob Agnes, cloud, enterprise, mobility, 4G LTE, VoWiFi, VoLTE, real-time communications, SDN, NFV