



cdb web tech

Meeting with the Financial Community
Borsa Italiana - Milan, 22nd May 2002

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Cdb Web Tech: investment company
investing worldwide in Information &
Communication Technology (ICT) companies.

These companies are focused on technology,
software, services and applications

Cdb Web Tech acquires equity stakes in ICT companies either

- Through specialised vehicles: venture capital funds and technology hedge funds

or

- Co-investing directly with venture capital funds

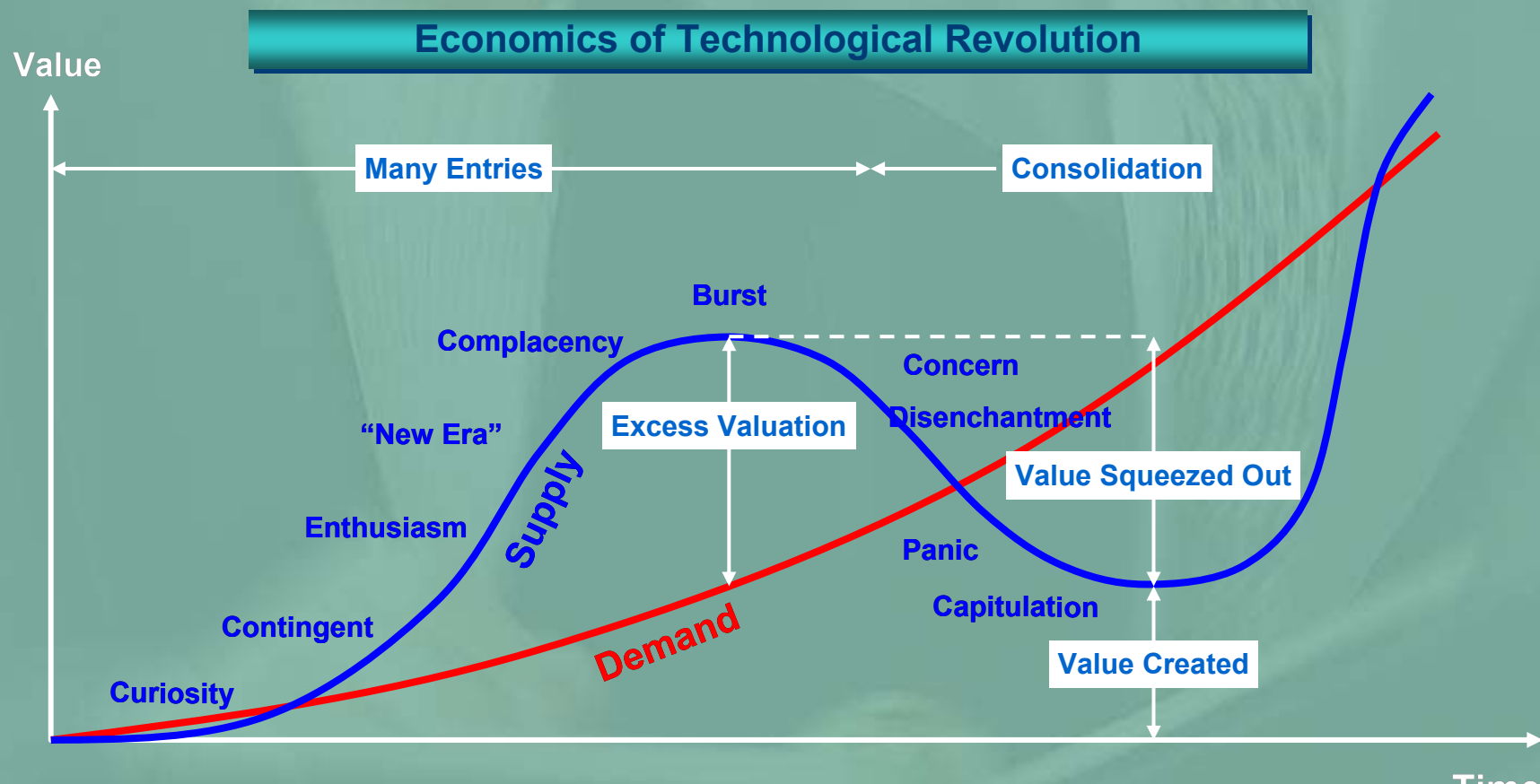
Cdb Web Tech believes in the great potential of value creation through the development of new technology within ICT

Cdb Web Tech's uniqueness arises from:

- Investing in companies in the “Net or new economy” and it is not a new economy company that risks going “out of business”
- Exclusive vehicle to invest in technology start-up funded by the best VC funds in US, Israel and Europe
- Approximately 50% of its shares floating

The ICT Market

In the ICT Market as in all technological revolutions, a speculative phenomenon overlapped inflating the values of technology companies followed by a downfall in the market and, as a consequence, a resizing of the values

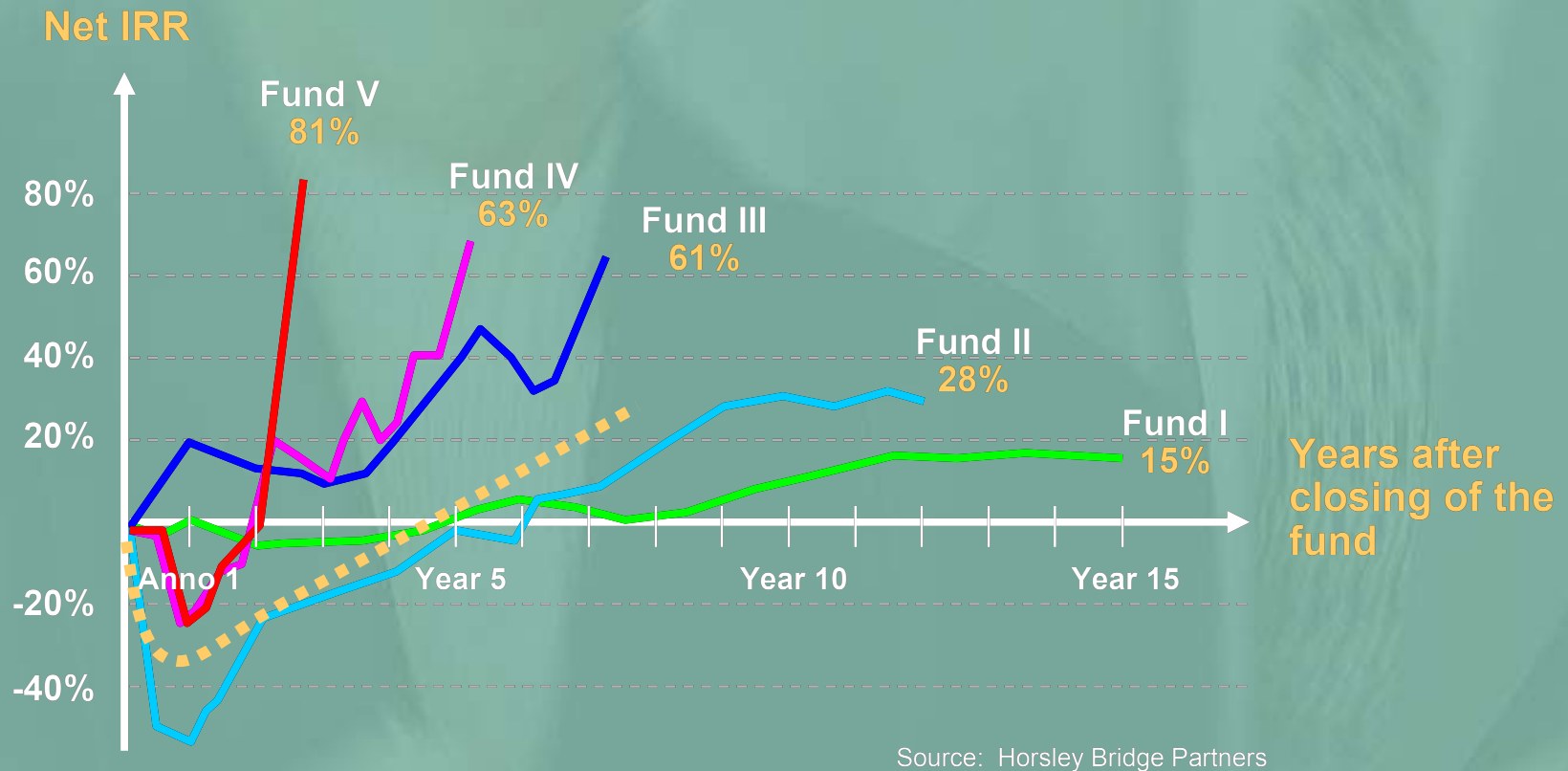


- Venture Capital markets are undergoing a severe adjustment process as a consequence of the adjustment in valuations of the Public Markets, the reduction of the investments by the ICT companies and the excess of investments in start ups
- Furthermore
 - The current IPO window is shut
 - The Trade Sale 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

- The majority of Venture Capital funds reported negative returns in 2001
- The Darwinian process is working itself through the Venture Capital marketplace
 - At high speed, bringing discipline and focus
 - Venture firms facing numerous write downs/offers
 - Venture firms are reducing the size of the funds

Venture Capital Markets (III)

VC Cycle: Net IRRs

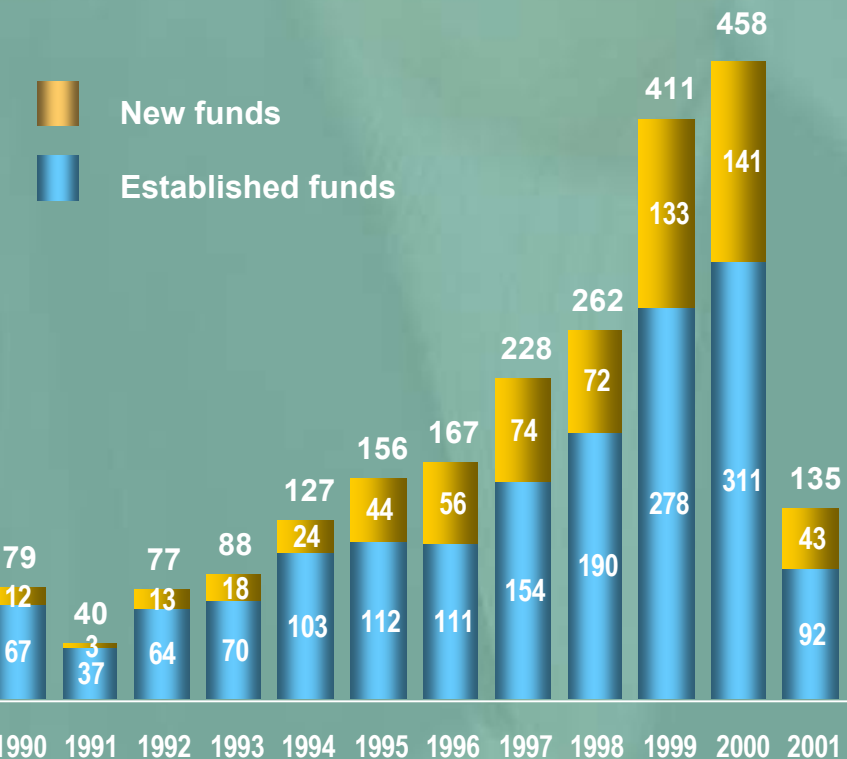


Expect Longer Investment and Realization Cycles

Venture Capital Statistics (I)

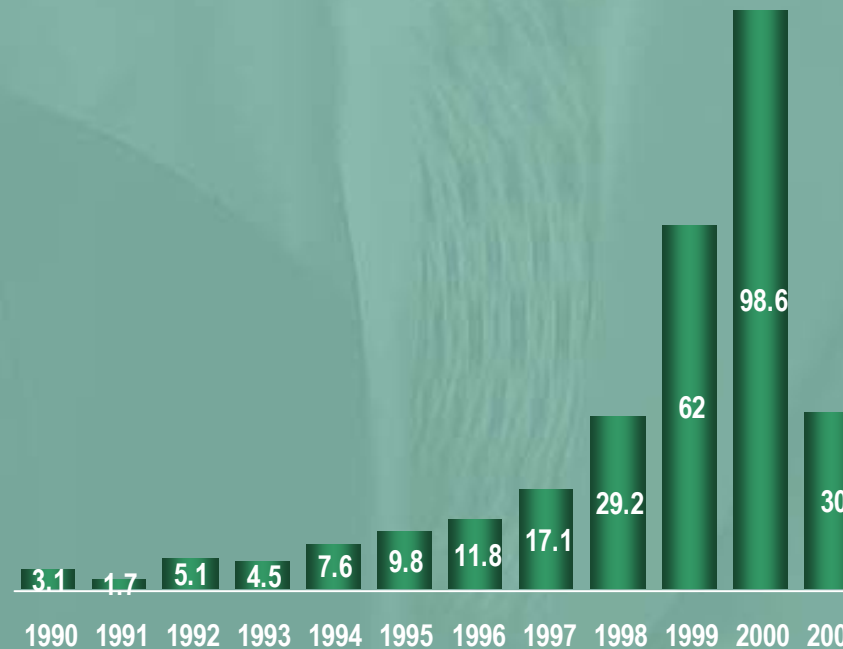
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Number of Funds, USA



Source: Venture Economics

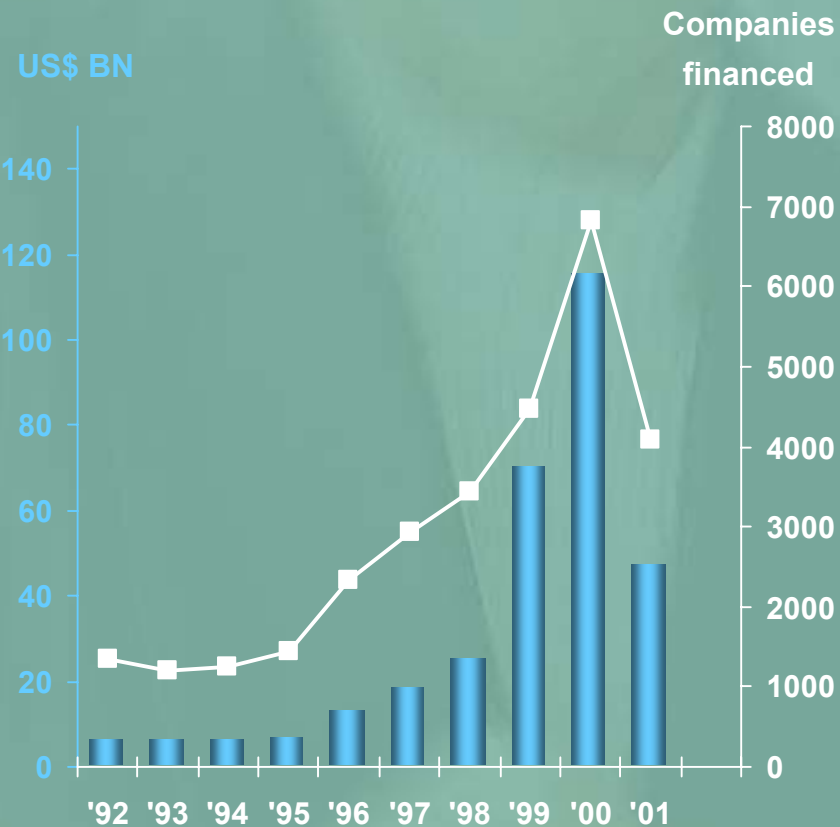
Venture Capital Commitments, USA (US\$ BN)



Source: Venture Economics

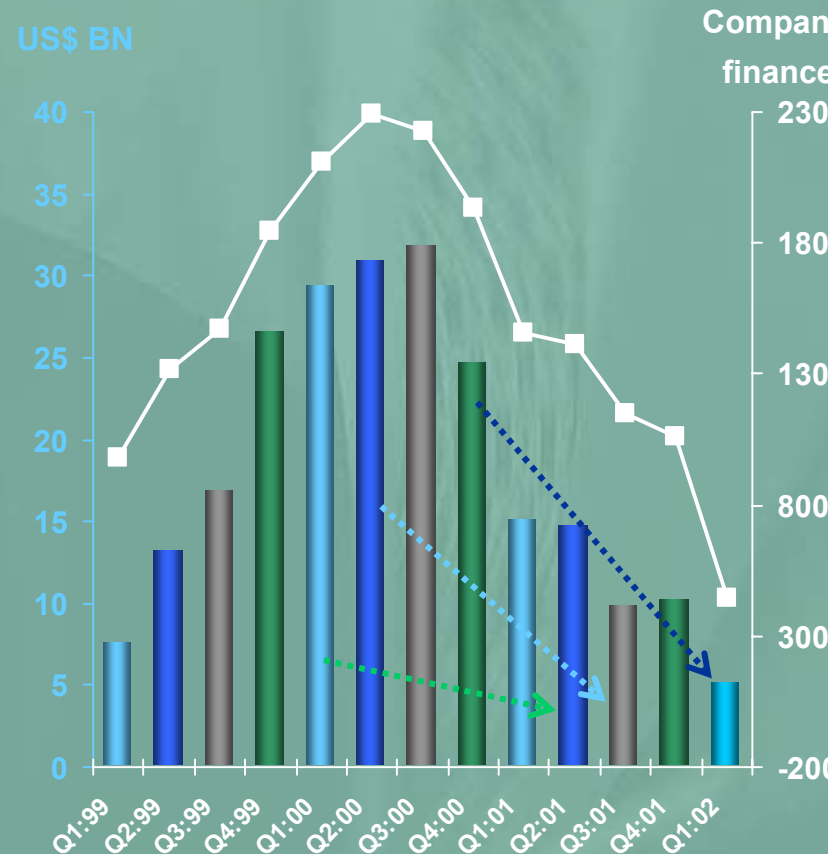
Venture Capital Statistics (II)

VC investments , USA



Source: Venture Economics

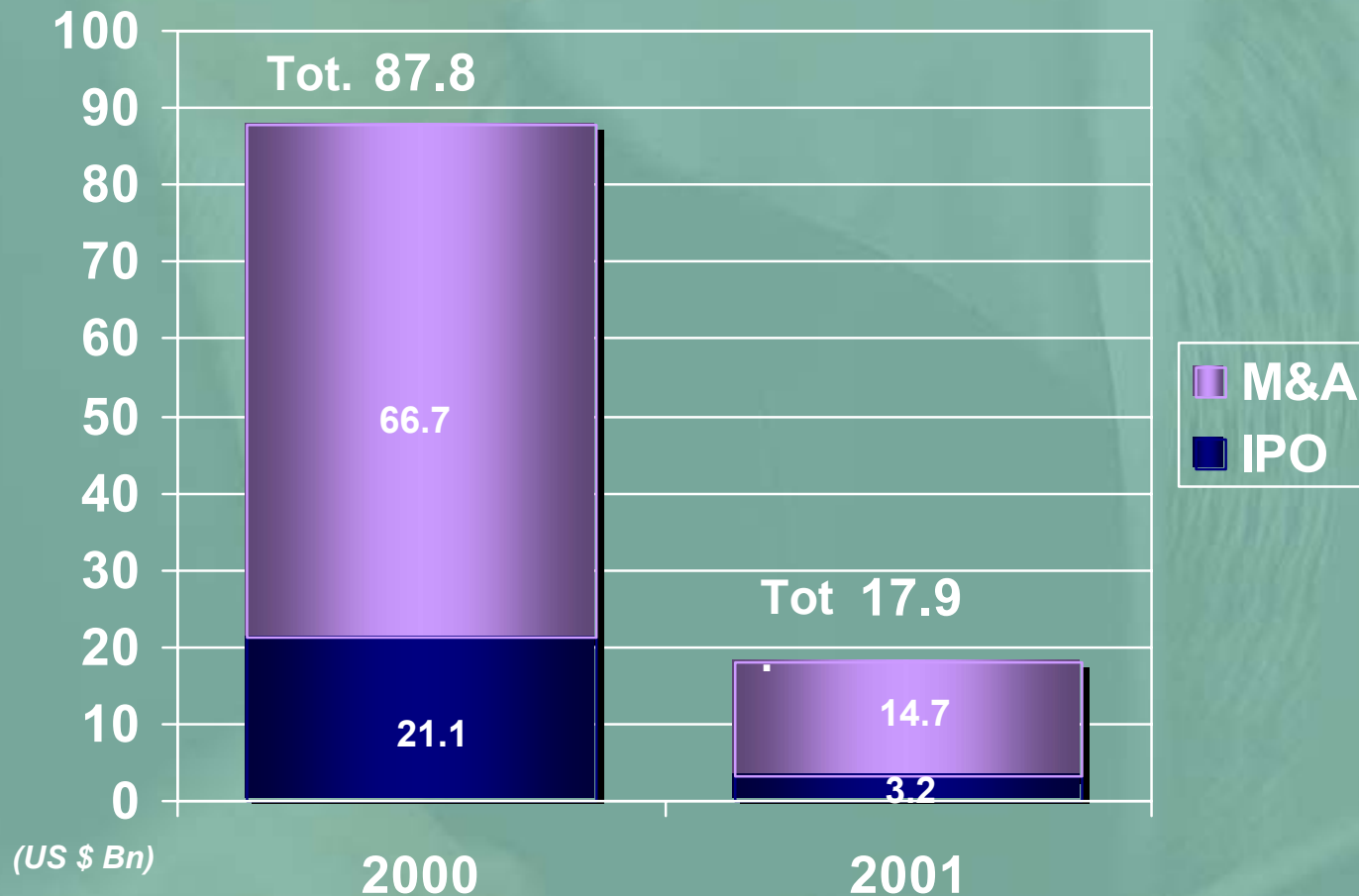
VC investments, USA: Quarterly comparison: 1999-2002



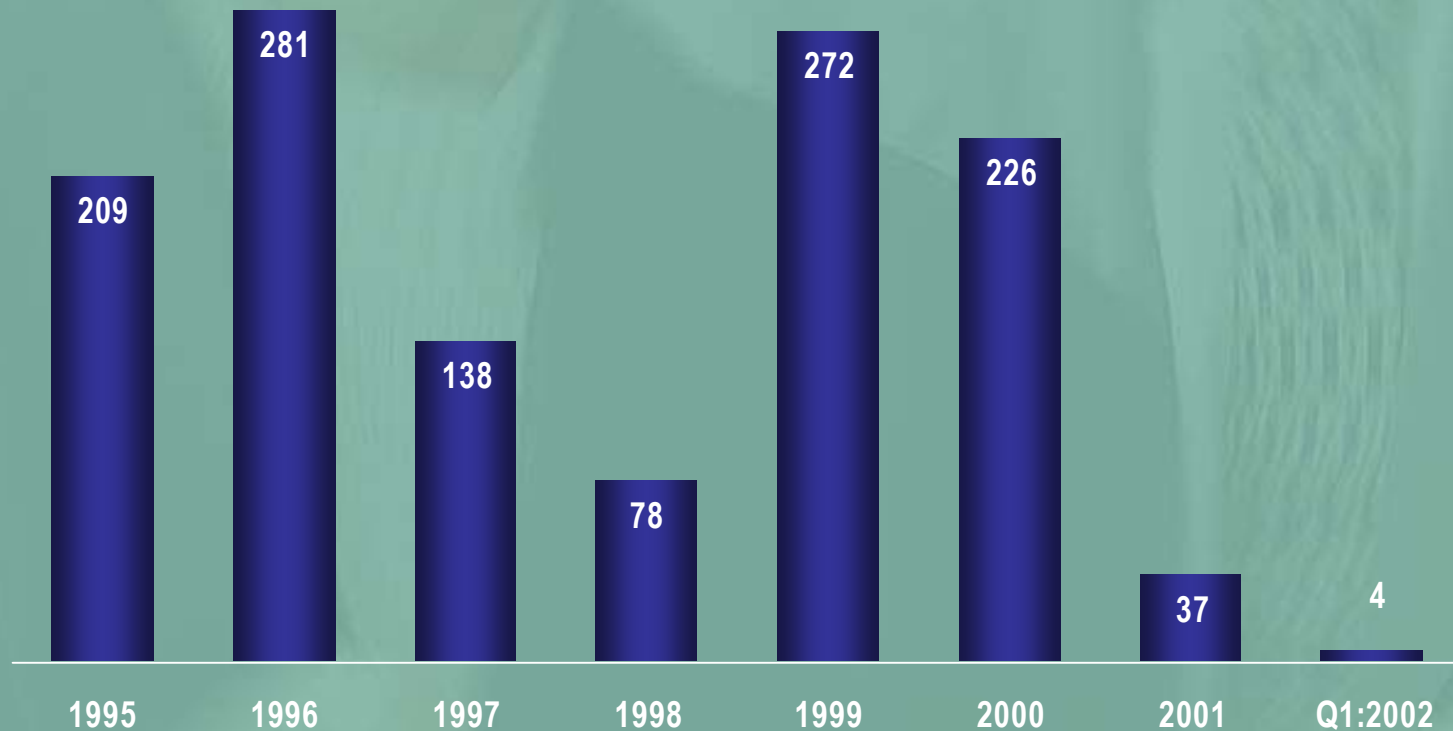
VC Investment rate has significantly slowed down

VC Funds Exits (I)

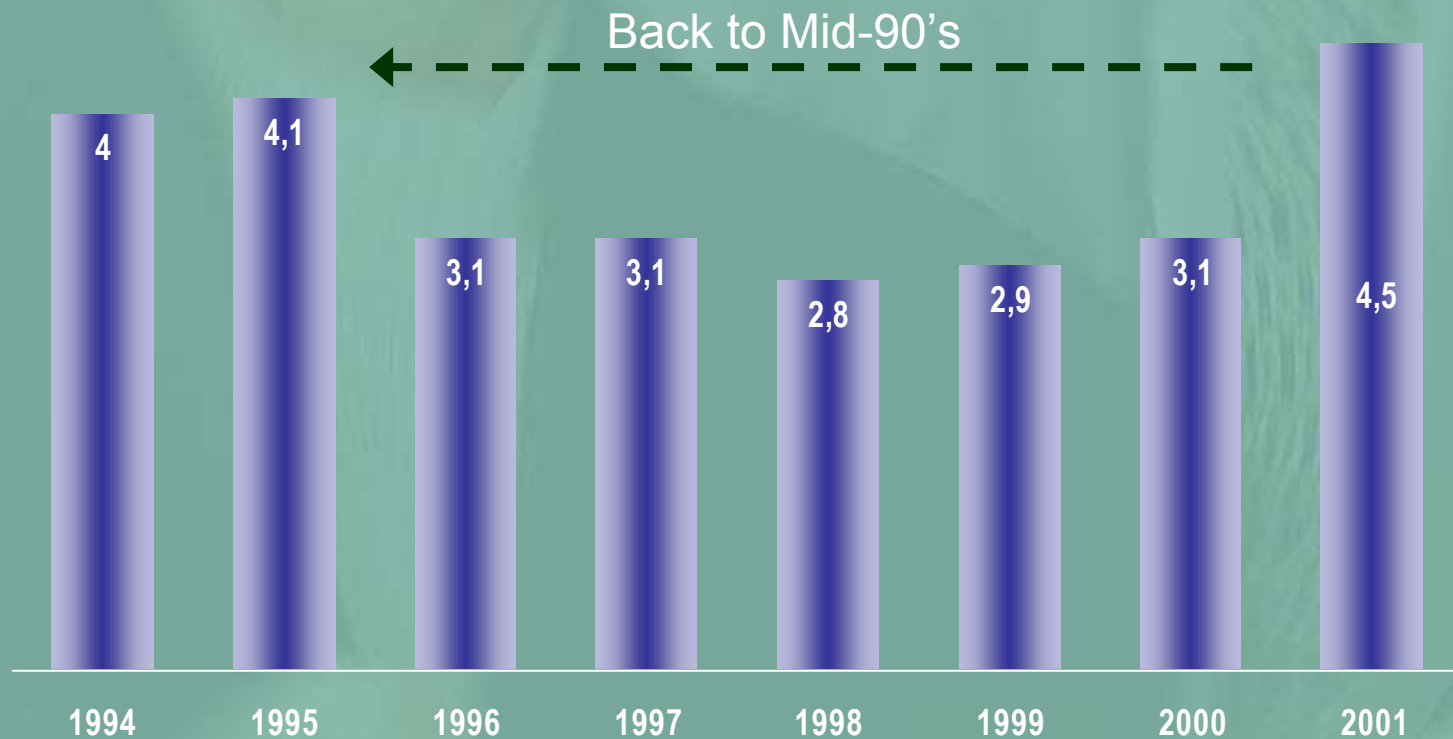
VC funds exits: total



IPO of venture-backed US companies



Time from Initial Equity Funding to IPO



Financial Investments and Commitments

<i>Euro Millions</i>	31 March 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>	21	17,7	24	18,4	-3	-3,8
<i>Venture Capital Investments</i>	53	102,5	53	93,8	0	9,3
<i>Hedge Funds</i>	19	75,0	14	54,8	5	36,8
<i>Crossover Funds</i>	1	0,7	1	0,7	0	2,4
Total Investments	-	195,8	-	167,7	-	16,8
<i>Venture Capital: Residual Commitments</i>	48	271,4	49	300,4	-1	-9,6

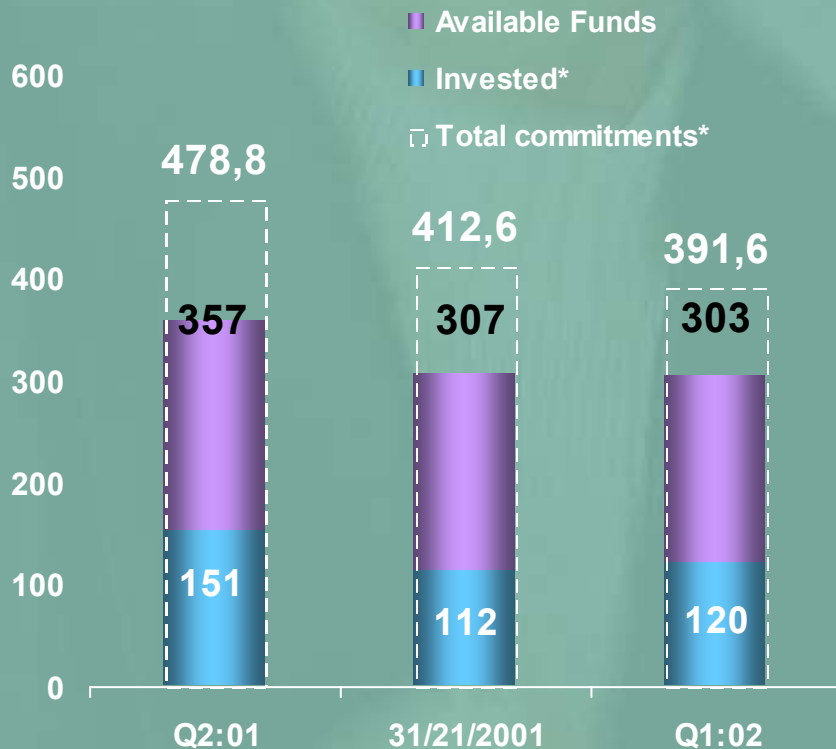
Investments (change in valuation)

<i>Euro Million</i>	31/12/01	Forward	Repayments	Writedowns	Investments	31/12/00
<i>Direct Investments</i>	18,4	-0,1	-1,5	-38,7	4,2	54,5
<i>Venture Capital</i>	93,8	-0,1	-7,9	-42,3	45,0	99,1
<i>Hedge Funds</i>	54,8	1,1	-23,3	-8,0	7,4	77,5
<i>Crossover Funds</i>	0,6	0,0	-9,1	-3,3	0,0	13,1
Total Investments	167,7	1,0	-41,7	-92,4	56,6	244,2

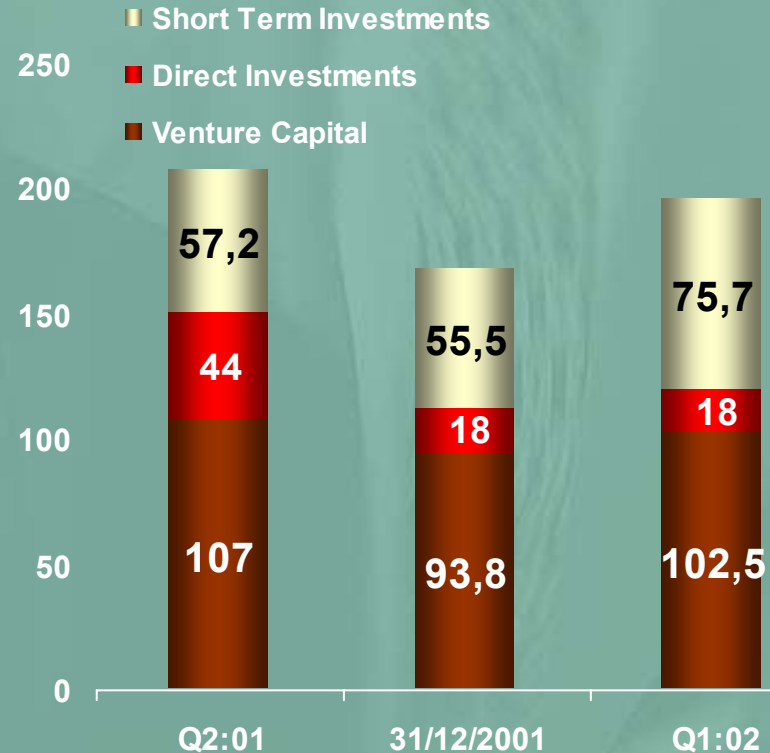
Distributions in Y2001 & Q1-2002

<i>Fund</i>	<i>Company (IPO or M&A)</i>	<i>Total Proceeds (000 Euro)</i>	<i>Multiple</i>	<i>Date of Distribution</i>
<i>Thomas Weisel</i>	<i>Tellium</i>	<i>70,9</i>	<i>2.0X</i>	<i>January</i>
<i>Total</i>		<i>70,9</i>		
<i>Year 2001 Distributions</i>		<i>6.974,8</i>	<i>4.2X</i>	
<i>Total</i>		<i>6.974,6</i>		

Aggregate Investments (€ million)



Portfolio (€ million)



* Venture Capital funds and Direct Investments

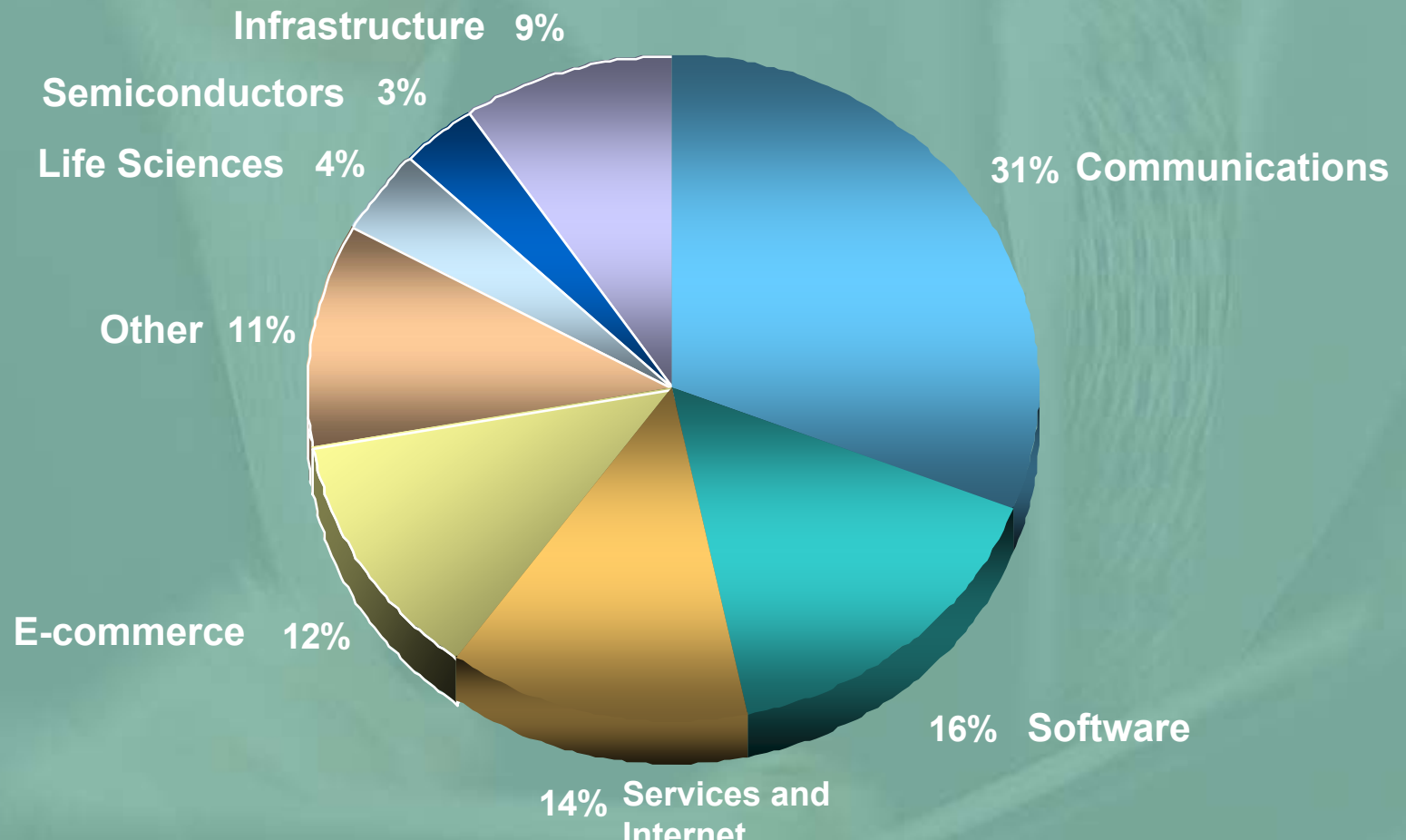
In 2001:

- Subscribed 5 new Venture Capital funds undertaking commitments for US\$ 28 million
- Invested 45 million Euro in VC funds already in the portfolio bringing the average of investments to 31,5% of the commitments subscribed
- Re-asset allocation in the VC funds portfolio through reduction of the commitments and partial transfer of funds for a total of 37,5 million Euro (the transfer of a quote of commitments of 15 million US\$ was concluded in January 2002)
- Invested in one new start-up and took part in capital increases of 5 portfolio companies for 4,1million Euro
- Exited 7 hedge and crossover funds realizing a net gain of 4 million Euro. Invested 7,4 million Euro in a new technology hedge fund

In Q1-2002:

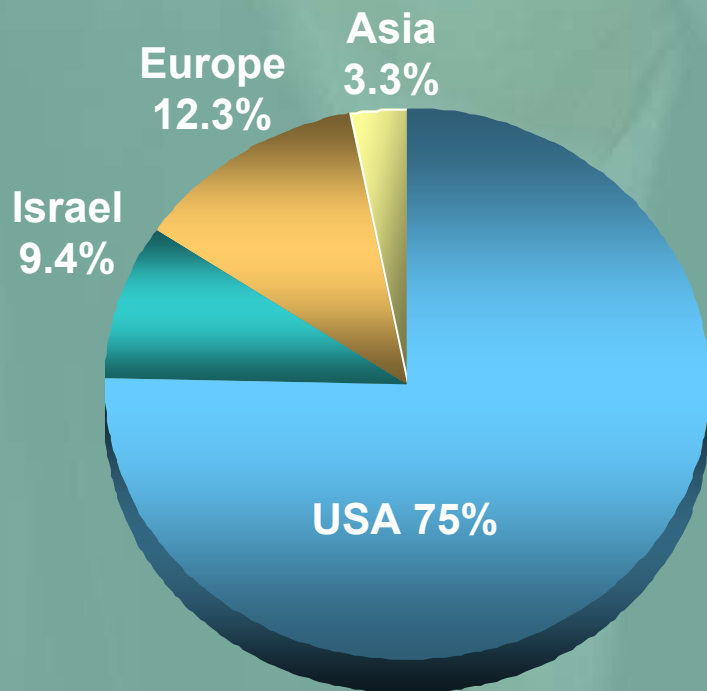
- Invested 8,2 million Euro in VC funds already in the portfolio bringing the average of investments to 35,1% of the commitments subscribed
- Re-asset allocation in the VC funds portfolio through two funds size reduction and partial transfer of the commitment in one fund for a total of 24,3 million Euro
- Took part in capital increase of 1 portfolio company for 0,6 million Euro
- Invested 25 million Euro in 6 new technology hedge funds

In 930 Companies in the following sectors:



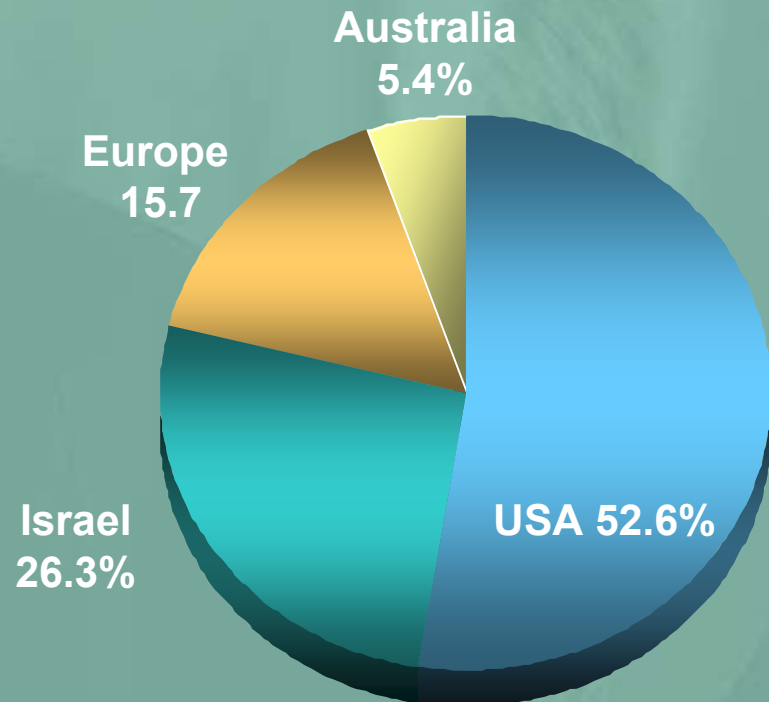
Geography Breakdown

Venture Capital Funds



Book Value March 31st:
€ 102,5 Million

Direct Investments



Book Value March 31st:
€ 17,7 Million

Venture Capital Portfolio

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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
- NORTHBRIDGE V
- OAK X
- PEQUOT VP II
- SIGNAL LAKE II

PRIVATE EQUITY

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

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 & IV
- PORTVIEW
- SEQUOIA CAPITAL SEED II

ASIA - VC

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

Invested

35,1%

Committed

100%

ICT Components

	Description	Area	Financing	Other Investors
	Fabless provider of communications integrated circuits (AMD spin-off)	USA	Series A	Francisco Partners, Austin, TPG, Sprout, Austin Ventures, CSFB, MSD Tiburon
	Optical components, incl. tunable lasers	USA	Series C	Crescendo, Cisco, Intel

ICT Systems







	3G-IP's convergence technology for cellular network backbones	Israel/USA	Series B	Sequoia, Intel, Soros, KPN/Qwest
	In-building and shadow area coverage	Israel/USA	Series C	Apax, Israel Seed Partners, Orion A
	Carrier grade IP terabit network routers	USA	Series D Series E	Crescendo, Lightspeed, Comventures, Bay Partners, Worldview, Global Crossing

Apparati & software

	Description	Area	Financing	Other Investors
	M-marketing technology platform	Germany	2 nd round	Apax, Nokia, Viventes
	Service level management solutions	UK/USA	Series B	Pond, GE Equity
	Advanced wireless messaging applications and infrastructure	USA	Series C	Nexit, Cirlab!, NetNet Ventures
	Technology platform for capital markets	USA	Series C	Accel, AIG, ABN Amro, Bain
	IP billing & service management system	Israel/USA	Series E	Jerusalem VP, 3i, Siemens
	Technology for distributed call centers	USA	Series H	Accel, Oak, Kleiner Perkins, Charles River

Portfolio Direct Investments (III)

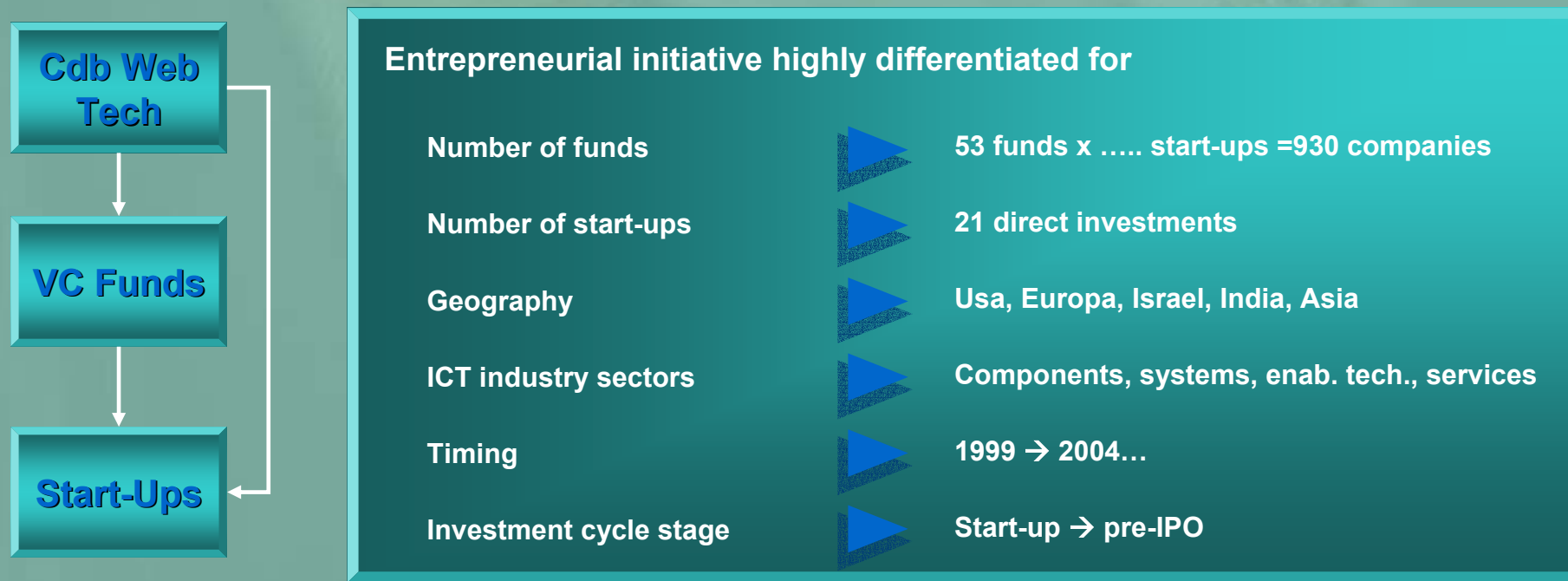
Services

	Description	Area	Financing	Other Investors
	Wireless broadband service provider	USA	Series B	Crescendo, Battery, Sevin Rosen
	Managed hosting services	Australia	Private placement	Archer Group, Query, Inv. Co. Of China
	Multimedia, outsourced CRM	USA	Series D	Accel, Benchmark
	Voice activated portal for Internet based information	USA	Series D	Kleiner Perkins, Benchmark, AT&T
	Wireless Web services	USA	Series A	Barksdale, Spectrum, 3i, Mercury Interactive
	IP and security consulting	Israel	Series A	Israel Seed Partners, Bezeq, Ampal

Cdb Web Tech's Model

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Cdb Web Tech is a highly diversified model



The Model is Validated

P&L

<i>Euro Millions</i>	Q1 2002	Total Year 2001
	€	€
Net Financial Income	0,6	8,4
Adj. to Financial Assets	(2,7)	(92,3)
Operating Costs	(0,6)	(4,1)
Pretax Income	(2,7)	(88,3)

Assets

LONG TERM Assets

Euro Millions

Intangible	0,34
Tangible	0,26
Financial	196,66
Total long term	197,26

CURRENT Assets

Accounts receivable	1,63
Financial assets	50,53
Cash & equivalents	57,02
Total current	109,18

Accruals 0,09

TOTAL Assets 306,53

Liabilities & Equity

Euro Millions

Shareholders Equity 305,82

Debt & Liabilities 0,71

TOTAL L & E 306,53

Assets

LONG TERM Assets

Euro Millions

Intangible	0,36
Tangible	0,29
Financial	168,50
Total long term	169,15

CURRENT Assets

Accounts receivable	24,14
Financial assets	0,00
Cash & equivalents	116,10
Total current	140,24

Accruals 0,04

TOTAL Assets 309,43

Liabilities & Equity

Euro Millions

Shareholders Equity 308,53

Debt & Liabilities 0,90

TOTAL L & E 309,43

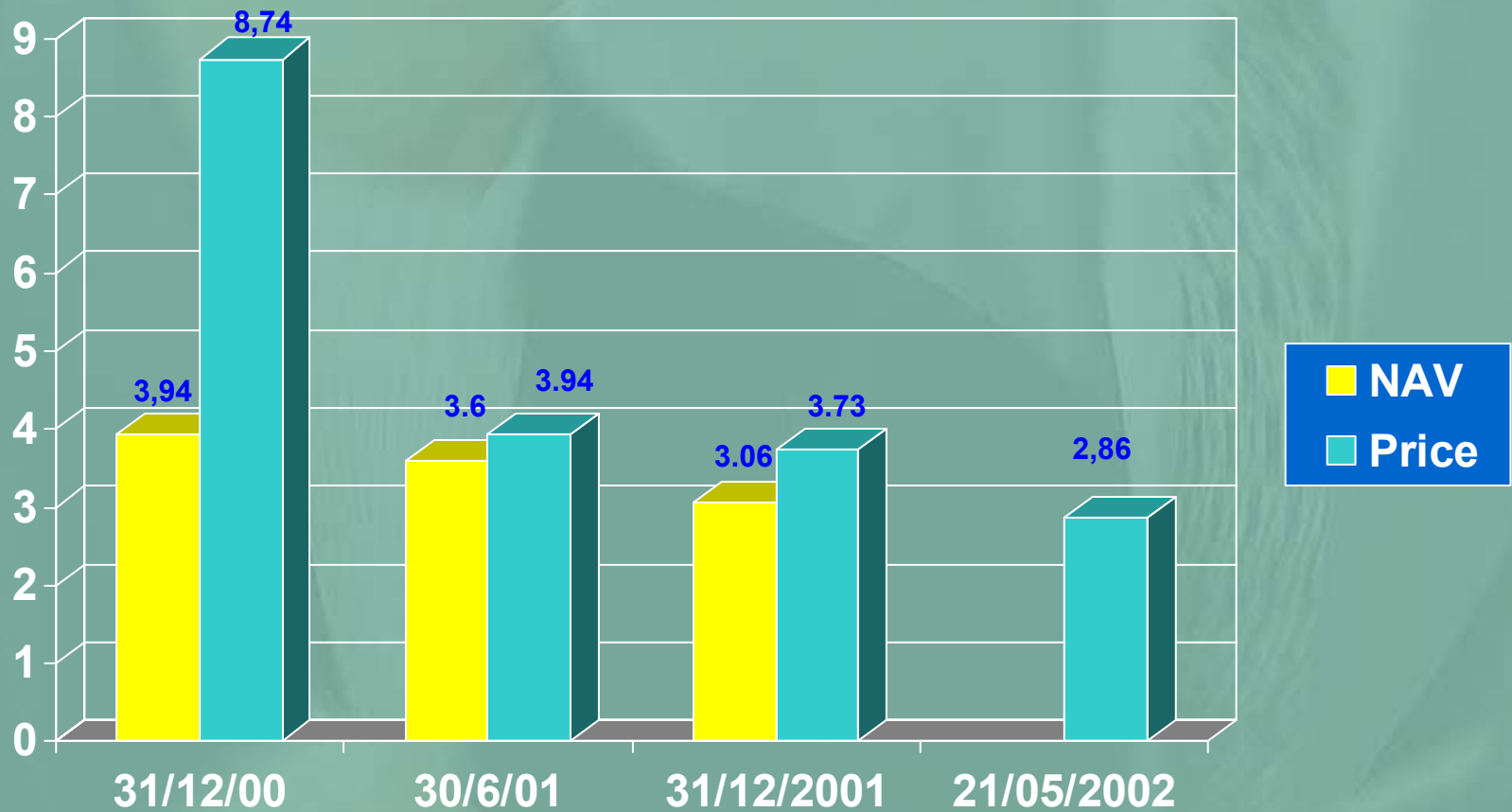
Consolidated Net Financial Position

<i>Euro Millions</i>	March 31 2002	December 31 2001
	€	€
Cash, Banks	57,0	116,1
Financial Credits	1,3	22,8
Securities	49,2	0,0
Financial Debts	0,0	0,0
<i>Total Net financial position</i>	107,5	138,9
<i>Including Hedge Funds</i>	186.7	200.2

- 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: Web Tech SGR now BIM Alternative Investments
 - In April 2002 launched a fund of funds in ICT hedge funds
 - Planning to launch two funds of funds for high net worth individuals in 2002: venture capital and multistrategy

NAV and Stock Price



- **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 35,1% 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 31st, December 2001 Cdb Web Tech has depreciated the value of investments to the NAV reported by the funds, 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

