

November 20, 2008

Intrinsyc Software International Inc. (ICS-T, \$0.06)

Ralph Garcea, MBA, P. Eng (416-507-2609, rgarcea@haywood.com) Kristian Bauer (416-507-2786, kbauer@haywood.com)

Rating: SECTOR OUTPERFORM; 12-Month Target: \$0.65; Risk: SPECULATIVE

Impact: Positive

Event: Intrinsyc Signs Latin American Destinator® SLA

- Intrinsyc Software has signed a Destinator® software license agreement (SLA) with a leading mobile device manufacturer.
- The Destinator® SLA is for use on a Windows Mobile 6.1 smartphone, which is currently shipping in Brazil (implying royalties in Q4/08). Additional phones utilizing the same Destinator® integration will soon be released in other Latin American markets.
- Financial details or expected shipping quantities were not disclosed.

Implications: Positive; the Latin American market penetration represents another high-growth opportunity for Intrinsyc. The Destinator product continues to deliver royalty revenues, and we expect the new SoleusTM Transit product to leverage Destinator's momentum throughout 2009.

Valuation: From a valuation perspective, Intrinsyc is trading at a discount to the Haywood Global Mobility Software Universe based on our CY2009/CY2010 estimates (EV/Sales: 2009: -0.3x versus 1.2x, 2010: -0.2x versus 1.1x). Our DCF-based target of \$0.65 is based on a 10% discount rate and a terminal 10x EV/EBITDA multiple.



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





ICS-T

191.0

Intrinsyc Software International Inc.

Ticker Shares O/S (M)

Alpha: Product delivery in Taiwan, China and EMEA will provide positive synergy and momentum to future licensing deals.

Price

Market Cap. (\$M):

\$0.06 \$9 Rating: Sector Outperform Target: \$0.65

Investment Highlights Company Description - Intrinsyc is a leader in software and services that enable next-generation handheld and embedded products, including mobile har

phones and converged devices

Investment Brief - The company's mobile software products, engineering services, and years of expertise help OEMs, service providers, and silicon providers deliver compelling wireless products with faster time-to-market and improved development cost. Intrinsyc is a Microsoft Windows Embedded Gold Partner, the 2007 Windows Embedded Excellence Award winner for System Integrator, and a Symbian Platinum Partner.

Catalysts - Continued design wins, two have been announced so far, should drive royalty revs.

Risks - Handset mftrs and OEMs decide not to go with Windows CE platform; slow shipments delay royalty stream.

Recent Financings: Equity Offering Feb 2008 - 28.6M @ \$1.05 Past Equity Offering May 2007 - 33.3M @ \$0.60

Management: Philip Ladouceur, Chairman; Tracy Rees, COO & Interim CEO; George Reznik, CFO

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Financial Forecasis (03Da)		14	uiiiuai				Qua	literiy		
FY-end Dec-31	2007A	2008E	2009E	2010E	2011E	Q1/2008A	Q2/2008A	Q3/2008A C	24/2008E	Q1/2009E
Revenues (\$mins)	18.2	25.0	29.8	40.1	50.3	5.6	5.6	7.9	6.0	5.9
Rev. Growth %		37%	20%	34%	25%		0%	42%	-24%	-2%
Consensus Revenue Est. (\$mlns)		26.9	42.0	57.4		4.9	5.4	7.8	7.8	
3 months ago.		33	56	72		5	5	8	9	
EBITDA (\$mlns)	(16.6)	(15.8)	(6.1)	2.2	8.2	(3.7)	(3.9)	(3.9)	(4.5)	(2.7)
EBITDA Growth %		5%	62%	137%	267%		-5%	-1%	-15%	40%
Consensus EBITDA Est. (\$mins)		(16.7)	(9.2)	3.9		(3.6)	(4.4)	(5.8)	(4.4)	
3 months ago.		(16.2)	(6.3)	12.1		(3.6)	(4.4)	(5.9)	(4.9)	
EPS (FD) (\$)	(0.16)	(0.12)	(0.06)	(0.01)	0.02	(0.03)	(0.03)	(0.04)	(0.03)	(0.02)
EPS Growth %		24%	50%	88%	362%		4%	-26%	7%	33%
Consensus EPS Est. (\$)		(0.13)	(0.08)	(0.01)		(0.03)	(0.03)	(0.04)	(0.03)	
3 months ago.		(0.13)	(0.05)	0.01		(0.03)	(0.03)	(0.04)	(0.03)	
CFPS (FD) (\$)	(0.15)	(0.10)	(0.03)	0.02	0.05	(0.04)	(0.01)	(0.03)	(0.03)	(0.02)
CFPS Growth %		-34%	66%	152%	161%		60%	-97%	9%	41%
Consensus CFPS Est. (\$)		(0.11)	(0.02)	0.08		(0.02)	(0.01)	(0.03)	(0.03)	
3 months ago.		(0.08)	0.01	0.07		(0.02)	(0.01)	(0.01)	(0.02)	
					*All consens	us numbers are from Cap	ital IQ, cov	ered compar	nies are d	enoted by *

Valuation Metrics	2006	2007	2008	2009			Analyst R	atings: C	apital IQ		Pote	ntial Upside
EV/EBITDA - Current	NM	NM	NM	NM			Average	e Target		\$0.43		678%
Est. EV/EBITDA - Target			NM	46.6x			Median	Target		\$0.18		218%
EV/SALES - Current	1.9x	NM	NM	NM			Sector 0	Outperform	n	3		
Est. EV/SALES - Target			4.2x	3.5x			Sector F	Perform		2		
Current, 1-Year, 2-Year							Sector L	Underperf	orm	1		
DCF Target		\$0.58	\$0.66	\$0.73			# of Ana	alysts		6		
Comparables	Stock Price	e	Pot.		EV/Sales		EBITDA	Margin	P/	Έ	EV/E	BITDA
	Today	Target	Return	2008	2009	2010	2008	2009	2008	2009	2008	2009
*Intrinsyc Software International Inc	0.06	0.65	1082%	-0.37x	-0.31x	-0.23x	-63%	-20%	NM	NM	NM	NM
Esmertec AG	6.37	10.00	57%	2.9x	2.2x	2.0x	9%	13%	NM	NM	NM	17.1x
Access Company, Ltd.	120,400	266,333	121%	0.9x	0.8x	0.6x	6%	10%	NM	25.2x	13.8x	8.1x
Opera Software ASA	12.00	21.94	83%	2.0x	1.5x	1.1x	14%	19%	26.5x	15.4x	14.1x	7.8x
BSQUARE Corp.	2.80	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Smith Micro Software Inc.	5.05	8.44	67%	1.3x	1.1x	1.1x	17%	19%	8.3x	7.2x	7.5x	5.8x
Infraware Inc.	6,050	25,000	313%	1.5x	1.2x	0.9x	30%	39%	7.4x	4.2x	4.9x	2.9x
Acrodea Inc.	82,100	491,000	498%	1.2x	0.7x	0.7x	28%	31%	14.0x	8.9x	4.0x	2.3x
Average				1.6x	1.2x	1.1x	18%	22%	14.1x	12.2x	8.9x	7.3x

Historical Valuation Parameters	EV/E	BITDA	P/0	CF	EBITDA	Growth	EPS G	rowth	Sales 0	Frowth	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	NM	-5%	-62%	24%	50%	37%	20%	-86%	-94%
Esmertec AG	NM	NM	45.5x	18.7x	189%	100%	89%	119%	26%	30%	-36%	-42%
Access Company, Ltd.	29.4x	6.9x	20.3x	13.2x	-32%	71%	103%	NM	4%	13%	-37%	-76%
Opera Software ASA	NM	NM	22.5x	13.5x	NM	81%	NM	72%	47%	37%	-43%	-7%
BSQUARE Corp.	NM	3.9x	NM	NM	NM	NM	NM	NM	NM	NM	-22%	-59%
Smith Micro Software Inc.	13.0x	NM	NM	NM	128%	29%	NM	16%	37%	16%	-31%	-40%
Infraware Inc.	13.6x	NM	6.0x	3.7x	42%	67%	51%	76%	36%	30%	-64%	-62%
Acrodea Inc.	NM	16.0x	6.8x	3.4x	NM	75%	NM	57%	NM	59%	-52%	-76%
Average	18.7x	8.9x	20.2x	10.5x	82%	70%	81%	68%	30%	31%	-41%	-52%

		Intrinsyc Software			
Discounted Cash Flow Analysis (FY-End Dec, US\$)	2007	2008	2009	2010	2011
Modeled Units Shipped	125,000	62,500	2,000,000	4,875,000	7,875,000
Revenue (\$)	19,705,794	24,966,330	29,844,040	40,136,556	50,316,242
Revenue growth	2%	31%	20%	34%	25%
EBITDA (\$)	(13,434,798)	(15,757,574)	(6,057,602)	2,243,785	8,230,235
EBITDA Margin	-70%	-63%	-20%	6%	16%
Amortization (\$)	797,385	1927,630	2,975,896	2,876,187	2,817,428
EBIT (\$)	(14,232,183)	(17,685,204)	(9,033,499)	(632,402)	5,412,807
NOPAT [EBIT * (1- effective tax rate)]	(14,513,611)	(17,931,596)	(9,033,499)	(632,402)	3,788,965
Plus Amortization (\$)	797,385	1927,630	2,975,896	2,876,187	2,817,428
Less Capital Expenditures (\$)	(562,912)	(1,726,021)	(477,505)	(481,639)	(603,795)
Capital Intensity	0	0	0	0	0
Net Working Capital Changes	303,368	2,211,151	4,735,617	(1569,439)	(537,694)
Terminal Value	Terminal Multiple 10.0x	135,209,022	135,209,022	135,209,022	
Equity Value	WACC 10%	104,519,030	125,864,058	139,349,286	
DCE Value		0.69	066	0.73	

DCF Value 0.58 0.66 Source: Haywood Securities Inc., Company Reports, Target, Return and Forecasts are Consensus Based Using Capital IQ.

Source: Haywood Securities, Capital IQ (* Haywood Covered Company)



Key Statistics			
Price / Target / Return \$0.	06 \$0.65	1081.8%	
52wk Hi / Lo	\$1.30	\$0.05	
Shares O/S (mins)			
Basic / F.D.	161.9	191.0	
Float		150.2	
Cash Burn (mths) / Dividend Yield	i 1.3	0.0%	
Short Interest / as % of Float	0.0	0.0%	
Daily Volume (3-Mth. Avg. mlns)		0.39	
Market Cap. / Enterprise Value (m	Ins) 8.9	-10.8	
Cash / Debt (mins)	19.7	0.0	
Cash / Shr & Net Cash / Shr	\$0.12	\$0.12	
Tang. Book Value / Share		\$0.23	
Company CEO / Website	Tracy Rees	www.intrinsyc.com	
Top Holders:			
 IG Investment Management, Ltd 	d.	10.1%	
2) Camlin Asset Management Limi	ited	3.9%	
3) Sprott Asset Management Inc.		1.8%	
Ownership:			
Management Control (Proxy)	1.7 M	1.0%	











*All consensus numbers are from Capital IQ, covered companies are denoted by



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