

July 16, 2008

# Intrinsyc Software International Inc. (ICS-T, \$0.47)

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## Rating: SECTOR OUTPERFORM; 12-Month Target: \$1.50; Risk: SPECULATIVE

Impact: Positive

# Event: Intrinsyc and NAVTEQ Sign Map Distribution Agreement

- Intrinsyc Software has signed a data-distribution agreement with NAVTEQ for digital map content. The digital map content will be bundled with future versions of Soleus<sup>™</sup> when their newly acquired Destinator GPS technology is integrated. Fundamentally, NAVTEQ and Intrinsyc have agreed to cross-sell their respective products.
- Financially, the map distribution agreement enables Intrinsyc to remain a mobile software company by only realizing revenue for the high-margin software business; NAVTEQ will book revenues from future contracts directly and will not use Intrinsyc as a middleman.
- We believe that the addition of GPS to future Soleus<sup>™</sup> royalties from smartphones and mobile handheld devices has the potential to add US\$1.50 US\$2.00 per unit; this is in addition to accretive contract opportunities acquired with the Destinator acquisition (LG, Motorola, ASUSTeK, Mio). We also note that Nokia recently closed their US\$8B acquisition of NAVTEQ.

*Implications:* Positive; increases product visibility through cross-selling and accretive contract opportunities with Nokia, in addition to Destinator's contracts (LG, Motorola, ASUSTEK, Mio).

*Valuation:* From a valuation perspective, Intrinsyc is trading at a discount to the Haywood Global Mobility Software Universe based on our CY2009 estimates (EV/Sales: 1.1x versus 2.7x). The situation should remedy itself throughout 2008 as the Company's customers start shipping Soleus-based devices. Our DCF-based target of \$1.50 yields a CY2009 valuation of 4.1x EV/Sales.

Last Research: July 10, 2008

Target Price Current Price Return (incl. dist'n) YTD Performance Dividend / Yield Risk Profile:	<b>\$1.50</b> \$0.47 219% -49% 0.0% <b>High</b>	52-Week High / Low \$1.30 / \$0.39 Shares O/S 161.9 million (basic) 191.0 million (F/D) <b>Market Capitalization</b> \$76.1 million Enterprise Value \$49.4 million Daily Volume (3 mo avg) 400K	Price Performance
Forecast Risk Financial Risk Valuation Risk	High High High	CurrencyC\$ unless notedCompany Web Sitewww.intrinsyc.comCEOGlenda M. Dorchak	

Please see rating structure, important disclosures, risk profile parameters, disclaimers, and notes on pages 3 - 6 of this report.





3 months ago.

Rating: Sector Outperform Target: \$1.50 Intrinsyc Software International Inc. Ticker Price Market Cap. (\$M): \$0.47 ICS-T Shares O/S (M) 191.0 \$76 Alpha: Product delivery in Taiwan, China and EMEA will provide positive synergy and momentum to future licensing deals Company Description - Intrinsyc is a leader in software and services that enable next-generation handheld and embedded products, including mobile phones and converged devices. ent Highlights are International Inc. - Cha 50 Day MA 200 Day MA \$1.20 nvestment Brief - The company's mobile software products, engineering services, and years of expertise help OEMs, service providers, and silicon providers deliver ompelling wireless products with faster time-to-market and improved development cost. Intrinsyo is a Microsoft Windows Embedded Gold Partner, the 2007 Windows imbedded Excellence Award winner for System Integrator, and a Symbian Platinum Partner. m \$1.00 \$0.8 \$0.60 Catalysts - Continued design wins, two have been announced so far, should drive royalty revs. \$0.40 \$0.20 Risks - Handset mftrs and OEMs decide not to go with Windows CE platform; slow shipments delay royalty stream. \$0.0 Recent Financings: Equity Offering Feb 2008 - 28.6M @ \$1.05 Past Equity Offering May 2007 - 33.3M @ \$0.60 ep-07 20-toC Vov-07 5 Nec-O 60 2.0 Management: Glenda Dorchak, Chairman & CEO; George Reznik, CFO; Randy Kath, CTO Financial Forecasts Quar FY-end Dec-31 2006A 2007A 2008E 2009E 2010E Q1/2008A Q2/2008E Q3/2008E Q4/2008E Q1/2009E Revenues (\$mlns) 19.1 18.2 28.2 64.0 79.0 5.6 6.2 8.2 8.2 15.3 Rev. Growth % -5% 55% 127% 24% 11% 33% 0% 86% Consensus Revenue Est. (\$mins) 0.0 19.5 27.9 55.8 65.5 4.9 5.0 7.5 9.1 10.4 20 (16.6) -12% 3 months ago. EBITDA (\$mins) 23 47 3.3 57 8 0.2 (20.3) 14.8 (3.7) (3.9) (6.7) -73% (6.0) 10% (14.8) EBITDA Growth % Consensus EBITDA Est. (\$mlns) -22% -5% 103% 117% 342% 0.0 (3.6) (14.2)(19.0) (10.1) 1.2 (4.5) (5.8) (4.8) (4.1) 3 months ago. EPS (FD) (\$) (14.2) (14.4) (4.1) (0.3) (3.6) (4.5) (5.8) (4.8) 7.8 (0.24) (0.16) (0.16) 0.01 0.09 (0.03) (0.03) (0.05) (0.05) (0.00 EPS Growth % Consensus EPS Est. (\$) 35% -2% 105% 998% -4% -68% 7% 989 0.01 (0.03) (0.17) (0.11) (0.04) (0.03) (0.03) (0.03) (0.03) 3 months ago. CFPS (FD) (\$) (0.17) (0.10) (0.00 0.05 (0.03 (0.03) (0.03) (0.02) (0.01 (0.19) (0.15) (0.13) 0.11 (0.04) (0.01) (0.04) (0.04) (0.00) 0.07 CFPS Growth % -20% -15% 152% 63% 76% -378% 11% 98% Consensus CFPS Est. (\$) -(0.08) 0.07 (0.02) (0.01) (0.02)

(0.02)

(0.03)

\*All consensus numbers are from Capital IQ

Valuation Metrics	2006	2007	2008	2009			Analyst F	Ratings: C	apital IQ		Pote	ential Upsic
EV/EBITDA - Current	NM	NM	NM	20.1x			Average	e Target		\$1.16		147
Est. EV/EBITDA - Target			NM	NM			Median	Target		\$1.25		166
EV/SALES - Current	1.9x	NM	2.7x	1.1x			Sector	Outperfor	m	5		
Est. EV/SALES - Target			9.7x	4.1x			Sector	Perform		0		
Current, 1-Year, 2-Year							Sector	Underpert	form	0		
DCF Target		\$1.49	\$1.58	\$1.70			# of An	alysts		5		
Comparables	Stock Pric	e	Pot.		EV/Sales		EBITDA	Margin	P	/E	EV/	BITDA
	Today	Target	Return	2008	2009	2010	2008	2009	2008	2009	2008	2009
Intrinsyc Software International Inc.	0.47	1.50	219%	2.7x	1.1x	0.7x	-72%	5%	NM	57.1x	NM	20.1x
Esmertec AG	9.80	10.00	2%	4.3x	3.3x	2.9x	9%	13%	NM	NM	NM	25.4x
Access Company, Ltd.	174,000	381,667	119%	1.6x	1.4x	1.2x	6%	9%	NM	39.9x	25.4x	14.9x
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0.02

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0.08

Esmertec AG	9.80	10.00	2%	4.3x	3.3x	2.9x	9%	13%	NM	NM	NM	25.4x
Access Company, Ltd.	174,000	381,667	119%	1.6x	1.4x	1.2x	6%	9%	NM	39.9x	25.4x	14.9x
Opera Software ASA	24.50	25.19	3%	5.4x	3.9x	3.0x	12%	18%	NM	35.2x	NM	22.3x
BSQUARE Corp.	4.20	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Smith Micro Software Inc.	6.32	13.79	118%	1.6x	1.4x	1.2x	16%	22%	9.9x	7.7x	10.2x	6.2x
Infraware Inc.	16,150	27,000	67%	4.3x	3.5x	3.1x	34%	42%	18.0x	11.5x	12.8x	8.4x
Acrodea Inc.	199,000	425,000	114%	NM	2.3x	1.9x	NM	0%	NM	NM	NM	NM
Average				3.5x	2.7x	2.2x	15%	17%	14.0x	23.6x	16.1x	15.4x
									*All conser	nsus numb	ers are from	n Capital IQ

Historical Valuation Parameters	EV/E	BITDA	P/9	CF	EBITDA	Growth	EPS G	irowth	Sales 0	Growth	Retur	ns %
3-Yr Avg.	NTM	TTM	2008	2009	2008	2009	2008	2009	2008	2009	Last 3mtl	YTD
Intrinsyc Software International Inc.	NM	NM	NM	4.2x	22%	-117%	-2%	105%	55%	127%	-46%	-49%
Esmertec AG	NM	NM	NM	28.8x	189%	100%	89%	119%	26%	30%	21%	-11%
Access Company, Ltd.	26.4x	27.2x	32.1x	25.9x	-32%	71%	102%	NM	4%	14%	-40%	-66%
Opera Software ASA	NM	NM	NM	30.7x	220%	99%	230%	93%	45%	37%	61%	90%
BSQUARE Corp.	NM	1.1x	NM	NM	NM	NM	NM	NM	NM	NM	-9%	-38%
Smith Micro Software Inc.	14.5x	NM	NM	NM	120%	63%	NM	29%	37%	20%	-18%	-25%
Infraware Inc.	14.1x	NM	13.9x	9.4x	64%	52%	64%	57%	41%	21%	14%	1%
Acrodea Inc.	27.5x	22.3x	NM	11.0x	NM	NM	NM	NM	NM	NM	-62%	-42%
Average	20.6x	16.9x	23.0x	21.2x	112%	77%	121%	74%	31%	24%	-5%	-13%

\*All consensus numbers are from Capital IQ

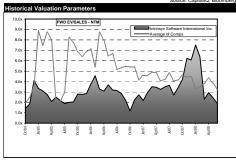
		Intrinsyc Software			
Discounted Cash Flow Analysis (FY-End Dec, US\$)	2007	2008	2009	2010	2011
Modeled Units Shipped	125,000	675,000	7,500,000	10,000,000	11,250,000
Revenue (\$)	19,705,794	28,188,280	63,955,155	79,035,002	87,876,002
Revenue growth	6%	43%	127%	24%	11%
EBITDA (\$)	(14,455,074)	(20,254,629)	3,349,025	14,791,936	17,455,080
EBITDA Margin	-73%	-72%	5%	19%	20%
Amortization (\$)	821,282	1567,704	2,774,889	2,899,786	2,979,386
EBIT (\$)	(15,276,356)	(21,822,332)	574,137	11,892,150	14,475,694
NOPAT [ EBIT * (1- effective tax rate) ]	(15,565,689)	(21,868,580)	574,137	11,892,150	14,475,694
Plus Amortization (\$)	821,282	1567,704	2,774,889	2,899,786	2,979,386
Less Capital Expenditures (\$)	(575,046)	(699,103)	(1023,282)	(948,420)	(1,054,512)
Capital Intensity	0	0	0	0	0
Net Working Capital Changes	471,143	1290,692	3,826,040	(1,522,740)	347,466
Terminal Value		305,459,556	305,459,556	305,459,556	
Equity Value		268,987,300	302,213,717	324,841,710	
DCE Value		149	158	170	

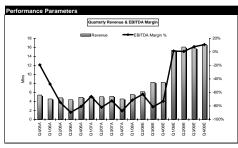
Source: Haywood Securities Inc., Company Reports, Target, Return and Forecasts are Consensus Based Using Capital IQ.

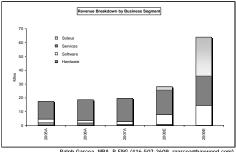
Source: Haywood Securities



Key Statistics			
Price / Target / Return	\$0.47	\$1.50	219.1%
52wk Hi / Lo		\$1.30	\$0.39
Shares O/S (mins)			
Basic / F.D.		161.9	191.0
Float			150.0
Cash Burn / Dividend Yield		1.2	0.0%
Short Interest / as % of Float		0.0	0.0%
Daily Volume (3-Mth. Avg. mlns	)		0.40
Market Cap. / Enterprise Value	(mlns)	76.1	49.4
Cash / Debt (mins)		26.7	0.0
Net Cash / Share			\$0.16
Tang. Book Value / Share			\$0.25
Company CEO / Website	Glenda I	I. Dorchak	www.intrinsyc.com
Top Holders:			
1) Camlin Asset Management	Limited		2.8%
<ol><li>IG Investment Management</li></ol>	2.1%		
<ol><li>Gruber &amp; McBaine Capital M</li></ol>	1.1%		
Ownership:			
Management Control (Proxy)		1.7 M	1.0%
			*Source: CapitalIO Bloomberg







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7/16/08

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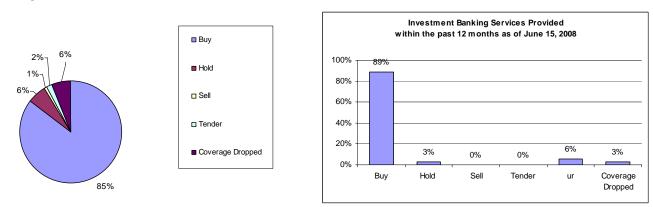
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Rating Distribution March 15, 2008 - June 15, 2008

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7/16/08

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