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## Polarion Software Reports Record Sales for Fourth Quarter and Fiscal 2009

**Alameda, CA (January 22, 2010)** – Polarion Software a recognized leader in Requirements Managements and a disruptive force in the Web 2.0 application lifecycle management (ALM) marketplace, announced today record breaking 4<sup>th</sup> quarter and fiscal year-end sales revenue, celebrating what has become the most successful quarter in the Company's history coupled with dramatic year over year growth.

License revenue for the 4<sup>th</sup> quarter of Fiscal 2009 rose more than 200 percent year over year, while total revenues for Fiscal 2009 increased more than 70 percent year over year, fuelled primarily by significant growth in license revenue.

"In the midst of the worst downturn to face the global economy in many years, Polarion has listened to the needs of the market and beaten the competition to demonstrate exceptional growth and widespread customer acceptance of our business strategy," says Frank Schroeder, Polarion CEO.

### Highlights for Fiscal 2009

- 150 percent growth in US sales
- US Federal sales and GSA contracts
- Key customer wins include: Sandvik Mining & Construction, Daimler, Bombardier, US Air Force, Stanley Associates, Goodrich Aerospace, and Sony
- Significant business development and partnership sales in China, Brazil, Benelux and Nordic regions
- Strong market adoption of Polarion's requirements management solution as a replacement for antiquated legacy systems such as IBM - Rational Telelogic DOORs, IBM – Rational Requisite Pro, and Borland Caliber RM
- Successful entry into the requirements management marketplace for medical devices with vertical solution extensions, partnerships, and sales to GE Healthcare, Fresenius Medical, Phonak, and others.

Polarion's strength is people, products, and legendary customer service. "We are using Polarion for requirement, project and change management processes and achieved significant improvements in the development of embedded system solutions," says Werner Brugger, Director R&D, Atmel Automotive GmbH.

### About Polarion Software

Polarion Software is a global leader in the field of Requirements Management and comprehensive ALM software solutions and services. With over 750,000 users globally and hundreds of Fortune 1000 organizations; Polarion provides companies with fully integrated, web-based solutions to lower costs and increase efficiencies while replacing legacy client server dinosaurs with disruptive low prices sourced via multiple channels for ease of purchase, installation, and customer support. For more information, visit [www.polarion.com](http://www.polarion.com).

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