

NABE Annual Meeting
“The Challenge of Affluence”

September 12, 2000





FRONTENAC COMPANY:

- Founded 1971
- 8 funds
- \$1 billion under management

Create services companies to help build the networked economy

- Internet Infrastructure services: **Make the Internet fast, reliable and easy to use**
- Broadband access: **Create “fat pipes” to get on the Internet**
- Business services: **Use Internet to improve business processes**

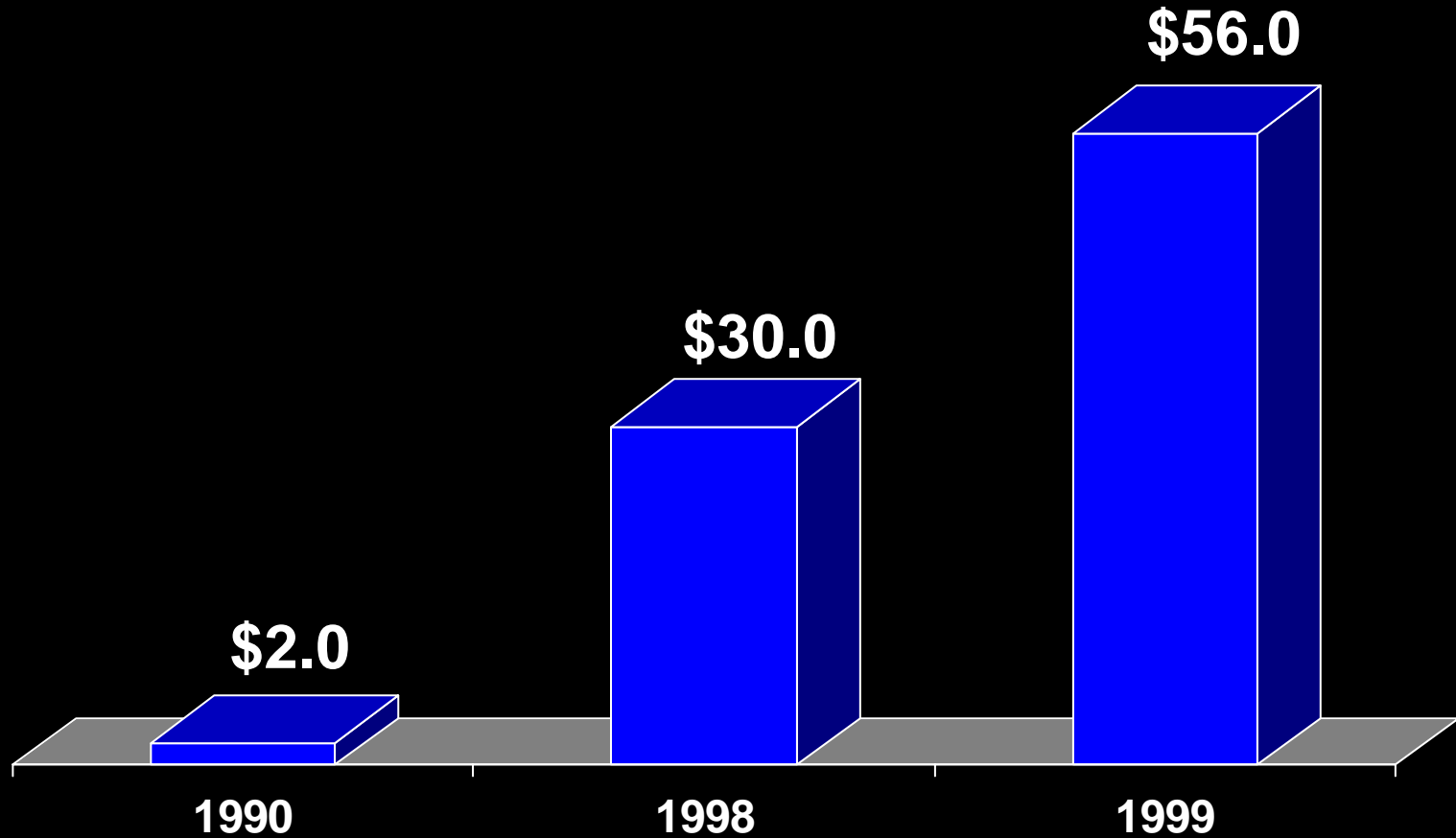
TRENDS IN THE VC INDUSTRY:

- Capital committed to VC partnerships
- Investment opportunities
- Valuation creation and realization

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Capital Raised by VC Firms (\$billions)





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A dramatic photograph of a large, dark storm cloud formation, possibly a supercell or the beginning of a tornado, over a road. The sky is filled with dark, swirling clouds, and a bright, white, funnel-like structure is visible in the distance. The road is paved and leads towards the horizon. Utility poles are visible on the left side of the road.

Internet

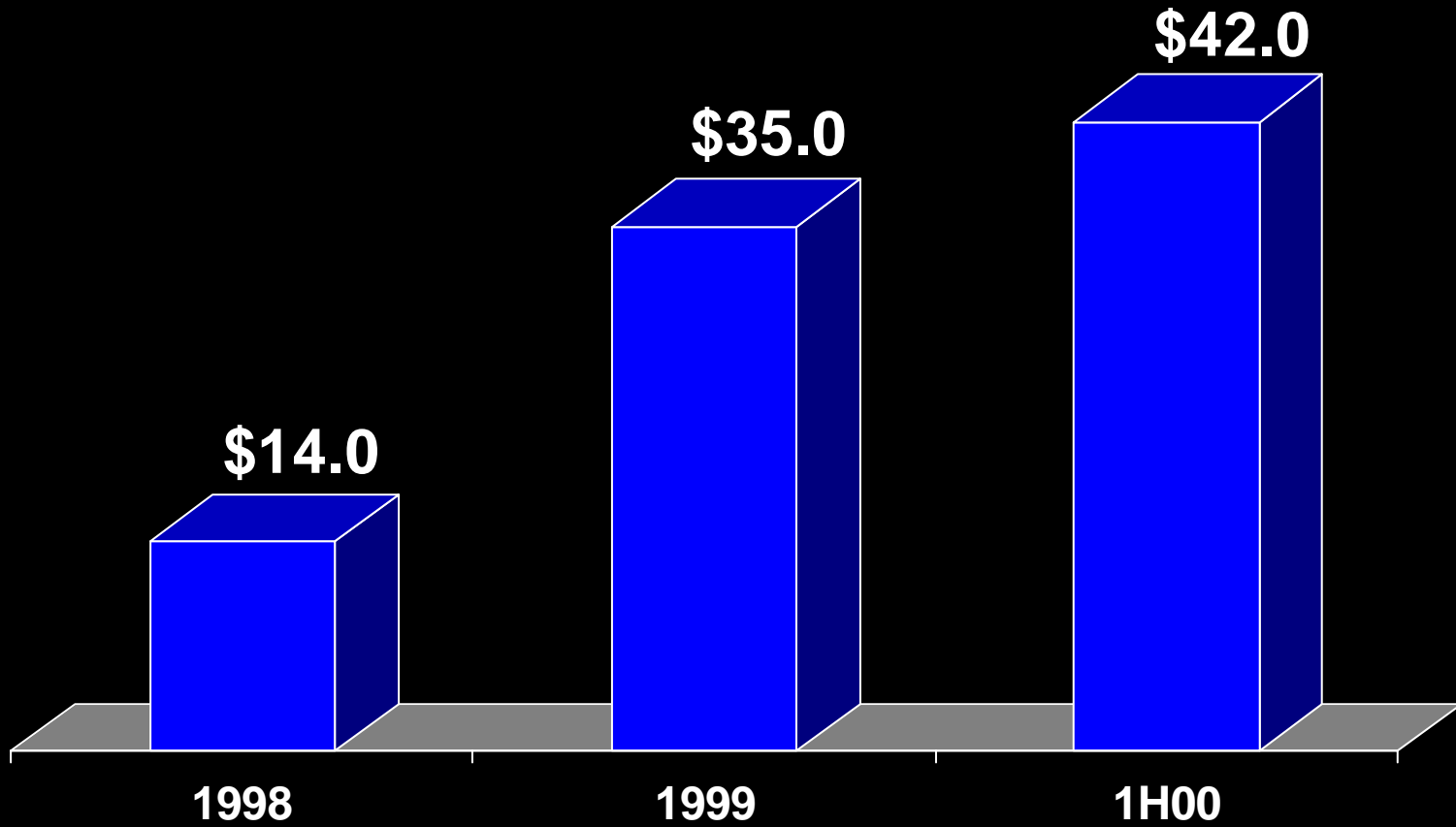
Broadband Telecom

Services Companies

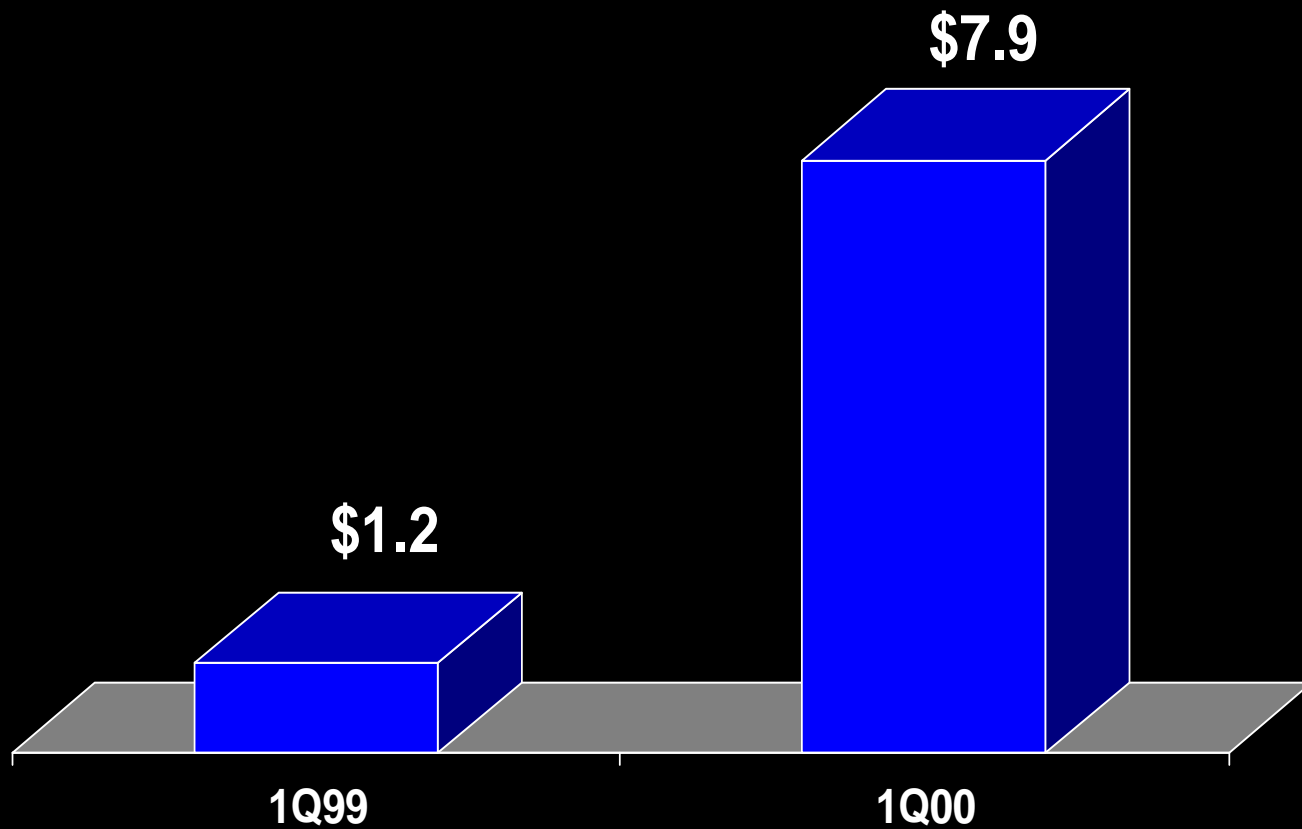
Frontenac Company



VC Investing Activity (\$billions)



B2C and B2B VC Investing (\$billions)



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VC Returns to LTD Partners as of 12/31/99

