



cdb web tech

III Roadshow Nuovo Mercato
Borsa Italiana - Milan, 20th November 2002

CDB WEB TECH S.p.A.

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Cdb Web Tech
is investing worldwide in Information &
Communication Technology companies

Cdb Web Tech is a publicly traded private equity company

- Seeking to achieve substantial capital appreciation
- While minimizing downside risk

Investing in

- Leading technology Venture Capital funds
- Leading healthcare & life sciences Venture Capital funds
- Privately held companies, alongside partner funds

→ in select geographies: USA, Israel, Europe

- Cdb Web Tech acquires equity stakes in ICT companies either
 - Through specialised vehicles: venture capital funds
 - or
 - Co-investing directly with venture capital funds
- Cdb Web Tech believes in the great potential of value creation through the development of new technology

Cdb Web Tech is developing a new line of business:

ASSET MANAGEMENT

- To leverage its expertise in the private equity marketplace
- To leverage the relationships/access with primary venture capital funds and hedge funds managers worldwide

Cdb Web Tech is co-developing with Banca Intermobiliare:

BIM Alternative Investments SGR

- In April 2002 launched a fund of ICT hedge funds
- In October 2002 launched a fund of hedge funds multistrategy

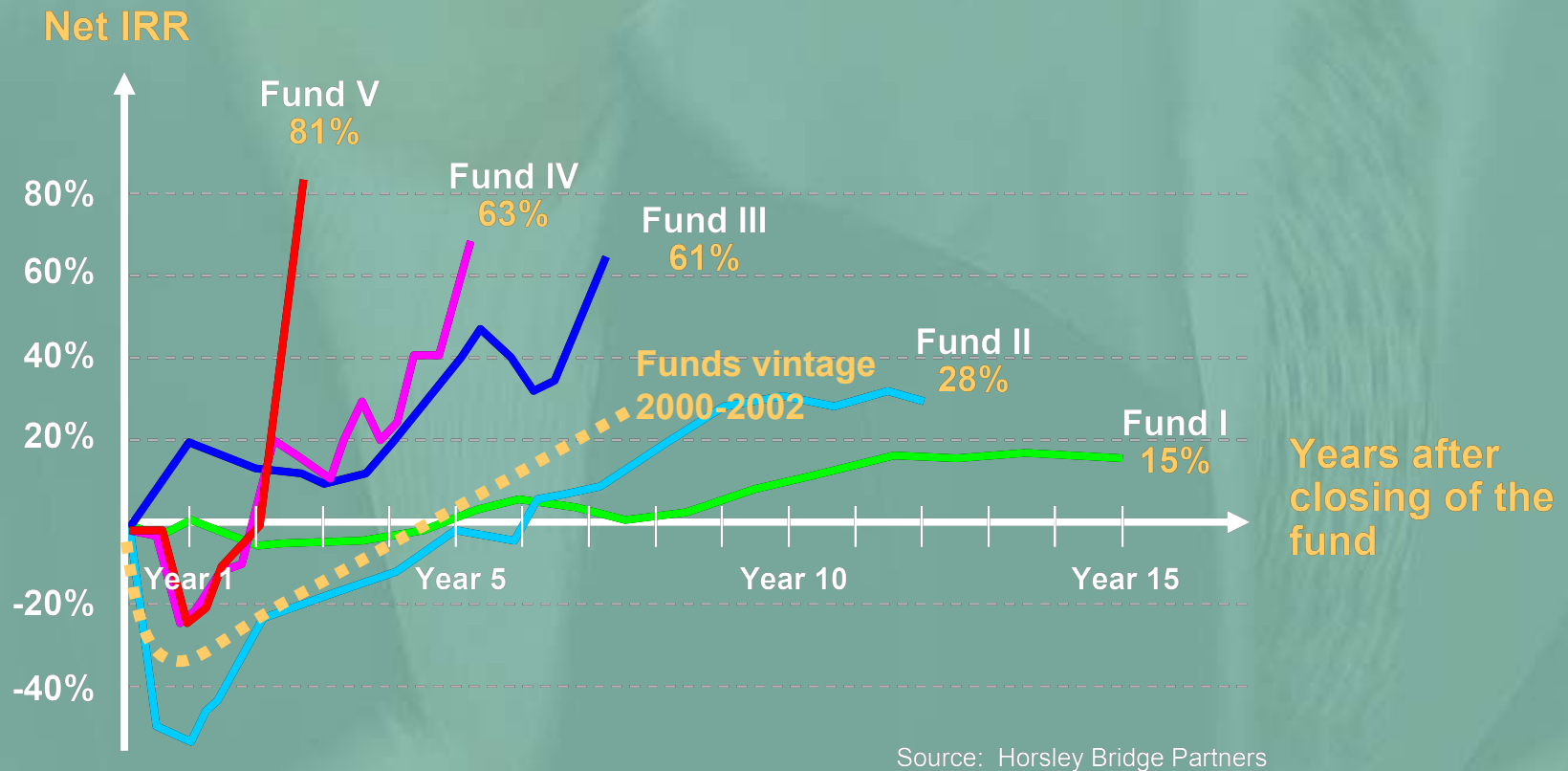
Going ahead:

- Focus on venture capital funds
- Pursue new commitments both in VC firms already existing in our portfolio and in other top quartile funds
- Diversify in life science funds (no more than 10% of total commitments) – one commitment will be made in September 2002
- Opportunistic investments on the secondary market: purchasing some partnerships; taking commitment in funds investing on secondary market
- Very few select direct investments in IT companies with VC funds

- Venture Capital markets are undergoing a severe adjustment process as a consequence of the adjustment in valuations of the Public Markets, the reduction of the investments by the ICT companies and the excess of investments in start ups
- Furthermore
 - The current IPO window is shut
 - The Trade Sale market is showing minimal activity due to the crisis involving all technology vendors
 - This environment is likely to exist throughout 2003
- Going forward, do not expect the Venture Capital returns of 1998-2000, they were an anomaly, but we believe in the enormous potential of value creation through development of innovative ICT

Venture Capital Markets (II)

VC Cycle: Net IRRs



Expect Longer Investment and Realization Cycles

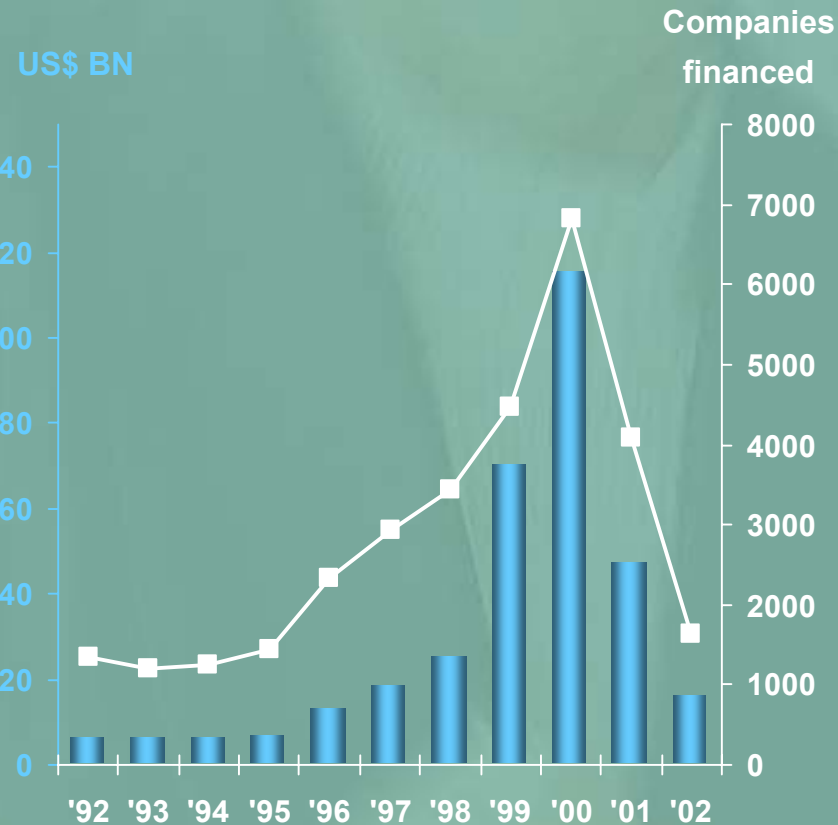
Venture Capital Commitments, USA (US\$ BN)



Source: Venture Economics

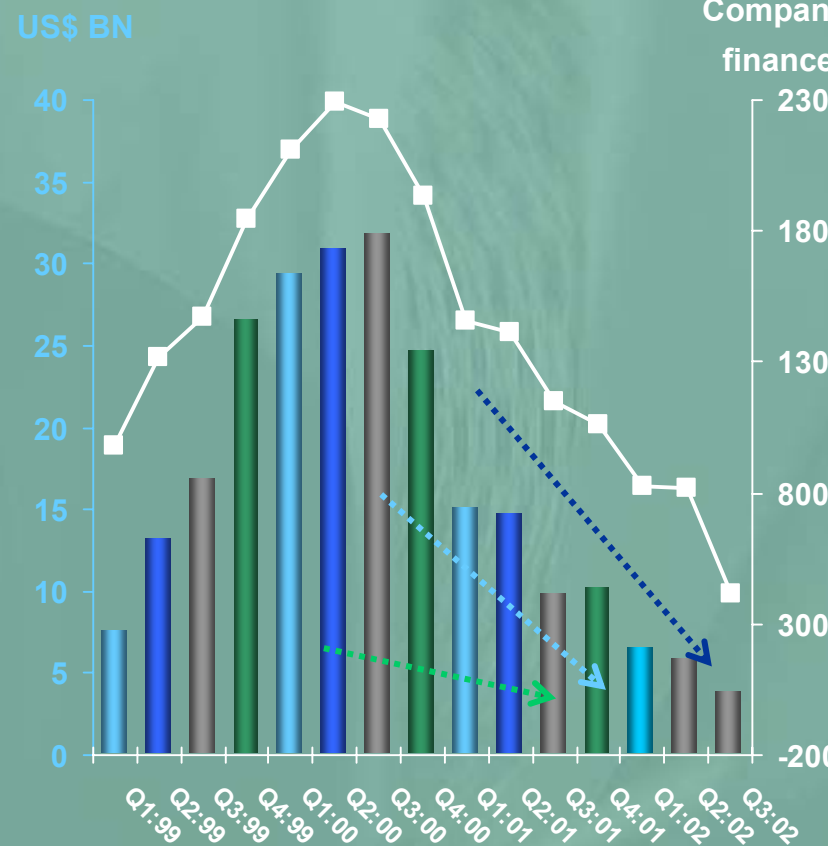
Venture Capital Statistics (II)

VC investments , USA



Source: Venture Economics

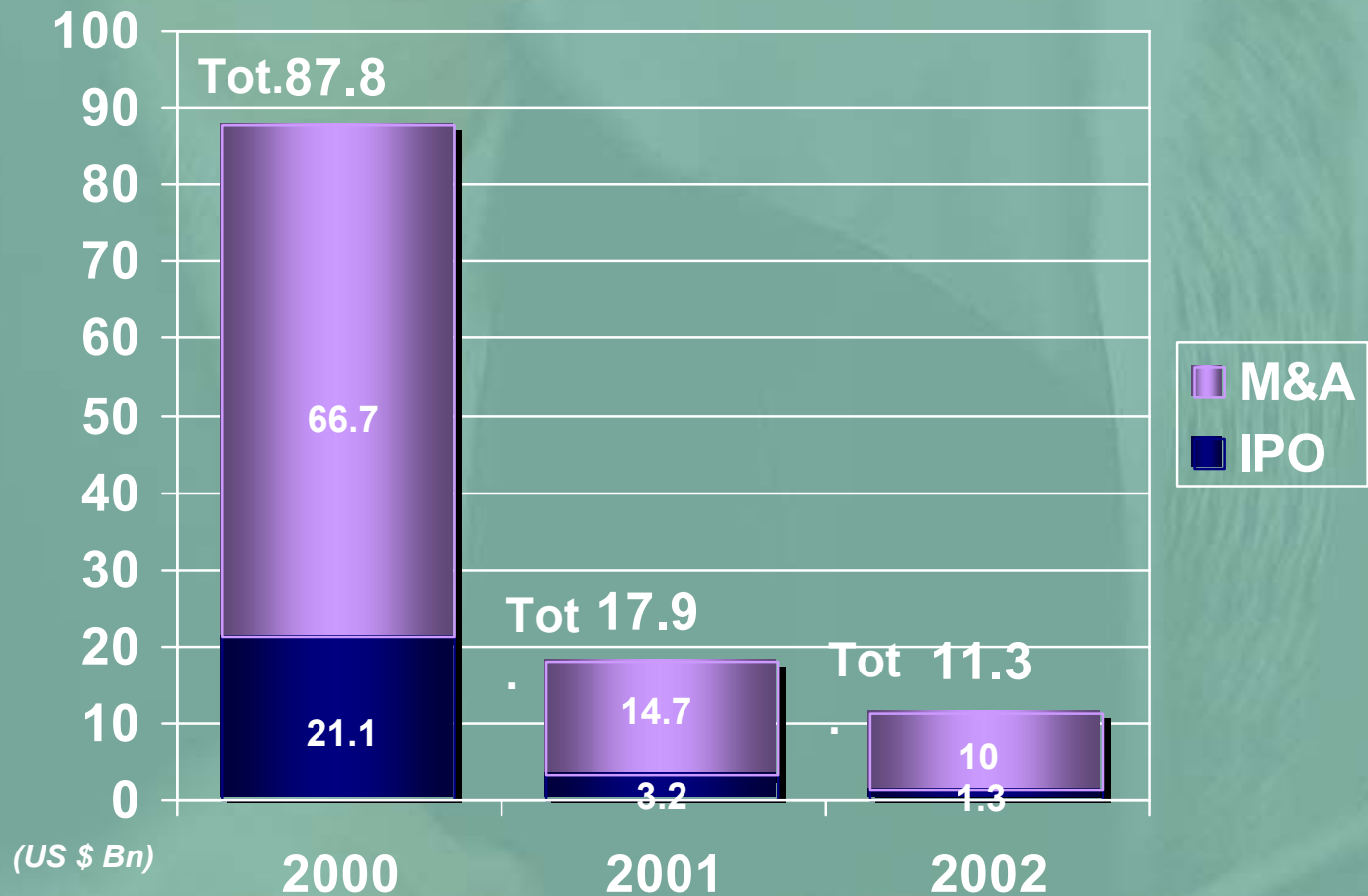
VC investments, USA: Quarterly comparison: 1999-2002



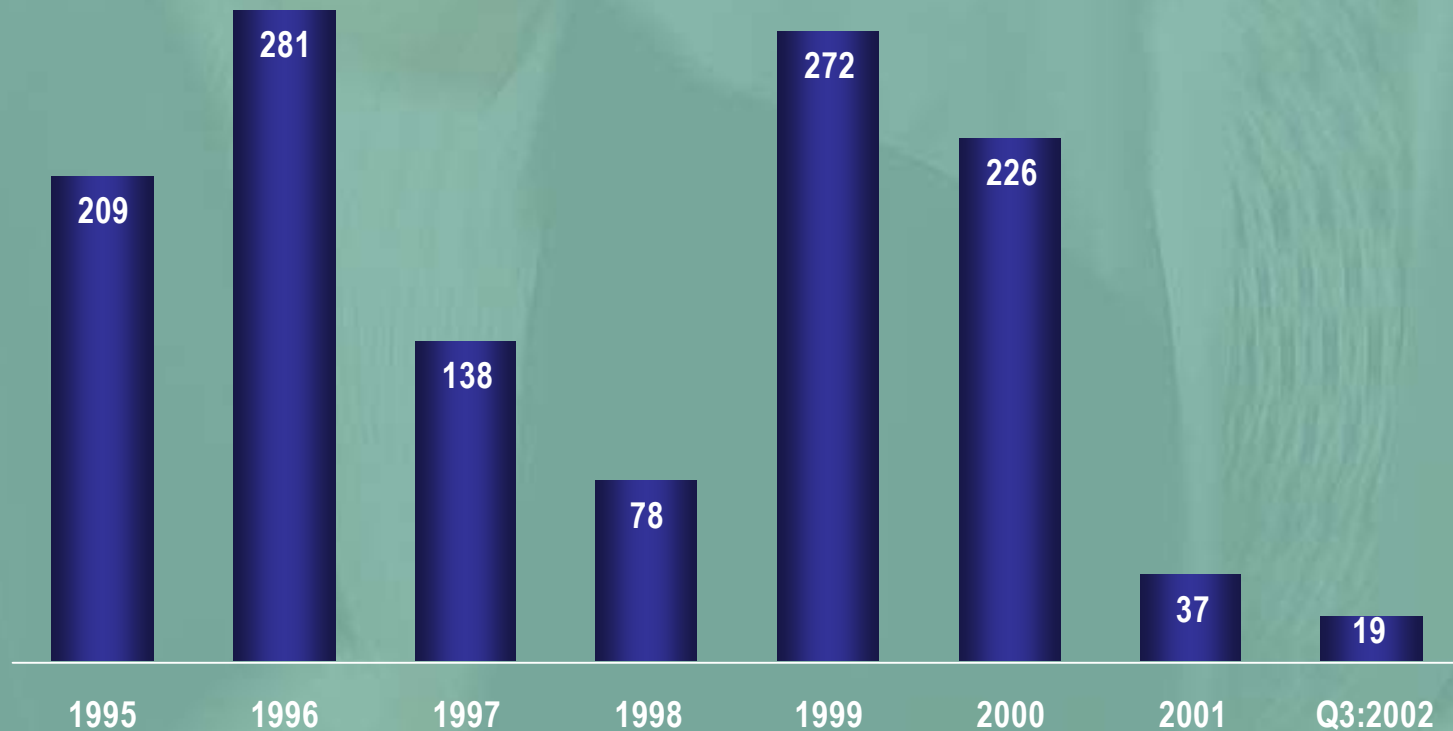
VC Investment rate has significantly slowed down

VC Funds Exits (I)

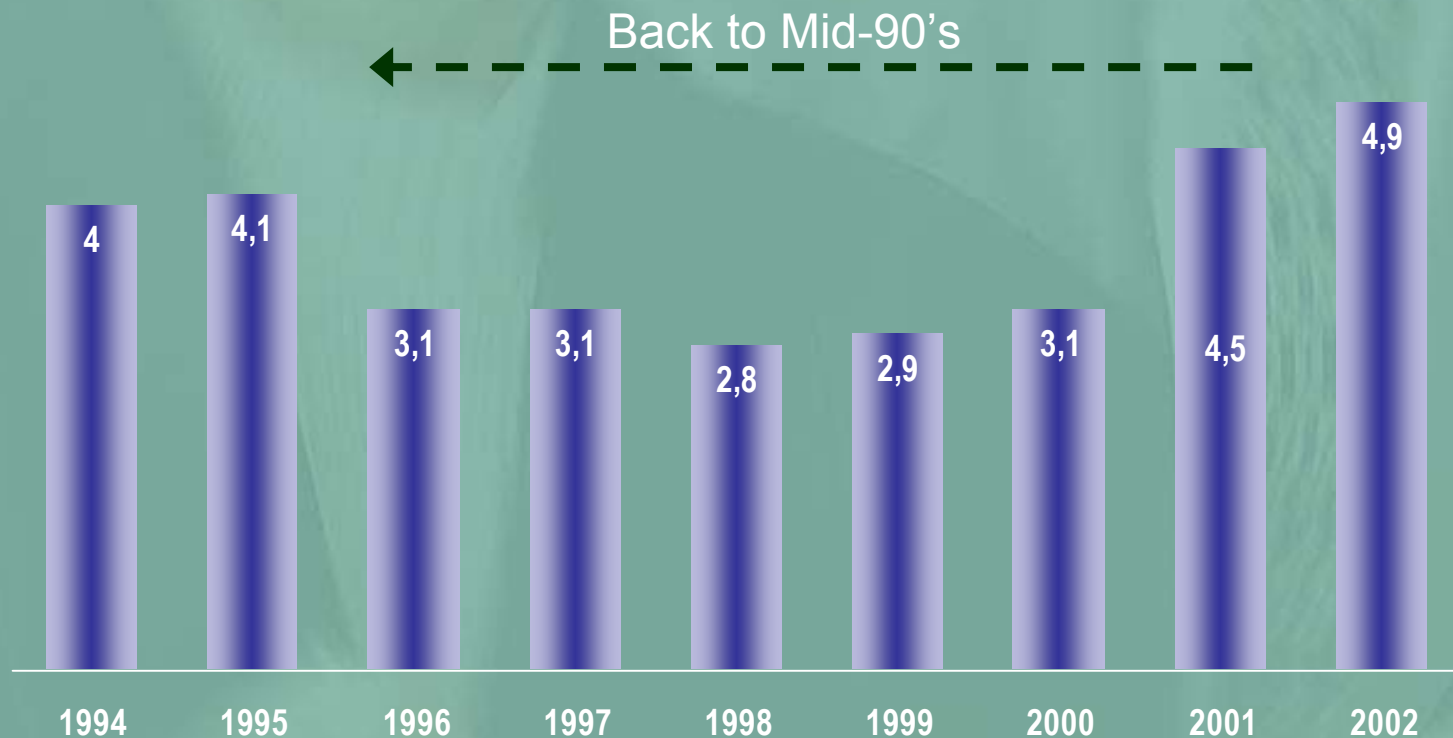
VC funds exits: total



IPO of venture-backed US companies



Time from Initial Equity Funding to IPO



Financial Investments and Commitments

<i>Euro Millions</i>	30 September 2002		31 December 2001		Variation	
	<i>Nr.</i>	<i>Amount</i>	<i>Nr.</i>	<i>Amount</i>	<i>Nr.</i>	<i>%</i>
<i>Direct Investments</i>	17	14,0	24	18,4	-7	-24,2
<i>Venture Capital Investments</i>	55	79,3	53	93,8	2	-15,4
<i>Hedge Funds</i>	20	63,8	14	55,5	6	15,0
Total Investments	-	157,1	-	167,7	-	-6,3
<i>Venture Capital: Residual Commitments</i>	48	206,5	49	300,4	-1	-31,3

Investments (Change in Valuation)

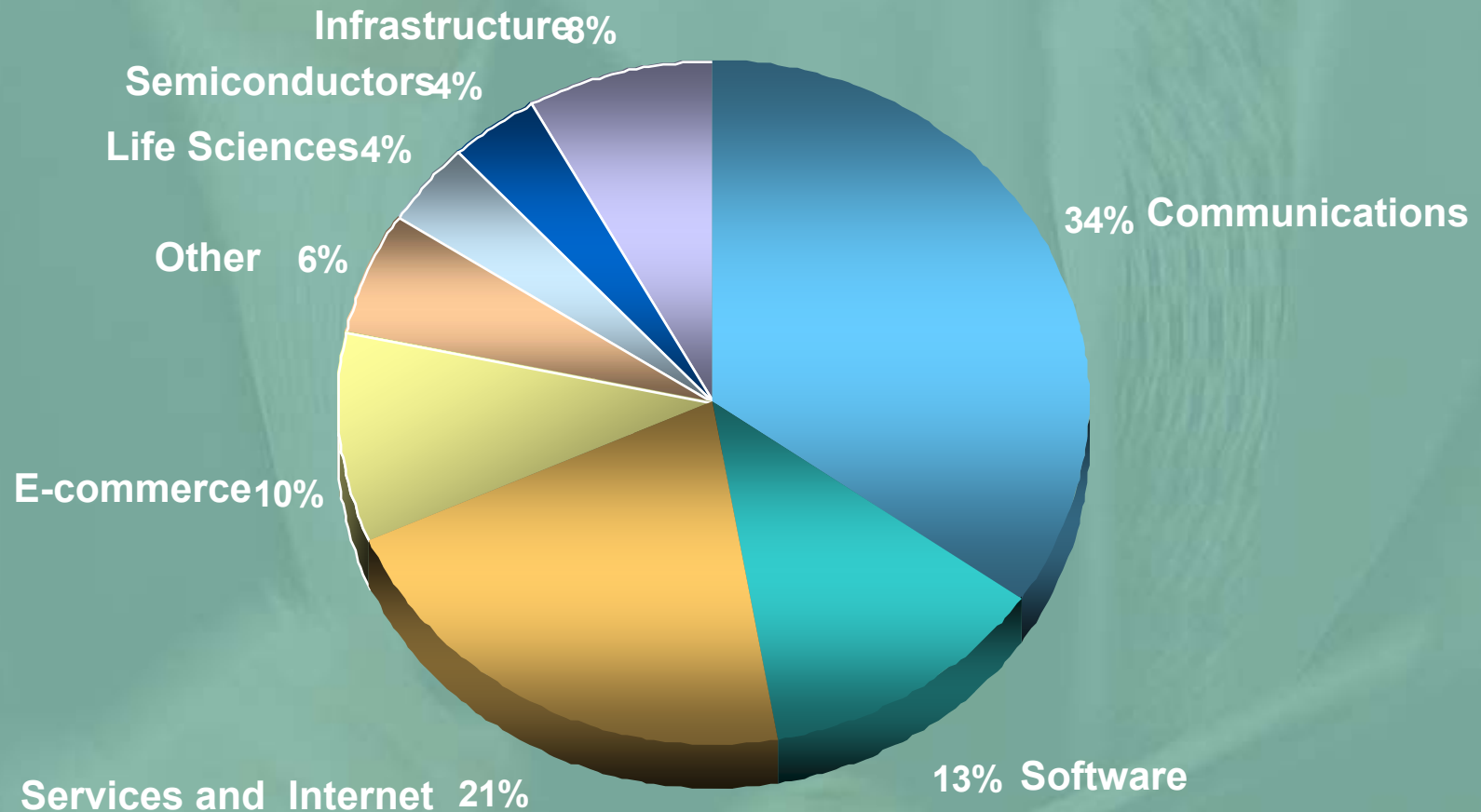
<i>Euro Million</i>	30/09/02	Forward	Repayments	Writedowns	Investments	31/12/01
<i>Direct Investments</i>	14,0	-1,0	0,0	-4,1	0,7	18,4
<i>Venture Capital</i>	79,3	-8,6	-1,3	-29,6	25,0	93,8
<i>Hedge Funds</i>	63,8	-6,7	-9,7	-1,4	26,2	55,5
Total Investments	157,1	-16,3	-11,0	-35,1	51,9	167,7

Distributions in Y2001 & 9 months of 2002

	2002, first 9 months	2001
<i>Euro thousand</i>		
<i>Total Proceeds</i>	616,8	6.974,6
<i>Multiples</i>	2,8	4,2

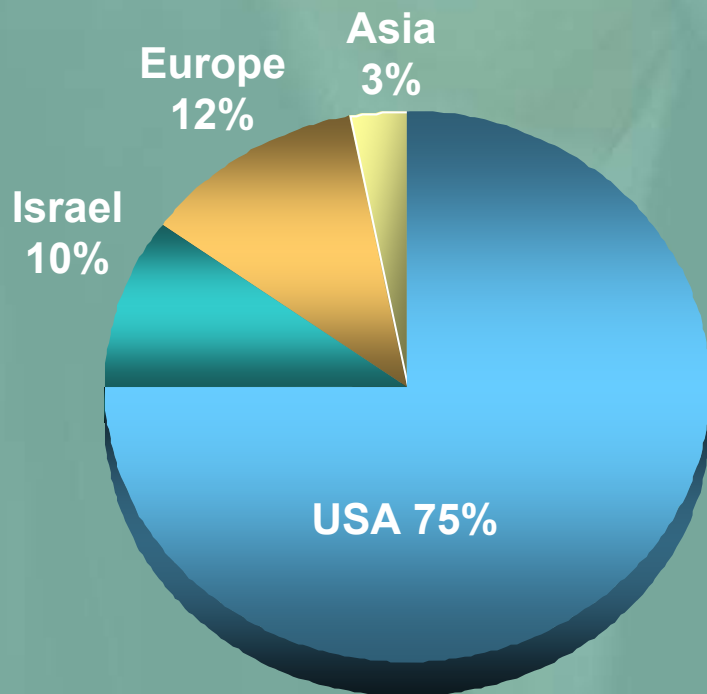
- 3 new commitments in VC funds for a total of 9 million Euro
- Invested 25 million Euro in VC funds already in the portfolio bringing the average of investments to 41,8% of the commitments subscribed
- Re-asset allocation in the VC funds portfolio through 8 fund size reductions and partial transfer of the commitment in one fund for a total of 48,3 million Euro
- Took part in capital increase of 4 portfolio companies for 0,7 million Euro
- Invested 32,8 million Euro in 6 technology and 6 healthcare hedge funds

In 1050 Companies in the following sectors:



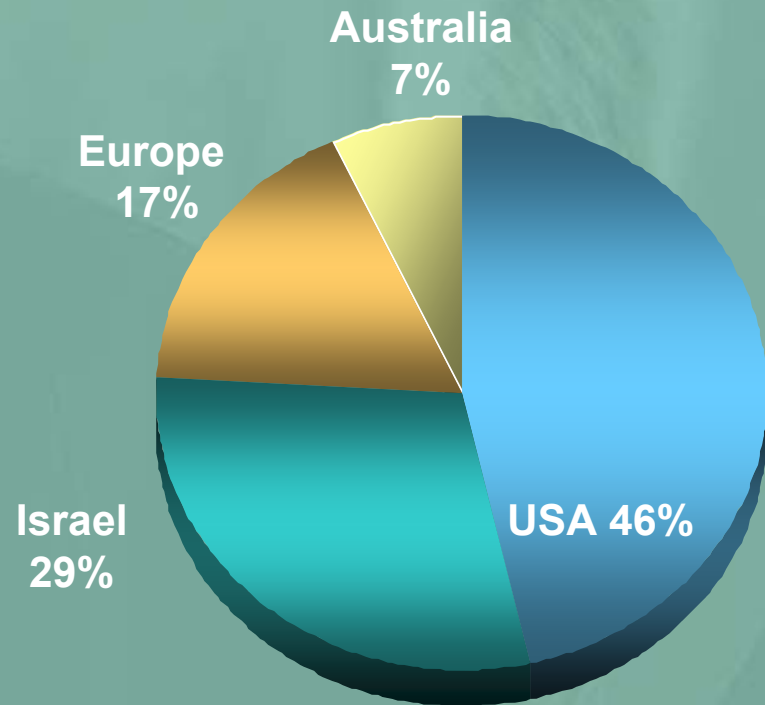
Geography Breakdown

Venture Capital Funds (*)



Book Value Sept 30th:
€ 79,3 Million

Direct Investments (**)



Book Value Sept 30th:
€ 14,0 Million

Venture Capital Portfolio

cdb web tech

WEST COAST

VENTURE CAPITAL

ACCEL INTERNET IV
BAY PARTNERS X
BENCHMARK FOUNDERS IV
BLUESTREAM VENTURES
CRESCENDO IV
DFJ VII
DOLL III
HUMMER WINBLAD IV & V
INFINITY 1999
NEA X
NOKIA VENTURES II
SEQUOIA CAPITAL IX & X
SEVIN ROSEN FUND VIII
SIERRA VIII
TRIDENT CAPITAL FUND V
VANTAGE POINT IV

PRIVATE EQUITY

BOWMAN PRIVATE EQUITY II
DFJ E-PLANET
MERITECH I & II
TCV IV
THOMAS WEISEL CP

EAST COAST

VENTURE CAPITAL

- CHARLES RIVER XI
- DAWNTREADER II (WIT)
- DRAPER ATLANTIC II
- HEALTHCARE VENTURES VII
- NORTHBRIDGE V
- OAK X
- PEQUOT VP II
- SIGNAL LAKE II

PRIVATE EQUITY

- BAKER II
- PEQUOT PE II & III
- QUADRANGLE CAPITAL

SECONDARY

DOVER STREET V

EUROPA – VC

- ACCEL EUROPE
- AMADEUS II
- BENCHMARK EUROPE
- CRESCENDO IV
- DFJ E-PLANET
- DOUGHTY HANSON
- ETF
- NEXIT INFOCOM
- NOKIA VENTURES II
- POND VP II

ISRAELE – VC

- BENCHMARK ISRAEL
- ISRAEL SEED PARTNERS IV
- JVP III & III Annex
- JVP IV
- PORTVIEW
- SEQUOIA CAPITAL SEED II

ASIA - VC

- CARLYLE ASIA I
- DFJ E-PLANET
- WESTBRIDGE I
- CHRYSALIS RAGA
- SPG INFINITY

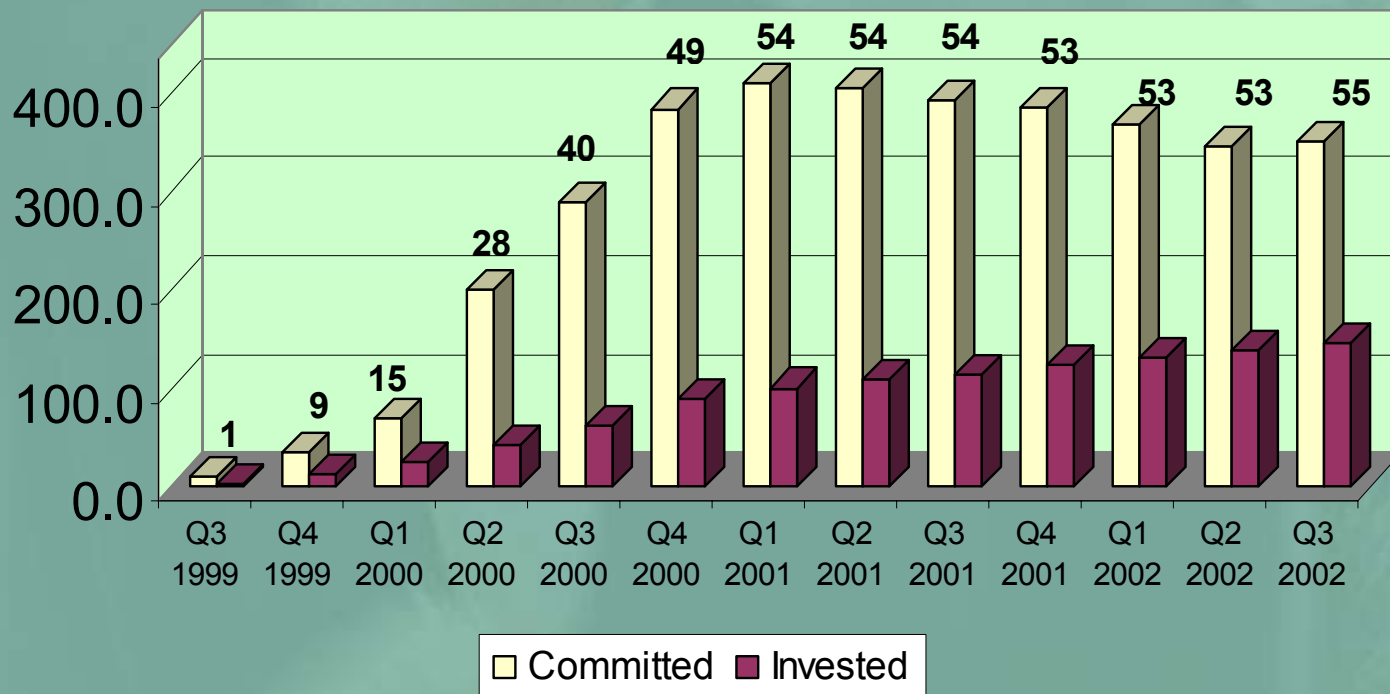
Invested

41,8%

Committed

100%

Committed / Invested



Commitment (II)

Figures in € millions

Committed Capital	Invested to Date	Invested/ Committed	Residual
354,7	148,2	41,8%	206,5
Total Cash (September 30th 2002)			(115,6)
Hedge Funds (September 30th 2002)			(64,9)
Over commitment at September 30th 2002			26,0

- Not over committed but under-invested
- Cdb Web Tech neither does distributions nor pays dividends
- All the distributions received by the VC Funds will be reinvested

Select Portfolio Companies I

Components	Description	Region	Financing Round	Other investors
	Integrated circuits for telecommunications sector	USA	Common B	Francisco Partners, Austin, TPG, Sprout, Austin Ventures, CSFB, MSDW, Tiburon
	Laser components for optical networks	USA	Series C	Crescendo, Cisco, Intel

Systems	Description	Region	Financing Round	Other investors
	IP convergence technology for cellular network	Israel/USA	Series B	Sequoia, Intel, Soros, KPN/Qwest
	Wireless coverage systems for buildings and remote areas	Israel/USA	Series C	Apax, Israel Seed Partners, Orion A
	High bandwidth wireless internet access for companies	USA	Series B	Crescendo Ventures, Battery Ventures and Sevin Rosen Venture

Select Portfolio Companies II

Enabling Technologies



Mobile Marketing Services

Germany

2nd round

Apax, Nokia, Viventures



IP billing systems

Israel/USA

Series E

Jerusalem VP



Wireless messaging applications and infrastrucutre

USA

Series C

Cir Ventures, Nexit Ventures, NetNet Ventures

Services



Integrated Customer Care Services

USA

Series D

Accel, Benchmark



Voice Technology call center services

USA

Series D

Kleiner Perkins, Benchmark, AT&T



Wireless Internet applications and services

USA

Series A

Barksdale



IP Network and security solutions

Israel

Series A

Israel Seed Partners, Bezeq, Amp



Web Hosting and data center services for companies

Australia

Private Placement

ISEC

Select Portfolio Companies III

Other

	Description	Region	Financing Round	Other investors
	Europe and USA focus venture capital company	Switzerland		IBM, SwissRe, Nomura, Comit, Eptafund
	Financial institution services and software	USA	Series C	AIG, ABN Amro, Bain
	Media industry software	USA	Series A	Trinity Ventures
	Customer interaction management services	USA	Series H	Accel Partners, Oak Investment Partners, Kleiner Perkins, Charles River Ventures

P&L

<i>Euro Millions</i>	9 months 2002	Total Year 2001
	€	€
Net Financial Income	2,3	8,4
Adj. to Financial Assets	(34,1)	(92,3)
Operating Costs	(2,2)	(4,1)
Pretax Income (loss)	(34,0)	(88,3)

Financial Highlights (I)

Assets 30/09/2002

LONG TERM Assets *Euro Millions*

Intangible	0,3
Tangible	0,2
Financial	157,3
Total long term	157,8

CURRENT Assets

Accounts receivable	9,0
Cash & equivalents	108.1
Total current	117,1

Accruals	0,5
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TOTAL Assets	275,4
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Assets 31/12/2001

LONG TERM Assets *Euro Millions*

Intangible	0,4
Tangible	0,3
Financial	168,5
Total long term	169,2

CURRENT Assets

Accounts receivable	24,1
Cash & equivalents	116.1
Total current	140,2

Accruals	0,0
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TOTAL Assets	309,4
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Financial Highlights (II)

Liabilities & Equity 30/09/2002

	<i>Euro Millions</i>
Shareholders Equity	274,5
Debt & Liabilities	0,9
TOTAL L & E	275,4

Liabilities & Equity 31/12/2001

	<i>Euro Millions</i>
Shareholders Equity	308,5
Debt & Liabilities	0,9
TOTAL L & E	309,4

Consolidated Net Financial Position

<i>Euro Millions</i>	September 30 2002	December 31 2001
	€	€
Cash, Banks	40,6	116,1
Financial Credits	7,4	22,8
Securities	67,5	0,0
Financial Debts	0,0	0,0
<i>Total Net financial position</i>	115,5	138,9
<i>Including Hedge Funds</i>	179.4	200.2

Key Data

■ Net Equity (09/30/02)	€ 274,5 mil
■ Equity per share	€ 2,72
■ NAV (06/30/'02) per share	€ 2,85
■ Share price (11/18/'02)	€ 2,01
■ Market cap (11/18/'02)	€ 202,6 mil
■ Cash & hedge funds (09/30/'02)	€180,5 mil
■ Cash &equivalents per share	€ 1,79

Assets @ September, 2002 (book value)

■ Venture Capital funds	€ 79,3mil
■ Hedge funds	€ 63,8mil
■ Direct Investments	€ 14,0mil
Total Investments	€157,1mil

VCs commitment to invest € 206,5mil



- **Technology value:** Cdb Web Tech believes there is an enormous potential of value created through development of innovative ICT
- **Business:** Cdb Web Tech, through the most qualified venture capital funds, gives a chance to be invested in technology companies, with a diversification by company (a range of aprox. 1000 firms), development stage, subsector, geography and lead investors
- **Market Opportunities:** Cdb Web Tech has currently funded only 41,8% of its aggregate commitments in VC funds. This leaves the majority of the future commitments at value dictated by current market conditions, therefore being in a strong position to take advantage of the lower valuation.
Cdb Web Tech has got cash to take the opportunity for new investments
- **NAV:** as at 30 September 2002 Cdb Web Tech has depreciated the value of investments to the NAV reported by the funds and made a provision, considering also that these investments undergo (i.e. J curve) a loss of value in their initial phase

Present situation

PLUS

- The writedowns carried out
- A positive financial position
- Low percentage of investments in relation to the total of commitments
- Realization of investments and commitments

MINUS

- Uncertainty regarding the macroeconomic situation
- Contraction of IT spending
- The lack of IPO and M&A of venture-backed companies

