NEWS RELEASE

Mitel Reports March Quarter Results

5/5/2016

Record Quarterly Cloud Revenues Grow 32%

Mobile Division Revenues Increase 55%

- Non-GAAP revenues of $276.8 million, up 3% year-over-year in constant currency
- Adjusted EBITDA1 of $25.6 million, up 62% year-over-year in constant currency
- $40 million in voluntary debt prepayments made during the quarter

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, today announced financial results for the first quarter ended March 31, 2016.

"Our solid results in the first quarter showed continued momentum in our Cloud and Mobile divisions," said Richard McBee, Chief Executive Officer. "Our Cloud business set a new quarterly record with revenue of $45.8 million, up 32% year-over-year as we continue to gain market traction globally. Year-over-year growth of 55% in Mobile was fueled by new footprint wins as well as the transition of existing footprints into network-wide roll-outs."

Financial Highlights

in millions (except per share data)	Q1 2016	Q1 2015 Pro Forma Constant Currency2	Historical Currency	As Reported
Non-GAAP Revenues	$ 276.8	$ 267.7	$ 277.2	$ 248.9
Non-GAAP Net Income	$ 7.3	$ 3.1	$ 5.2	$ 16.5
Non-GAAP EPS	$ 0.06	$ 0.02	$ 0.04	$ 0.16
Adjusted EBITDA1	$ 25.6	$ 15.8	$ 17.9	$ 30.4

1 - Adjusted EBITDA is defined as Net Income (Loss), adjusted for items as noted in the table included in this press release "Reconciliation of Net Income (Loss) to Adjusted EBITDA"
2 - Constant currency estimates in Q1-2015 assumes the same foreign currency exchange rates as in Q1-2016

For a Reconciliation of Net Income (Loss) to Non-GAAP Net Income please refer to the tables at the end of this release.

As Reported

- GAAP revenues were $276.1 million, which includes a $0.7 million decrease to revenue for purchase accounting adjustments resulting from acquisitions.
- GAAP net loss was $22.4 million, or $0.19 per diluted share.

"Operating discipline and solid progress towards our synergy targets enabled the company to generate cash well in excess of our working capital needs," said Steve Spooner, Mitel's Chief Financial Officer. "We closed the March quarter with just over $83 million in cash, after using $40 million to make two voluntary debt prepayments during the quarter."

Business Highlights

- On April 15, **Mitel announced a definitive agreement to acquire Polycom**, which will create a new $2.4 billion revenue company with scale and differentiated portfolio to expand in the evolving enterprise communications market. Completion of the transaction is subject to regulatory and shareholder approvals and is expected to close in the third quarter of 2016.

- In the first quarter, Mitel surpassed the two million seat mark for cloud business communications subscribers, further advancing its industry lead, ending the quarter with 2,194,000 seats, up 59% year-over-year. Recurring cloud seats grew by 18,000 during the quarter and now stands at 420,000 installed.

- During the March 2016 quarter, Mitel Mobile added 2 new technology footprint wins, bringing the total footprints won to 35. The company exited the quarter with a total of 11 carrier customers rolling out Mitel Mobile's solutions.

Business Outlook

Mitel has set the following financial performance guidance for the quarter ending June 30, 2016. Non-GAAP Revenues and non-GAAP Gross Margin % exclude the effect of purchase accounting adjustments.

	Q2-2016 Guidance
Non-GAAP Revenues	$285 million to $305 million
Non-GAAP Gross Margin %	53.0% to 55.0%
Adjusted EBITDA %	11.0% to 15.0%
Non-GAAP EPS	$0.10 to $0.16

Conference Call Information

Mitel will host an investor conference call and live webcast today at 8:30 a.m. ET (5:30 a.m. PT) to discuss its financial results for the first quarter ended March 31, 2016. To access the conference call, dial 888-734-0328. Callers outside the U.S. and Canada should dial 678-894-3054. The live webcast will be accessible on Mitel's investor relations website at **www.mitel.com**. It will be archived and available on this site for replay on Friday, May 6, 2016 after 12:00 p.m. ET for at least three months. We have also provided a slide deck to help illustrate our financial results. It has been posted on **www.mitel.com**. Our Form 10-Q is expected to be filed with the SEC by end of day on Thursday, May 5, 2016 and will include our complete financial results for the March 2016 quarter.

Non-GAAP Financial Measurements

This press release includes references to non-GAAP financial measures including Adjusted EBITDA, non-GAAP net income, non-GAAP operating expenses, non-GAAP Revenues and non-GAAP Gross Margin. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. We use these non-GAAP financial measures to assist management and investors in understanding our past financial performance and prospects for the future, including changes in our operating results, trends and marketplace performance, exclusive of unusual events or factors which do not directly affect what we consider to be our core operating performance. Non-GAAP measures are among the primary indicators management uses as a basis for our planning and forecasting of future periods. Investors are cautioned that non-GAAP financial measures should not be relied upon as a substitute for financial measures prepared in accordance with generally accepted accounting principles. Please see the reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure attached to this release.

Mitel completed the acquisition of Mavenir Systems Inc. on April 29, 2015. "As reported" results in this release and

the attached tables refer to the U.S. GAAP results of Mitel, which include the results of Mavenir from the date of acquisition. Pro-forma results reflect the results of the company as if it had been fully combined with Mavenir Systems for the full presented period. Non-GAAP Revenues and non-GAAP Gross Margin have been adjusted to exclude the effect of purchase accounting. These adjustments have no impact on Mitel's business or cash flows, but generally adversely affect the Company's reported revenues and gross margin in the period following an acquisition. For a reconciliation of Mitel's as-reported results to the pro-forma results and non-GAAP results, please see the tables attached to this release as well as the Form 8-K presenting combined historical results of Mitel and Mavenir filed with the SEC on August 6, 2015.

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 Polycom, or persons acting on either of their behalf, 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 actual results to differ from forward-looking statements include: the inherent uncertainty associated with financial or other projections; the integration of Mitel and Polycom and the ability to recognize the anticipated benefits from the combination of Mitel and Polycom; the ability to obtain required regulatory approvals for the transaction, the timing of obtaining such approvals and the risk that such approvals may result in the imposition of conditions that could adversely affect the expected benefits of the transaction; the risk that the conditions to the transaction are not satisfied on a timely basis or at all and the failure of the transaction to close for any other reason; risks relating to the value of the Mitel common shares to be issued in connection with the transaction; the anticipated size of the markets and continued demand for Mitel and Polycom products and services, the impact of competitive products and pricing and disruption to Mitel's and Polycom's respective businesses that could result from the announcement of the transaction; access to available financing on a timely basis and on reasonable terms, including the refinancing of Mitel and Polycom debt to fund the cash portion of the consideration in connection with the transaction; the integration of Mavenir and the ability to recognize the anticipated benefits from the acquisition of Mavenir; Mitel's ability to achieve or sustain profitability in the future; fluctuations in quarterly and annual revenues and operating results; fluctuations in foreign exchange rates; current and ongoing global

economic instability, political unrest and related sanctions; intense competition; reliance on channel partners for a significant component of sales; dependence upon a small number of outside contract manufacturers to manufacture products; and, Mitel's ability to successfully implement and achieve its business strategies, including its growth of the company through acquisitions and the integration of recently acquired businesses and realization of synergies, including the pending acquisition of Polycom. Additional risks are described under the heading "Risk Factors" in Mitel's Annual Report on Form 10-K for the year ended December 31, 2015, filed with the U.S. Securities and Exchange Commission (the "SEC") and Canadian securities regulatory authorities on February 29, 2016, and in Polycom's Annual Report on Form 10-K for the year ended December 31, 2015 filed with the SEC on February 29, 2016. Forward-looking statements speak only as of the date they are made. Except as required by law, neither Mitel nor Polycom has 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.

No Offer or Solicitation

This communication is not intended to and does not constitute an offer to sell or the solicitation of an offer to subscribe for or buy or an invitation to purchase or subscribe for any securities or the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issuance or transfer of securities in any jurisdiction in contravention of applicable law.

Important Information for Investors

In connection with the proposed transaction between Mitel and Polycom, Mitel will file with the SEC a registration statement on Form S-4 that is expected to include a Proxy Statement of Polycom that also constitutes a Prospectus of Mitel (the "Proxy Statement/Prospectus"). Mitel will also prepare a proxy circular in accordance with applicable Canadian securities and corporate law (the "Proxy Circular"). Polycom plans to mail to its shareholders the definitive Proxy Statement/Prospectus in connection with the transaction. INVESTORS AND SECURITY HOLDERS OF POLYCOM ARE URGED TO READ THE PROXY STATEMENT/PROSPECTUS AND OTHER RELEVANT DOCUMENTS FILED OR TO BE FILED WITH THE SEC CAREFULLY WHEN IT BECOMES AVAILABLE BECAUSE IT WILL CONTAIN IMPORTANT INFORMATION ABOUT MITEL, POLYCOM, THE TRANSACTION AND RELATED MATTERS. Investors and security holders will be able to obtain free copies of the Proxy Statement/Prospectus and the Proxy Circular (when available) and other documents filed with the SEC by Mitel and Polycom through the website maintained by the SEC at **www.sec.gov**. Investors will also be able to obtain free copies of the Proxy Statement/Prospectus and the Proxy Circular (when available) and other documents filed with Canadian securities regulatory authorities by Mitel, through the website maintained by the Canadian Securities Administrators at **www.sedar.com**. In addition, investors and security holders will be able to obtain free copies of the documents filed with the SEC and Canadian

securities regulatory authorities on Mitel's website at **investor.Mitel.com** or by contacting Mitel's Investor Relations Department at 469-574-8134. Copies of the documents filed with the SEC by Polycom will be available free of charge on Polycom's website at **http://investor.polycom.com/company/investor-relations/default.aspx** or by contacting Polycom's Investor Relations Department at 408-586-4271.

Participants in the Merger Solicitation

Mitel, Polycom and certain of their respective directors, executive officers and employees may be considered participants in the solicitation of proxies in connection with the proposed transaction. Information regarding the persons who may, under the rules of the SEC, be deemed participants in the solicitation of the shareholders of Polycom in connection with the transaction, including a description of their respective direct or indirect interests, by security holdings or otherwise, will be included in the Proxy Statement/Prospectus described above when it is filed with the SEC and Canadian securities regulatory authorities. Additional information regarding Mitel's directors and executive officers is also included in Mitel's proxy circular for its 2015 Annual Meeting of Shareholders, which was filed with the SEC and Canadian securities regulatory authorities on April 15, 2015, and information regarding Polycom's directors and executive officers is also included in Polycom's proxy statement for its 2015 Annual Meeting of Stockholders, which was filed with the SEC on April 15, 2015. These documents are available free of charge as described above.