



# 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:** \$86.5M  
*(as of 10/23/09)*

**Top Institutional Shareholders:** Brookside Capital Management, LLC  
 T. Rowe Price Associates, Inc.  
 Federated Investment Management Co.  
 Barclays Global Investors, NA  
 Renaissance Technologies Corp  
 Artis Capital Management, LP  
 Fidelity Management & Research  
 Royce & Associates LLC  
 AWM Investment  
 Kopp Investment Advisors LLC

**Shares Outstanding:** 34.66M  
*(as of September 30, 2009)*

**Description:** Phoenix Technologies Ltd., the leader in PC 3.0™ products, services and embedded technologies, pioneers open standards and delivers innovative solutions that enable the PC industry's top system builders and specifiers to differentiate their systems, reduce time-to-market and increase their revenues. The Company's flagship products and services -- SecureCore Tiano, Embedded BIOS, Phoenix Freeze, FailSafe, HyperSpace, and eSupport.com -- 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 over 210 technology patents issued and pending, and has shipped firmware in over one billion systems. Phoenix is headquartered in Milpitas, California with offices worldwide. For more information, visit <http://www.phoenix.com>.

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**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 Dell, AMD, Hitachi, HP, IBM, Intel, Matsushita (Panasonic), Samsung, Sony, SafeNet, Toshiba, Transmeta, Asus, Lenovo and many others.

Annual Revenue	
Fiscal Year Ended Sept. 30	Revenue (in millions)
2009	\$67.7
2008	\$73.7
2007	\$47.0
2006	\$60.5

Quarterly Revenue	
Quarter	Revenue (in millions)
Q409	\$17.2
Q309	\$17.3
Q209	\$15.8
Q109	\$17.4
Q408	\$20.0
Q308	\$19.3
Q208	\$17.1
Q108	\$17.4
Q407	\$15.7
Q307	\$12.6
Q207	\$9.1
Q107	\$9.7

<b>Executive Management:</b>	<p>Woodson "Woody" Hobbs  Rich Arnold  Dr. Gaurav Banga  David Gibbs</p>	<p>President and CEO  COO and CFO  Sr. VP, Engineering and CTO  Sr. VP and GM, World Wide Field Operations</p>
<b>Board of Directors:</b>	<p>Michael Clair    Woodson "Woody" Hobbs  Douglas Barnett  Richard Noling    Mitchell Tuchman</p>	<p>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</p>
<b>Recent Selected Announcements:</b>	<ul style="list-style-type: none"> <li>• October 21, 2009: Phoenix Technologies Partners With Samsung Offering Instant-On Notebooks and Netbooks</li> <li>• September 22, 2009: Phoenix Technologies Announces Hyperspace™ is Aligned With Moblin™ v2 Technology</li> <li>• September 21, 2009: Phoenix Technologies to Showcase Cutting Edge Technologies for Mobile PCs -- Instant Boot, Anti-Theft and Data Protection Technology, Instant-On/Off and All Day Computing -- at Intel Developer Forum</li> <li>• September 16, 2009: Phoenix HyperSpace™ to be Bundled With Intel® Atom™ Processor-Based Motherboards</li> <li>• August 24, 2009: McAfee and Phoenix Technologies to Deliver a Secured Computing Cloud for PC Notebook &amp; Netbook Users</li> <li>• July 13, 2009: Phoenix Announces HyperSpace™ Intergration with Moblin for Intel Processor Based Netbooks and Nettops</li> <li>• June 29, 2009: Phoenix Technologies Ltd. Announces \$13.05 Million Registered Direct Common Stock Offering</li> <li>• June 16, 2009: Phoenix Technologies First to Deliver Direct, Instant-On Access to Photoshop.com for Netbooks and Smartbooks</li> <li>• June 8, 2009: Phoenix Technologies® Helps Consumers Recover Lost Files With New UndeletePlus™</li> <li>• June 3, 2009: Phoenix Technologies Announces HyperSpace™ as the Only Instant-On Computing Environment Optimized for the Second Generation AMD Ultrathin Notebook Platform</li> <li>• June 1, 2009: Phoenix CEO, Woody Hobbs, Unveils Hyperspace™ for Instant-on, Always Connected, All Day Computing on Netbooks, Smartbooks and Ultra Thin and Light Notebooks, During His Keynote Address at Computex Taipei</li> <li>• May 6, 2009: Phoenix Technologies® Puts the 'Freeze' on Unwanted Access to Laptops With New Bluetooth Proximity Lock System</li> </ul>	

**Quick Facts**

- 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; Dell contract for FailSafe signed in October 2008; Signed strategic OEM agreement with ASUS for HyperSpace in January 2009.
- Financial strength – Phoenix maintained cash and cash equivalent balances of \$35.1 million as of September 30, 2009, compared to \$18.9 million as of June 30, 2009. On July 2, 2009, the company completed a direct common stock offering for net proceeds of approximately \$12.0 million. Total backlog as of the fourth quarter of fiscal 2009 stood at \$35.6 million and included \$21.7 million in deferred revenues.

**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**

Bangalore, India  
Nanjing, China  
Seoul, Korea  
Taipei, Taiwan  
Tokyo, Japan

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