



# Corporate Fact Sheet

**Headquarters:** Phoenix Technologies Ltd.  
915 Murphy Ranch Road  
Milpitas, California USA 95035  
(408) 570-1000  
www.phoenix.com

**NASDAQ Symbol:** PTEC

**Market Capitalization:** \$125.9M\*  
*\* as of 11/07/08*

**Top Institutional Shareholders:** Brookside Capital Management, LLC  
Renaissance Technologies Corp  
Artis Capital Management, LP  
Barclays Global Investors, NA  
Husic Capital Management  
Oberweis Asset Management Inc.  
Ramius Capital Group LLC  
Arbor Capital Management, LLC  
Spinner Asset Management, LLC  
Kopp Investment Advisors LLC

28.03M

**Shares Outstanding:**

**Description:** Phoenix Technologies Ltd. (Nasdaq: PTEC) is the global market leader in system firmware that provides the most secure foundation for today's computing environments. The PC industry's top system builders and specifiers trust Phoenix to pioneer open standards and deliver innovative solutions that will help them differentiate their systems, reduce time-to-market and increase their revenues. The Company's flagship products and services -- AwardCore, SecureCore, Embedded BIOS, FailSafe, HyperSpace, BelnSync and eSupport -- are revolutionizing the PC user experience by delivering unprecedented performance, security, reliability, continuity, and ease-of-use. The Company established industry leadership and created the PC clone industry with its original BIOS product in 1983. Phoenix has 155 technology patents and 139 pending applications, and has shipped in over one billion systems. Phoenix is headquartered in Milpitas, California with offices worldwide. For more information, visit <http://www.phoenix.com>.

Phoenix, Phoenix Technologies, AwardCore, Phoenix SecureCore, Embedded BIOS, Phoenix FailSafe, HyperSpace, BelnSync, eSupport and the Phoenix Technologies logo are trademarks and/or registered trademarks of Phoenix Technologies Ltd.

**Customers and Partners:** Phoenix works with original design manufacturers (ODMs), original equipment manufacturers (OEMs), system builders, system integrators, and independent software vendors (ISVs). Our customers and partners include AMD, Hitachi, HP, IBM, Intel, Matsushita (Panasonic), Samsung, Sony, SafeNet, Toshiba, Transmeta, and many others.

**Revenue FY 2006:** \$60.5 million  
**Revenue FY 2007:** \$47.0 million  
**Revenue FY 2008:** \$73.7 million

**Revenue Q1 2007:** \$9.7 million  
**Revenue Q2 2007:** \$9.1 million  
**Revenue Q3 2007:** \$12.6 million  
**Revenue Q4 2007:** \$15.7 million  
**Revenue Q1 2008:** \$17.4 million  
**Revenue Q2 2008:** \$17.1 million  
**Revenue Q3 2008:** \$19.3 million  
**Revenue Q4 2008:** \$20.0 million

<b>Executive Management:</b>	Woodson "Woody" Hobbs Rich Arnold Dr. Gaurav Banga David Gibbs	President and CEO COO and CFO Sr. VP, Engineering and CTO Sr. VP and GM, World Wide Field Operations
<b>Board of Directors:</b>	Michael Clair  Woodson "Woody" Hobbs Douglas Barnett Richard Noling  Mitchell Tuchman	Chairman of the Board; Chairman, Nominating, Corporate Governance and Compensation Committees President and CEO Member, Audit and Compensation Committees Chairman, Audit Committee; Member, Nominating and Corporate Governance Committees Member, Audit and Compensation Committees

**Recent Announcements: 2008**

- November 5, 2008: Phoenix Technologies and Opera Software Partner to Deliver the Fastest-Loading Browser Platform Optimized for Phoenix HyperSpace™
- October 29, 2008: Phoenix Technologies Integrates Corel(R) LinDVD(R) to Offer DVD Player in Phoenix's Instant-On Hyperspace™ PC Environment
- October 27, 2008: Phoenix Technologies Distributes Yahoo! Search to Help Consumers Manage Their PCs and Improve Their Online Experience
- October 23, 2008: Phoenix Technologies Announces Agreement With a Fortune 100 PC OEM to Provide Phoenix FailSafe™ Theft Deterrence and Data Loss Protection for Notebooks
- October 14, 2008: Phoenix Technologies Announces Agreements With Both Lenovo and Samsung to Provide Advanced Phoenix FailSafe™ Theft Deterrence and Data Loss Protection for Notebooks
- September 29, 2008: Phoenix Embedded BIOS(R) Supports Mobile Intel(R) 945GSE Express Chipset for Embedded Computing
- September 2, 2008: Phoenix Technologies Completes Acquisition of Embedded Firmware Leader General Software
- August 20, 2008: Phoenix Technologies Announces Phoenix MicroCore™ for Intel(R) Atom™ Processors for Netbooks and Nettops
- August 19, 2008: Phoenix Technologies Demos Laptop Security and Embedded Virtualization Solution, FailSafe and HyperSpace, at Intel Developer Forum
- July 24, 2008: Phoenix Technologies Announces Acquisition of Embedded Firmware Leader General Software
- July 23, 2008: Phoenix Firmware and the New Intel(R) Architecture System-on-a-Chip Enable New Embedded Markets
- July 15, 2008: Phoenix Firmware Supports New 45nm Intel(R) Core™2 Duo Processor T9400 For Embedded Applications
- July 14, 2008: Phoenix HyperSpace™ to Power Breakthrough in OS-Independent PC Security for New NEC Notebooks
- July 2, 2008: Phoenix Technologies Announces Major Milestone – First Customers for Phoenix Failsafe™ and HyperCore™
- July 1, 2008: Phoenix Technologies Ltd. Completes Acquisition of Touchstone Software
- June 5, 2008: Phoenix Tech upgraded by Dougherty & Company
- June 3, 2008: Phoenix Technologies Teams With Leading Telecom Provider to Provide Superior Data Security for Mobile Broadband Notebook Users

## Quick Facts

- May 9, 2008: Phoenix Technologies Ltd. to Host Mid-Year Investor Update; Event to be Webcast Live
- May 5, 2008: Phoenix Technologies Brings Remote Data Protection to Fujitsu Mobile Disk Drives
- May 1, 2008: Phoenix Technologies Completes Acquisition of BelnSync
- April 28, 2008: Phoenix FailSafe™ is Optimized for the Qualcomm Gobi Mobile Internet & GPS Solution
- First BIOS developer/pioneer with 26 years of core level industry experience where reliability is critical; current core systems firmware product, SecureCore, is the most sophisticated implementation of BIOS or Framework and offers both compliance with new standards and, compatibility with legacy systems and customer code.
- Dominant BIOS market share: 50%+ of overall PC market; 60%+ of portables (laptops)
- Strong industry alliances; leadership position in a number of industry standards bodies
- New product architecture developed in 2007, to build and enable the next generation PC that is faster, easier-to-use, more secure, more reliable and more manageable: FailSafe and HyperSpace launched in October 2007 and November 2007, respectively
- First customer orders for FailSafe and HyperSpace received in July 2008; Fortune 100 PC OEM customer for FailSafe signed in October, 2008
- Financial strength and stability – For fiscal 2007: total revenues grew 57% to \$73.7 million; gross margin expanded to 86.7% of revenues, compared with 79.4% in FY2007; On a non-GAAP basis, adjusted to exclude non-cash charges for amortization of intangible assets, restructuring charges and stock-based compensation, net income was \$7.6 million, or \$0.26 per diluted share, compared with a non-GAAP net loss of \$(4.7) million, or \$(0.18) per share in FY2007; cash flow from operations was \$20.5 Million, compared with deficit cash flow from operations of (\$2.4 million) in FY2007; Cash and short-term investment balances, as of September 30, 2008, were \$37.7 million, compared to \$62.7 million at September 30, 2007, reflecting three acquisitions completed during the fiscal year.

## Location:

Phoenix Technologies is headquartered in Milpitas, Calif. USA (Silicon Valley), with offices in global business and technology centers, including China, India, Japan, Korea and Taiwan.

## Worldwide Offices:

### Domestic

Milpitas, California (HQ)  
Beaverton, Oregon  
North Andover, Massachusetts  
Bellevue, Washington

### International

Hyderabad, India  
Nanjing & Shanghai, China  
Seoul, Korea  
Taipei, Taiwan  
Tokyo, Japan

## Contacts:

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### Investor Relations Counsel

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