NEWS RELEASE

Mitel Fuels Mobile Growth With Investment in 5G Cloud Connectivity Platform

2/17/2016

- New 5G initiative headed by mobile pioneer and former Mavenir CEO Pardeep Kohli
- Expanded management team with appointment of BG Kumar as President of Mitel Mobile Division

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, today announced that it is preparing for the next wave of innovation with investment in a new initiative focused on advanced 5G cloud connectivity. Mitel also announced the expansion of its senior mobile management team as global demand for 4G LTE services rapidly ramps up. According to industry analyst firm Ovum, global LTE subscriptions surpassed the one billion mark during the final quarter of 2015, with all signs indicating that strong double-digit growth will continue for the next five years.*

"In the past 12 months, Mitel has been gaining traction in the mobile space and picking up speed as adoption of 4G LTE services accelerates," said Rich McBee , President and CEO of Mitel. "In November we reported that Mitel's global footprint of mobile customers expanded from 17 to 31, an 82 percent increase in just six months. We believe that Mitel is in an envious position in this rapidly growing market and that, with today's announcement, we are taking a key step to invest for the future."

Pardeep Kohli , former CEO of Mavenir and current President of the Mitel Mobile Division, becomes President of Mitel 5G Cloud Connectivity. Pardeep is a serial mobile entrepreneur with over two decades of experience leading

the market in the race to deliver new mobile innovations. In his new role as President of Mitel 5G, Kohli will lead all activities associated with Mitel's 5G investments.

"Wireless connectivity is now an essential aspect of everyday life, but we've only just scratched the surface of the economic and social impact it will have in the future as mobile technology continues to advance," said Kohli. "Mitel's 5G platform is focused on building that future by providing the software to enable billions of mobile devices to access mobile cloud services in a flexible, cost-effective manner."

BG Kumar, a mobile industry veteran, takes over as President of the Mitel Mobile Division with responsibility for the profit and loss, sales, engineering, product line management, and operations of Mitel's Mobile Division. Kumar brings to the role extensive industry knowledge, technical expertise and strong customer relationships.

"With the number of 4G LTE subscribers continuing to increase, Mitel is ideally positioned to capitalize on our large installed base of Tier 1 mobile network operators to further expand our market position," said Kumar. "Our unique and fully virtualized VoLTE, VoWiFi and RCS solutions offer operators the economic benefits of a cloud infrastructure, the ability to cost-effectively manage the ramp-up of the VoLTE and RCS subscriber base, and the flexibility to rapidly add new communications services and scale as the market evolves."

Important Facts

- Mitel customers include 15 of the top 20 mobile carriers in the world
- Mitel powers VoLTE/ VoWiFi services in 18 countries
- Visit Mitel at **Mobile World Congress** in Barcelona at Booth 7A21

Related Materials

See the infographic "**Rise of Mobile Enterprise Infographic**"

- Watch the "**Mobile Cloud Suite video**"
- Download the whitepaper "**Seamless Communications and Collaboration**"
- Download the whitepaper "**Mobilizing Real-Time Communications**"
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Tags/Keywords

Pardeep Kohli , BG Kumar, 5G, VoLTE, VoWiFi, RCS, Cloud, 4G, LTE