



Современные тенденции на рынке видео - коммуникаций.

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Polycom

ВЗГЛЯД НА POLYCOM

Финансовые показатели

US\$1.37B оборот в 2013*

US\$584M наличность и инвестиции

Стратегические партнеры

Глобальная экосистема партнеров

40+ решений совместимых с Microsoft Lync

Альянс с Microsoft, BroadSoft, IBM

Клиенты

415,000 клиентов

100% из списка Fortune 100

97% из списка Fortune 500

96% из списка Fortune Global 100

Индустрия

Назван **Group Video Systems Leader** в отчете Gartner MarketScope Report, Июнь 2014

Назван **Enterprise Video Vendor of the Year 2014 in APAC** в отчете Frost & Sullivan – 4 года из 5 последних лет

25-ЛЕТИЕ Polycom в 2015



ПРИЗНАННЫЙ ЛИДЕР НА РЫНКЕ

Gartner

**“Strong Positive” - Group
Video MarketScope,
June, 2014**

Highest ranking, 3rd year in a row

“The best integration and interoperability
with Microsoft® Lync®”

FORRESTER

**Leader - Videoconferencing
Infrastructure and Cloud
Services, July, 2014**

Perfect scores:

Scale, Deployment Flexibility, Availability
and Redundancy, Security, Management,
API Strategy

IDC

**Leader - Worldwide Enterprise
Videoconferencing Equipment
MarketScape, Aug, 2014**

“Polycom is the leading best-of-breed
vendor in the video collaboration market.”

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Source: Gartner MarketScope for Group Video Systems, Robert F. Mason, Tom Eagle, 24 June 2014

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Рыночные тенденции региона EMEA

*Video #1*¹

Наиболее предпочтительный
инструмент бизнес-
коммуникаций 2016

*90%*²

Гибкость работы (из любого
места) top-priority поколения Y

*20%*³

VaaS
Ежегодный рост 2014 to 2019

*Interop #2*⁴

Требование покупателя после
цены

*50M*⁴

Потенциал небольших
переговорных

*23%*⁵

Рост продаж Microsoft Voice

1. Source: Redshift research Study
2. Source: Worklife Balance Survey
3. Source: Canalys, July 2015
4. Source: Wainhouse, Microsoft
5. Source: Canalys, September 2015

Выбирайте решения для всего рабочего пространства



COMPANY SIZE

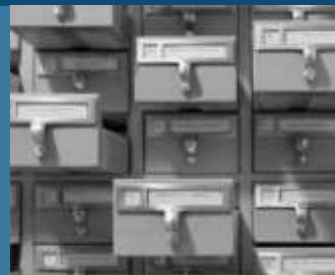
Small to Medium

Medium

Enterprise



Voice



Content



Video Collaboration



Services

SUPERIOR USER EXPERIENCE

On the Go



Home Office



Work Office



Huddle Room



Immersive Theater



Conference Room





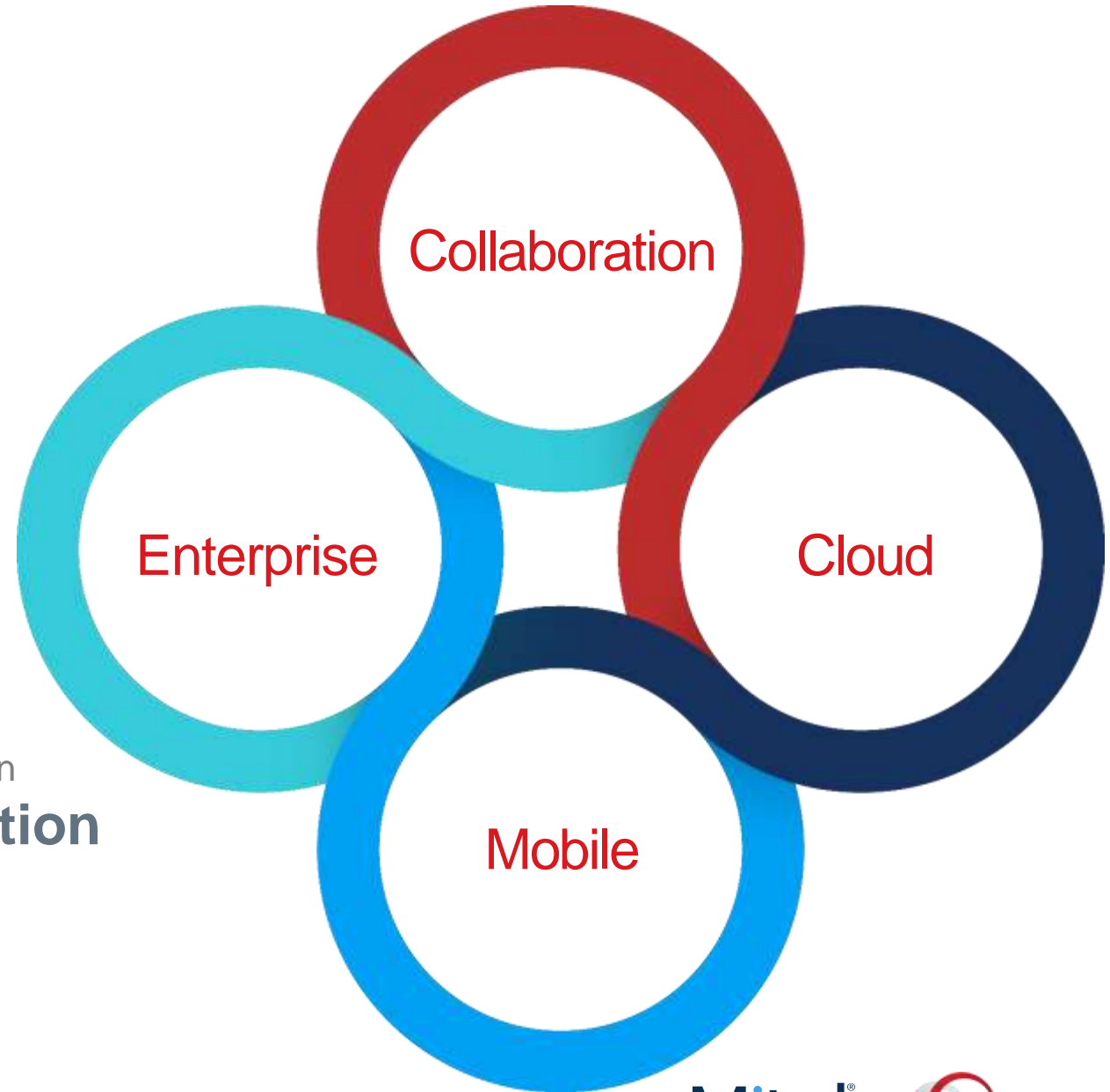


Mitel[®] покупает



Polycom[®]

Shared Vision



Mitel

Polycom

Make
communications
and collaboration
seamless

Unleash the
power of human
collaboration

Creating a Global Leader

Across Enterprise, Cloud, Mobile



- #1 Business cloud communications
- Only company in 5 Gartner Magic Quadrants
Corporate Telephony; Unified Communications; UC for mid-size Enterprises; UC as a Services; Contact Center

130 mobile operators: more than half of world's top 20

60 million business users worldwide

#1 in Europe; #4 globally

Mobile, Cloud, Enterprise

\$1.2 billion revenue



- # 1 in conference phones
- #1 SIP sets
- Gartner Magic Quadrant leader
Group Video Systems

400,000+ customers worldwide

82% of the Global Fortune 500

\$1.3 billion revenue

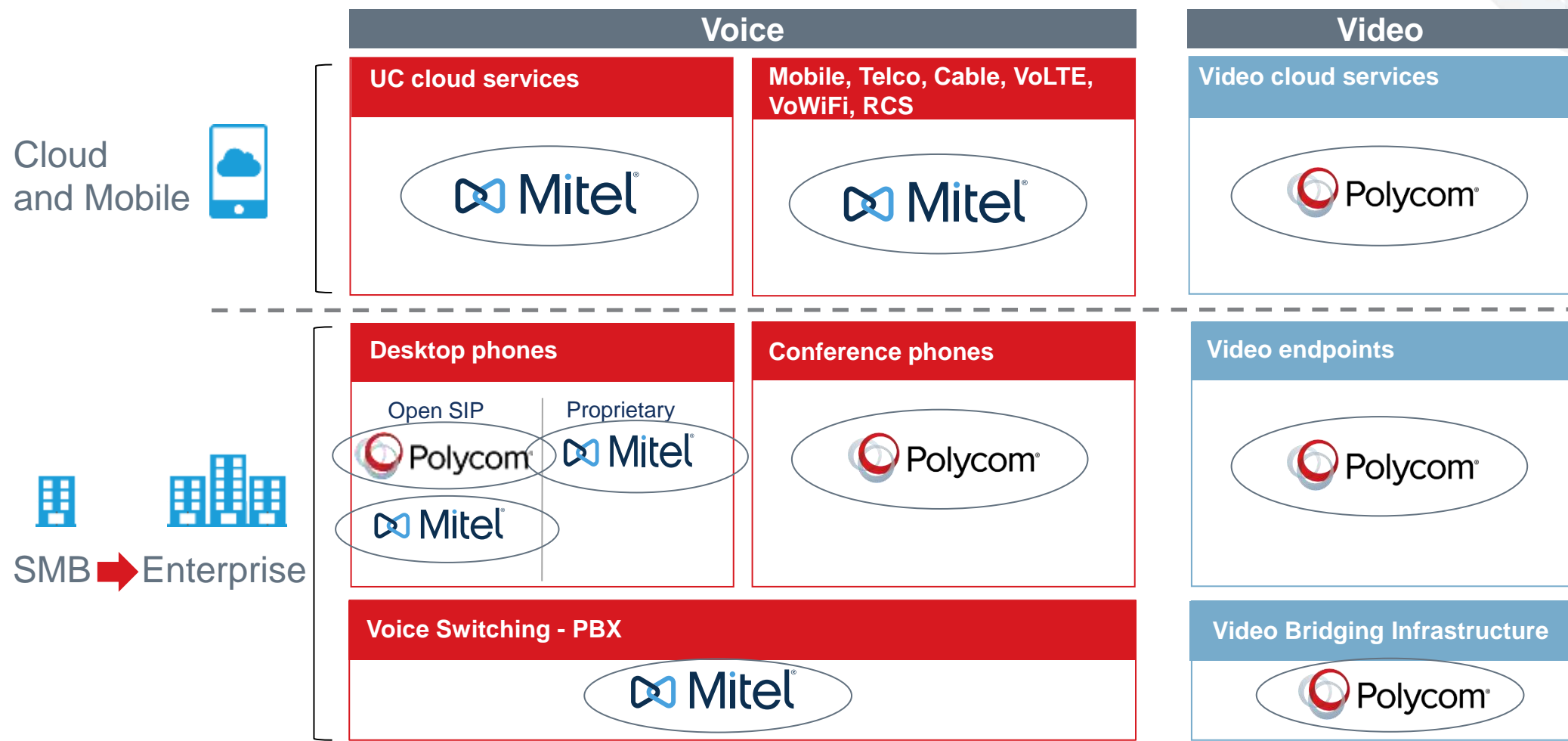
Plan to keep and leverage Polycom's Brand

Building a Communications Powerhouse with Leading Market Share



Providing Unmatched Voice and Video Portfolio

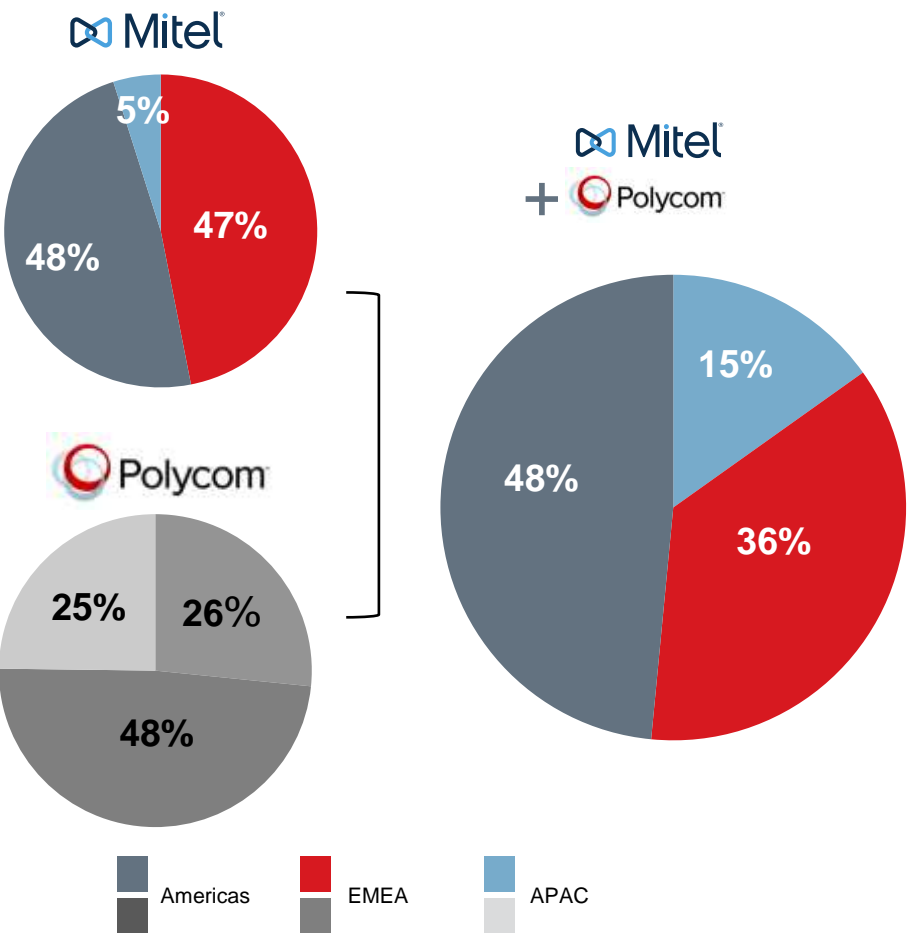
Complete technology suite






Expanded Market Presence

By Region (% revenue*)

By People



* % may total greater than 100% due to rounding
Revenues are calculated on a pro forma basis for CY 2015



	Americas	EMEA	APAC	World
Employees				
Mitel	1739	1689	972	4,400
Polycom	1613	651	1232	3,496
Combined	3352	2340	2204	7,896 employees

Transaction Highlights

Transaction Summary

- A cash and stock transaction valued at approximately \$1.96 billion
- Polycom stockholders will be entitled to \$3.12 in cash and 1.31 Mitel common shares for each share of Polycom common stock, or \$13.68 based on the closing price of a Mitel common share on April 13, 2016.
- The transaction represented a 22% premium to Polycom shareholders based on Mitel's and Polycom's "unaffected" share prices as of April 5, 2016

Transaction Structure

- Combined company to be owned 40% by current Mitel shareholders and 60% by current Polycom shareholders
- Polycom brand to be retained
- Rich McBee to become CEO; Steve Spooner to become CFO
- Combined company to be headquartered in Ottawa, Canada
- 2 Polycom directors to join Mitel board

Financial Impact

- Combined revenue \$2.5B
- Combined proforma CY15 EBITDA of \$341M
- Accretive in CY 2017

Approvals and Timing

- Unanimously approved by the Boards of Directors of both companies
- Polycom and Mitel shareholder and regulatory approvals required
- Expected to close early in Q3, 2016

Центр Решений и Технологий Polycom в Москве



Весь спектр
ВКС решений Polycom
от мобильных устройств до комнат телеприсутствия

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