



MITEL BIOGRAPHY

Don Smith

Chief Executive Officer

Don Smith brings more than 30 years of international business experience in identifying new technology markets and coupling vision with execution to his position as Chief Executive Officer of Mitel®. Since assuming this role in 2001, Don has led Mitel's highly successful venture of bringing next-generation IP Communications solutions to the global marketplace.

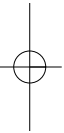
As CEO, Don is responsible for upholding and advancing Mitel's leadership in the IP Communications market, devising and executing forward-thinking business strategies and corporate policies, and overseeing Mitel's global operations. His in-depth insight and understanding of the evolution of IP Communications within enterprise and carrier networks has guided Mitel's successful transition from a traditional PBX provider into an international, market-leading IP Communications solutions vendor.

Don spent the first eight years of his career at BT Research Labs. This led to a move from the United Kingdom to Canada in the late 1970s. In Canada, he began the marketing and general management phase of his career with Mitel Corporation where he was promoted to the position of Executive Vice President in 1981 with global responsibility for Sales and Marketing. Following his career at Mitel Corporation, he became President of AIT Corporation in 1986 and accomplished a dominant position holding a 90 percent share of the automated border control world market. He then successfully took AIT public in 1993.

In 1996, he founded and was President and CEO of Cambrian Systems Corporation, a Newbridge affiliate company that was the first to identify the Metro Dense Wavelength Division Multiplexing (DWDM) market. Nortel Networks acquired Cambrian in December 1998 and Don became Nortel's Vice President and General Manager of OPTera Solutions. He was promoted to President of Optical Internet Solutions in January 2000 with global marketing responsibility for Nortel's high bandwidth optical solutions.

Don is a BSc. Engineering Graduate of Imperial College, London, UK.





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