





TWICE AS GOOD



- Over \$1.1 billion in diversified revenue
- #1 market share in Western Europe – top 5 globally
- \$100 million cloud business
- Installed base over 60M customers
- 2500 channel partners
- Broadest portfolio in the industry
- 40 years manufacturing leading IP and Digital communication solutions
- Over 35 years of innovative technology development in communications

Aastra A400 in the UK

- UK based technical support
- Committed ongoing product development
- European based research and development
- Aastra 400 control units manufactured in Europe

	 MITEL	 AASTRA A Mitel Company	Mitel + Aastra	Rank
World	3.8%	4.1%	7.9%	5
Western Europe	5.4%	14.0%	19.4%	1
Germany	0.23%	9.24%	9.5%	3
UK	19.7%	2.5%	22.2%	2
France	1.7%	29.6%	31.3%	3
Netherlands	18.3%	11.3%	29.6%	1
Sweden	1.7%	42.1%	43.8%	1
Switzerland	0.8%	30.0%	30.7%	1
North America	8.6%	0.6%	9.2%	3
US	8.2%	0.5%	8.7%	3
Canada	13.8%	1.0%	14.8%	3

Source: MZA PBX/IP PBX Market, World Quarterly Edition, Q2 2013, TTM Q3 2012 – Q2 2013



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