# CANACCORD Adams

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

ICS : TSX : C\$0.28

SPECULATIVE BUY

Target: C\$1.20

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#### **COMPANY STATISTICS:**

52-week Range:	C\$0.18-1.30
Avg. Daily Vol. (000s):	333.6
Market Cap (M):	C\$168.8
Shares Out (M) basic:	161.9
Shares Out (M) diluted:	161.9

#### EARNINGS SUMMARY:

FYE Aug	2006A	2007A	2008E	2009E
Revenue (M): EV/Sales	US\$18.7	US\$19.7	US\$28.0	US\$67.0
(x):	1.3	1.3	0.9	0.4
EPS:	US\$(0.24)	US\$(0.18)	US\$(0.12)	US\$0.01
P/E (x):	NM	NM	NM	48.2

#### SHARE PRICE PERFORMANCE:



#### **COMPANY SUMMARY:**

Intrinsyc Software is a mobility software and services company, based in Vancouver, BC. The company's technologies and services enable companies to identify and create solutions to make mobile devices connect and work. Intrinsyc creates and licenses mobile and embedded software products to OEMs, as well as a suite of server-based interoperability solutions. Additionally, the company provides engineering services to support these products.

All amounts in C\$ unless otherwise noted.

### Technology - Software - Software and Services INTRINSYC SIGNS DESTINATOR SOFTWARE LICENCE AGREEMENT

#### Event

Intrinsyc announced that it signed a Destinator software licence agreement with a personal navigation device (PND)/mobile phone manufacturer. Intrinsyc will provide customized Destinator navigation software for a new line of PNDs that are in development.

#### Impact

Positive. We believe that the contract was signed with an existing Intrinsyc/Destinator customer and that it applies to a series of new devices that will be launched in multiple countries. Although no financial details have been disclosed, we expect royalty revenues to commence in 2009. We suspect that the contract also provides an opportunity for Intrinsyc to sell its Soleus product to the same customer in the future.

#### Action

Although management was unable to provide much detail, we believe the news is positive and should offer some reassurance to investors. We reiterate our SPECULATIVE BUY rating and 12-month target price of C\$1.20 per share based on our DCF.

#### Valuation

Intrinsyc now trades at 0.4x our F09 revenue estimate of US\$67 million. This is based on our assumed Q3 ending cash balance of US\$20 million and 161 million issued shares. Our C\$1.20 target price translates into a 2.6x multiple, which we believe is reasonable given the company's growth profile.

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#### **Investment risks**

The main risks to our outlook include the competitive environment intensifying, design wins taking longer than expected to close, design wins not translating into material revenue due to failed device launches, ESG division revenue erosion, and key management leaving the firm. Other risks include litigation, adverse F/X trends, slower-than-expected growth in the mobile device market, faster-than-expected ASP erosion at handset OEM/ODMs pressuring Intrinsyc's ASPs down significantly, and broader macroeconomic forces impacting the market.

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#### Site Visit:

An analyst has visited Intrinsyc's material operations in Vancouver, BC, Canada. No payment or reimbursement was received from the issuer for the related travel costs.

#### **Price Chart:\***



\* Price charts assume event 1 indicates initiation of coverage or the beginning of the measurement period.

<b>Distribution of Ratings:</b>		Coverage	Universe	IB Clients
Global Stock Ratings	Rating	#	%	%
(as of 2 September 2008)	Buy	367	63.2%	36.5%
	Speculative Buy	55	9.5%	61.8%
	Hold	136	23.4%	17.6%
	Sell	23	4.0%	8.7%
		581	100.0%	
System:	HOLD: The stock is e SELL: The stock is e NOT RATED: Canac "Risk-adjusted retur designated investme	expected to g cord Adams rn" refers to t	enerate nega does not pro the expected	tive risk-adjust vide research c return in relati
Risk Qualifier:	SPECULATIVE: Stoc criteria. Investments	0		
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#### Canaccord Adams Research Disclosures as of 19 September 2008

Company	Disclosure
Intrinsyc Software International Inc.	1A, 2, 3, 7

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