



### **Intrinsyc Software International, Inc.**

**Company Update** 

October 2008

### **Forward-looking Statements**



- This presentation contains statements which, statements or information may include financial and other projections as well as statements regarding the Company's future plto the extent that they are not recitations of historical fact, may constitute forward-looking information under applicable Canadian securities legislation. Such forward-looking ans, objectives, performance, revenues, growth, profits, operating expenses or the company's underlying assumptions. The words "may", "would", "could", "will", "likely", "expect," "anticipate," "intend", "plan", "forecast", "project", "estimate" and "believe" or other similar words and phrases may identify forward-looking statements or information. Persons reading this presentation are cautioned that such statements or information are only predictions, and that the Company's actual future results or performance may be materially different.
- Factors that could cause actual events or results to differ materially from those suggested by these forward-looking statements include, but are not limited to: the Company's ability to continue to earn the revenue from Destinator products after the acquisition, and to integrate the acquired business into its own operations; the need to develop, integrate and deploy software solutions to meet our customer's requirements; the possibility of development or deployment difficulties or delays; the dependence on our customer's satisfaction; the timing of entering into significant contracts; our customers' continued commitment to the deployment of our solutions; the risks involved in developing integrated software solutions and integrating them with third-party products and services; the performance of the global economy and growth in software industry sales; market acceptance of the Company's products and services; customer and industry analyst perception of the Company and its technology vision and future prospects; the success of certain business combinations engaged in by the Company or by its competitors; political unrest or acts of war; possible disruptive effects of organizational or personnel changes; technological change, new products and standards; risks related to acquisitions and international expansion; reliance on large customers; concentration of sales; international operations and sales; management of growth and expansion; dependence upon key personnel and hiring; reliance on a limited number of suppliers; industry growth; competition; intellectual property; product defects and product liability; currency exchange rate risk; and including but not limited to other factors described in the Company's reports filed on SEDAR, including its Annual Information Form and financial report for the year ended December 31, 2007. In drawing a conclusion or making a forecast or projection set out in the forward-looking information, the Company takes into account the following material factors and assumptions in addition to the above factors: the Company's ability to execute on its business plan; the acceptance of the Company's products and services by its customers; the timing of execution of outstanding or potential customer contracts by the Company; the sales opportunities available to the Company; the Company's subjective assessment of the likelihood of success of a sales lead or opportunity; the Company's historic ability to generate sales leads or opportunities; and that sales will be completed at or above the Company's estimated margins.
- This list is not exhaustive of the factors that may affect our forward-looking information. These and other factors should be considered carefully and readers should not place undue reliance on such forward-looking information. All forward-looking statements made in this presentation are qualified by this cautionary statement and there can be no assurance that actual results or developments anticipated by the Company will be realized. The Company disclaims any intention or obligation to update or revise forward-looking information, whether as a result of new information, future events or otherwise, except as required by law.
- All amounts are in United States dollars, unless otherwise indicated.

### Intrinsyc Software Corporate Overview



- Intrinsyc is a mobility software solutions provider founded in a deeply experienced wireless technology team
  - 12 years wireless engineering and 10 years navigation software
  - 75% of employees in technical roles; strong industry leadership
  - 36 patents filed/granted
- Growth through wireless software solutions
  - Soleus<sup>™</sup> and Destinator<sup>®</sup> software
  - Solutions for C-PND, consumer handsets, handhelds
- Positioned to support global markets
  - Dev/Eng: Beijing, Bellevue, Herzliya, Taipei, Vancouver
  - Sales: Cupertino, London, Taipei, Vancouver
  - HQ: Vancouver



# Seasoned Leadership with Deep Wireless Software and Industry Skills



#### Glenda Dorchak, Chairman & CEO

Intel 5.5 years, Value America, IBM 23 years. Joined Intrinsyc August 2006

#### Tracy Rees, Chief Operating Officer

BSquare, CalAmp, Anasoft. Joined Intrinsyc Jan 2008

#### Souheil Gallouzi, VP & GM, Mobile Products & Development

Qualcomm 8 years, Leap Wireless, Nortel. Joined Intrinsyc November 2007

#### George Reznik, Chief Financial Officer

Pivotal Software, Infowave, DDS, Deloitte. Joined Intrinsyc April 2008

#### Mark Longo, General Counsel & VP Corporate Development

Datawire Communications, Star Data. Joined Intrinsyc June 2007

# Intrinsyc Wireless Business Built on a Strong Foundation



#### Intrinsyc software products have momentum

- Soleus<sup>™</sup> released December 2006 6 design wins for wireless handsets and connected PNDs including Samsung Systems LSI
- Destinator® provides best in class navigation and LBS solutions for tier one OEMs
- Soleus wins Microsoft 2008 "Partner Excellence Award for connected PNDs"



### Engineering Services provides the foundation:



- 12 year Microsoft® Windows® Embedded Partner
- Only North American-based Symbian Competence Center
- Co-inventor ARM® Intelligent Energy Manager for Windows® Mobile



- Experts in UI, telephony and power management
- 2007 Microsoft Systems Integration Partner of the Year



# Intrinsyc's Software Targets a Significant Growth Market Opportunity



**OS** Commoditization

**5.6 Billion** (2013)

3.1 Billion (2007)

**Mobile Phone Subscribers** 

- Strategy Analytics

Mobile 2.0: Mobile Web

100 Million (2012)

27 Million (2007)
LBS Subscribers
- Berg Insight

Mobile Services

1.7 Billion (2013)

577 Million (2008)

Mobile Internet Users
- Juniper Research

Location-Aware Devices

Context Aware Gesture UI

Multimedia Convergence

550 Million (2012)

240 Million (2008)

GPS Enabled Handsets

- ABI Research

833 Million (2013)

341Million (2008)
Touch Screens Shipped
- iSuppli

462 Million (2008)

24 Million (2007)

Mobile TV Subscribers

- ABI Research

# Soleus<sup>™</sup> is Positioned to Enable the Next Generation Wireless Experience



#### Soleus software platform enables:

- Accelerated consumer handset development
- Diverse product portfolio design flexibility
- Lower R&D costs

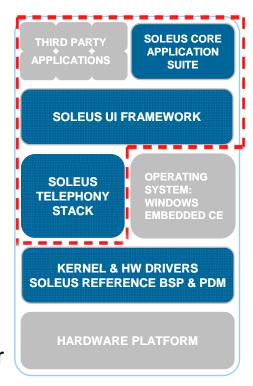
#### Core value: Completeness

- Fully customizable UI framework (XML-based)
- Microsoft Windows® Embedded CE pre-certified telephony stack (3G)
- Pre-integrated third-party mobile applications

### Leverages Microsoft Windows Embedded CE

- Windows Embedded CE core SKU
- Tool chain based on Visual Studio and Platform Builder





# Soleus<sup>™</sup> Enables Innovative Custom User Experiences



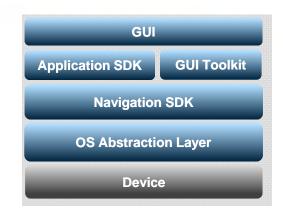
- Soleus simplifies development of unique user interfaces (UI)
  - Tools for UI development reduce development time
  - Designed for flexibility and customization
- Supports creation of OEM device portfolio
  - MDTV, multimedia
  - GPS, LBS
- Soleus delivers value to:
  - Handset manufacturers
  - Network operators
  - Service providers
  - Silicon vendors
  - PND manufacturers



# Destinator® Software Delivers World Class Navigation Experience



- Enables navigation & LBS on handsets, connected PNDs and PNDs
  - Customizable user interface
  - Integration with phone features
  - Best-in-class routing
  - Global support and map coverage
- Content and Location-Based Services
  - Global support and map coverage
  - TMC, cheapest gas, travel guides
- Support for all High Level OS
  - On Windows® Mobile, Symbian (UIQ, S60), Linux





### Intrinsyc Software Well Established with Tier One OEMs





- Soleus<sup>™</sup> momentum with tier one OxMs
  - Software bundling with Samsung and a second silicon vendor
  - Mio Moov 380 connected PND
  - Quanta 3G device
  - MSI MDTV wireless handset

**MIO Moov 380** 





### Destin/\tor-

- Mature integrated solution shipping with tier one OxMs
  - ASUSTek
  - LG
  - Motorola
  - Local solution for Nokia N95







Motorola A1600



ASUS P750

Connected PND opportunities for combined Soleus + Destinator<sup>®</sup> solution

### Internet on Handsets Enables New Devices that Deliver Context Aware Services



You are enjoying an MP3 you downloaded as you pass your favorite venue



You stop to take a photo and receive an LBS message that the band is playing tomorrow





Making Mobility Work

\*Conceptual User Scenario Only

### Context Aware Digital World: Mobile On the Move



As you drive home, your GPS enabled phone updates the best route based on the latest road conditions







\*Conceptual User Scenario Only

# Context Aware Digital World: The Mobile "Home Experience"



As you enter your home, your daily activities and downloads are backed up on your PC



Your phone UI is updated with your "Home Experience" allowing you to control lights, temperature and interact with your TV and order movies





\*Conceptual User Scenario Only

Making Mobility Work

### **Intrinsyc Next Generation Products Direction**



- Soleus™ and Destinator® next gen will focus on the differentiated next generation user experience:
  - Dynamic user interface
  - Seamlessly integrated navigation & LBS
  - Multimedia and mobile web
  - Support for custom mobile services
- Enabling technology and tools
  - Support for the "new programming model"
- **Enabling Tools** Multi-3rd Web LBS Comm media Party Apps Core Applications **UI Framework Application Engine** Device OS Modem **Drivers** kernel Interfaces
  - Support for multiple OS platforms and open source libraries
  - Development tools to enable faster time to market

Next generation Soleus will enable rapid development of context aware user experience platforms

### **Intrinsyc Financial Overview**



### Strong Q2 revenue driven by wireless engineering services and Soleus licensing:

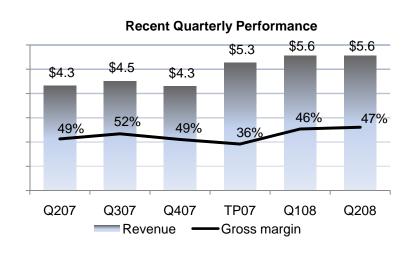
- Strong revenue from engineering services and growing contribution from our software
- \$30.0 million in cash as of June 30, 2008.
- Subsequent to quarter-end, completed acquisition of certain assets and operations of Destinator Technologies Inc. for \$15.9 million\*

#### Intrinsyc software products provide growth:

- License and maintenance fee
- Per unit royalties at 80-90% gross margin
- Blended gross margin of 70 to 80%

#### 2008 revenues will deliver solid growth

- Over one-third from software solutions.
- Improved gross margin



\*(CDN \$8.5 million in cash or assumption of liabilities of DTI and the issuance of 11.0 million Intrinsyc common shares from treasury).

### **Positioned To Grow Software Solutions Business**



- Experienced leadership team with deep expertise in wireless technology
- Large immediate market opportunity
- Business model: Licensing fees and per unit shipped royalties
- Multiple target customers in the engagement pipeline
- Silicon vendor partners expand market adoption and enable software solutions
- Soleus with navigation positions Intrinsyc to address growing location based services opportunity





### Thank you



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