



# Corporate Presentation

## November 2001

**Derek Spratt • Chairman & Chief Strategist**

# Company Snapshot

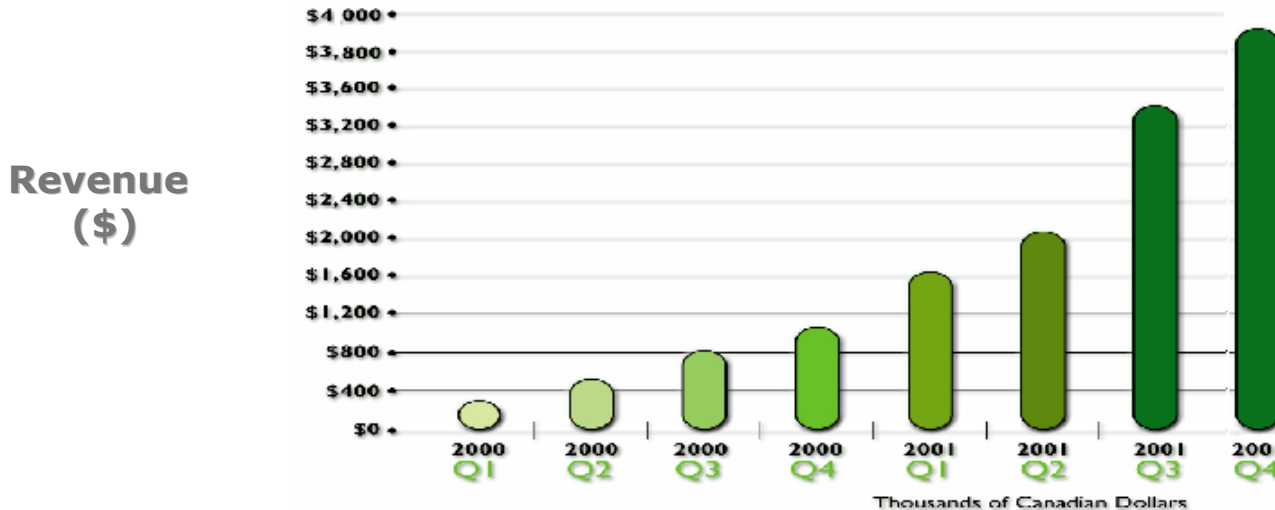


- Operating profitability
- Strengthened cash position
- Major design wins across all main product groups
- Favourably positioned with key alliances



# Financial Milestones

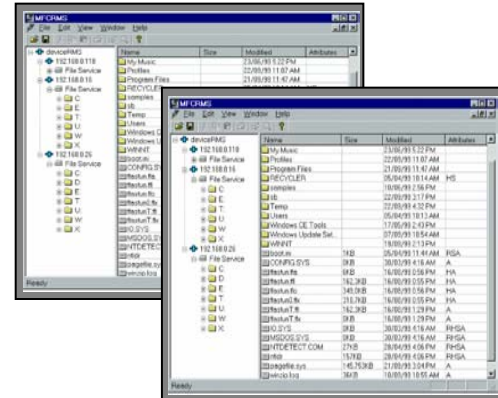
- \$3.9M revenue for QIV, \$10.9M for FY2001
- 34% average quarterly growth over 4 quarters
- Gross Margins increased to 64% in QIV, 58% for FY2001
- QIV Operating Income of \$9,000
- Cash position of \$13M in QIII grew to \$15M in QIV





# Mission

A leading developer of **licensable** technologies that enable **global customers** to **create, link and manage** networks of devices and appliances.



# Corporate Snapshot

- Complete end-to-end solution
- Over 1000 international customers
- 85 world-class employees (60% engineering)
- Scalable business model
- Licensable, intellectual property
  - 2 patents, 6 patents filed
- TSE:ICS

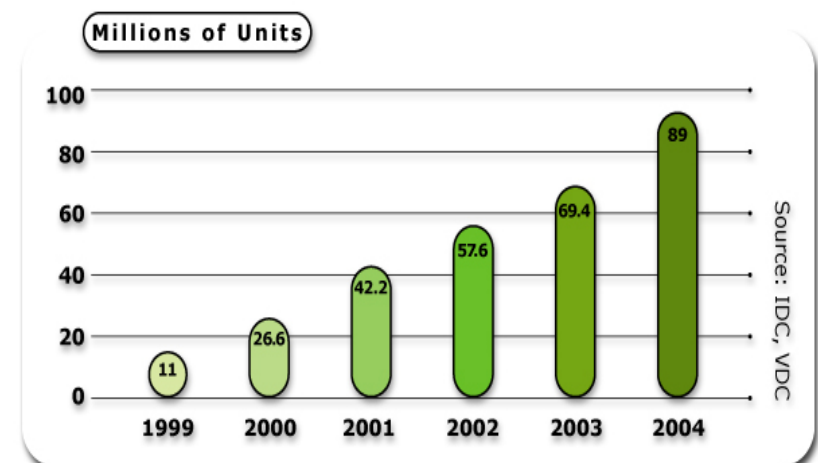
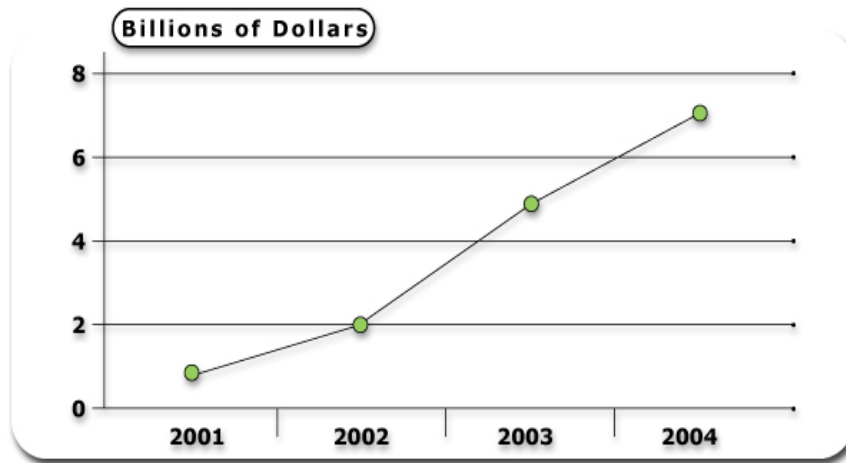




# Vision

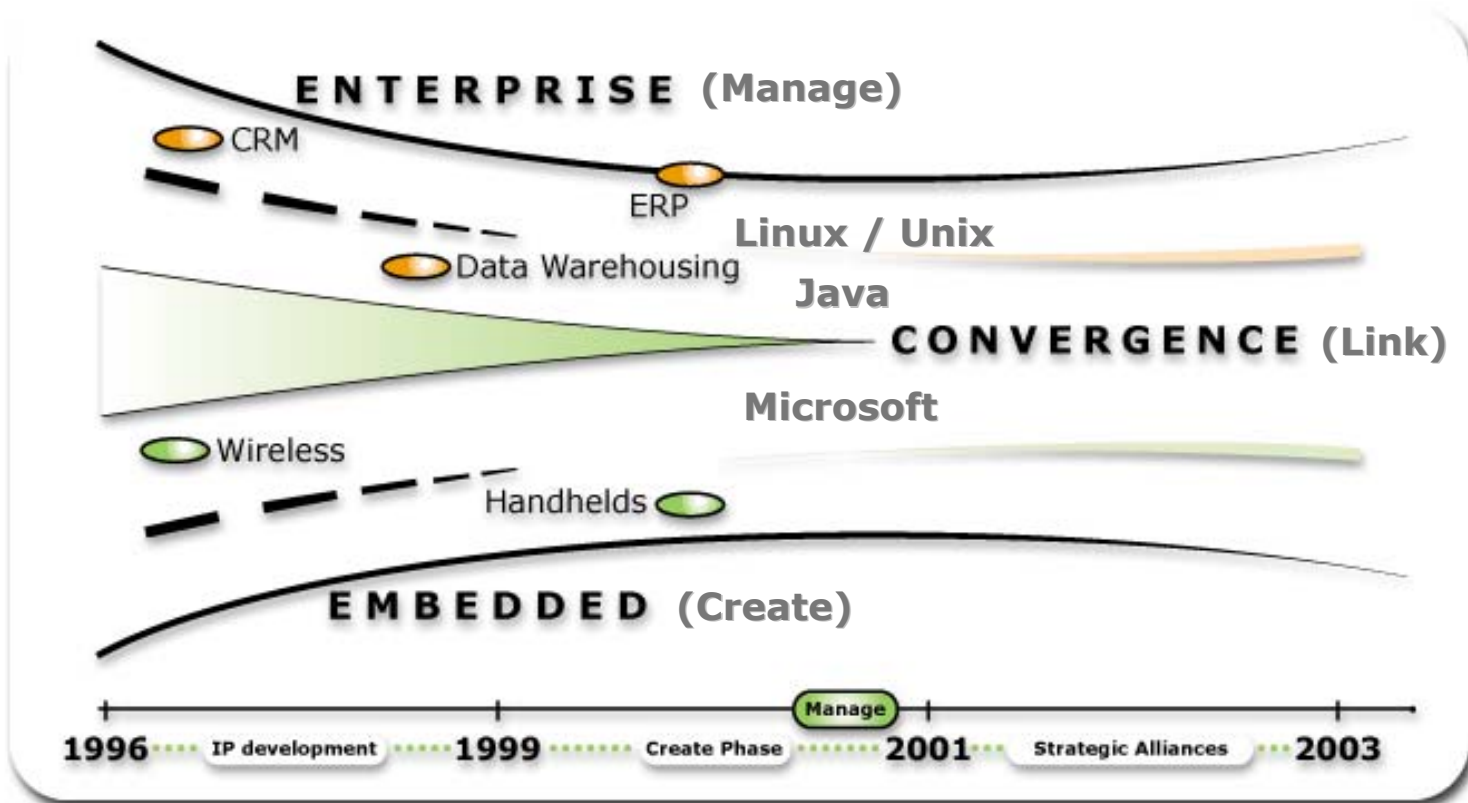
A world where:

- Millions of devices are smart and connected (often invisible)
- Seamless information transfer between device & the enterprise
- An evolving Internet – with many protocols





# Intrinsyc Pathway - Connected end-points of the Internet





# Core Technologies

## Cerf™ Reference Platforms (Create)

- CerfPod™
- CerfCube™
- CerfPDA™

## Bridging Software (Link)

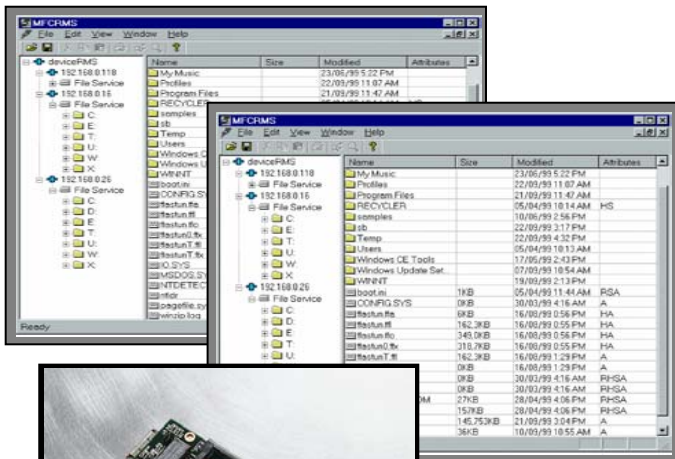
- J-Integra™
- JaNET (Java to .NET bridge)
- deviceCOM (Windows & Linux)
- deviceOPC

## Management Software (Manage)

- deviceWEB
- deviceRMS Multi-Node
- Mobile web services

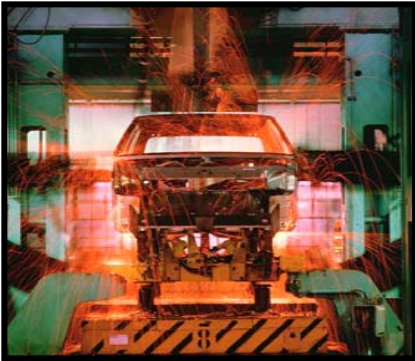
## Solutions

- Customized engineering services





# Target Markets



Industrial & Building Automation



Software Developers & Application Server Providers



Telecom/Datacom



Consumer Electronics



Financial Institutions



# Intrinsyc Global Customers



## 2001 Highlights – Bridging Software

- Launched **JaNET** – Java to Microsoft .NET bridging solution
- **JaNET** will complement our industry leading J-Integra

### J-Integra Client Base:

- 8 of 10 top Fortune 500 companies
- 6 of 7 top investment banks
- 4 of 5 top defence corporations
- 3 of 5 top pharmaceutical companies



- **deviceCOM for Windows CE 3.0 & Linux**  
**Licence deals, award winning technology**



## 2001 Highlights – New Reference Designs

- Licensable technologies – based on Intel's SA1110 processor



Cerf™Pod



Cerf™Cube



Cerf™PDA



# 2001 Highlights – Enhanced Partnerships

## SIEMENS

- NA certification body for SIMATIC Open Platform
- HVAC Rainbow Controller
- Driver development
- OPC device server
- Pro Tool
- Boiler Control

## *Ford Motor Company*

- Expanded sites
- Redesigned OPC server software in selected quality networks
- OEM deployment

# Leveraging New Markets and Customers



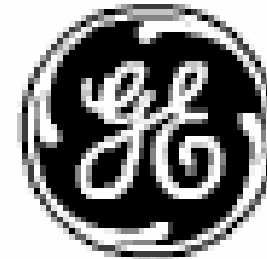
- Leading e-business infrastructure software company
- Inclusion of J-Integra in BEA's WebLogic Server
- Expansion into Application Server Vendor market
- Bridging of the disparate Java and COM worlds



- Developer of software for devices and embedded systems
- J-Integra licensed across Rational's suite of software tools
- Significant licensing revenue, and ongoing support revenue

## Design Win - General Electric

- Intrinsyc provided Cerf reference design and Internet enabling technologies for GE's JungleMUX fibre-optic Network Management System
- Elements of solution include:
  - Reference design
  - deviceCOM
  - XML technologies
  - deviceRMS
  - Engineering services
- JungleMUX is widely deployed in power utility, pipeline, industrial, oil/gas and transportation sectors





## Strong Alliances for 2002



- Accepted into Forte for Java Extension Partner Program
- Intrinsyc will build extensions to Sun's developer's environment



- Elevated to Gold Status in Windows Embedded Partner (WEP) Program
- Commitment to Windows technology in the embedded market



- Accepted into Personal Internet Client Architecture (PCA) Developers Network
- Expanding on successful four-year relationship





# 2001 Highlights – Enhanced Channels

**Microsoft**



- North America



- Asia

## Web-Based Sales Program:

- Online software sales
- Reference designs – Cerf™ Cubes
- Market seeding

## Direct Sales Force:

- Regional sales presence in: San Francisco, Dallas, Chicago, Boston, London, and Zurich



# Industry Recognition

## CONTROL ENGINEERING

Editor's Choice Award  
deviceCOM for Linux, 2001



Deloitte & Touche  
Fast 500, 2001



Fastest Growing  
Companies, 2001



Top BC Tech  
Company, 2000



Top 10 Embedded Products, 2000

## start

Named "Up & Coming"  
2000



# Financial Snapshot

<b>Stock Symbol:</b>	<b>TSE:ICS</b>
<b>52-week range:</b>	<b>C\$1.12 - \$5.75 (TSE)</b>
<b>Shares Outstanding:</b>	<b>32.2 million (Basic)</b>
	<b>3.7 million (Options @\$2.09)</b>
	<b><u>3.6 million (Warrants @\$3.33)</u></b>
	<b>39 million (Fully Diluted)</b>
<b>Shareholder Profile:</b>	<b>55% Institutional</b>
	<b>10% Management &amp; Insiders</b>
<b>Fiscal Year End:</b>	<b>August 31</b>
<b>1999 Revenues:</b>	<b>C\$2.3 million</b>
<b>2000 Revenues:</b>	<b>C\$3 million</b>
<b>2001 Revenues:</b>	<b>C\$10.9 million</b>
<b>Cash Position:</b>	<b>C\$15 million</b>



## Summary

- Good progress in uncertain economic times
- Well capitalized for strategic investments
- Aggressively capitalize on market demand for existing technologies
- Scalable growth through long term OEM relationships, licensing revenue
- Leverage relationships to drive growth:



**Gold Status in Windows  
Embedded Partner (WEP)  
Program**



**Forte for Java –  
Extension Partner  
Program**



**Personal Internet Client  
Architecture (PCA)  
Developers Network**



**J-Integra - Inclusion in  
BEA WebLogic®  
Application Server**



**J-Integra – Licensed  
across Rational's suite  
of tools**

The logo for INTRINSYC, featuring the word "INTRINSYC" in a bold, sans-serif font. A dark green, stylized oval shape is positioned behind the letters, partially overlapping them.

Create. Link. Manage.

A large, bold, black sans-serif font spelling out "INTRINSYC". A dark green, stylized oval shape is positioned behind the letters, partially overlapping them.

now you can

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