

NEWS RELEASE

For Immediate Release

Bond & Pecaro Finds the Value in Technology

CyberValuation 2002 Examines 971 Recent Transactions

WASHINGTON, DC, - May 7, 2002 – Bond & Pecaro, Inc., a Washington, DC-based consulting firm, has released its fourth annual in-depth study of technology company values. From Telecom to software, rarely have technology company valuation declines been as acute as during 2001. Buyers and sellers continue to ask “Are there bargains now or do we wait until stability is clearly visible?” *CyberValuation 2002* investigates technology company mergers, acquisitions, and IPO activity in 2001 to provide a roadmap of trends and valuation benchmarks.

Company principal Jeff Anderson notes that, “In some cases, valuations remain high despite a virtual freefall in the capital markets. Large and small technology companies are hunkered down in survival mode desperate to improve cash flow. Valuations will be volatile as long as cash flows continue to fluctuate.”

CyberValuation 2002 provides analysis and commentary on key technology-related business transactions, providing valuation multiples and detailed summaries for all the critical deals in the ISP/Portal, B2C, B2B, Infrastructure, and Telecom sectors. Bond & Pecaro has developed an innovative index of key players in each of these sectors, providing a convenient snapshot of the state of the industry. A summary of selected findings by segment is as follows:

	ISPs/Portals	B2C	B2B	Infrastructure	Telecom
Aggregate Range of Weighted Average Trailing Revenue Multiples	2 – 4x	0.5 – 1.0x	1.0 – 1.5x	1 – 2x	2 – 4x
Range of Weighted Average Trailing Revenue Multiples for IPOs	N/A	N/M ¹	N/M	2 – 4x	N/M
Range of Weighted Average Trailing Revenue Multiples for M&A Transactions	2 – 4x	0.5 – 1.0x	1.0 – 1.5x	1 – 2x	2 – 4x
Range of Weighted Average Unique Monthly Visitor Multiples	\$30-\$55	N/A	N/A	N/A	N/A

Capturing a year’s worth of data in a single volume, *CyberValuation 2002* serves as an invaluable reference tool for industry professionals. However, the technology industry is anything but static, and in recognition of the rapid pace of technology turnover, Bond & Pecaro has relaunched [CyberValuation.com](http://www.CyberValuation.com). This Web site tracks current tech transactions in real time and contains a database of historical information from our previous *CyberValuation* studies. Located at www.CyberValuation.com, the new site supports interactive searches of technology company mergers and IPOs. Other features include Current Market Data & Research with up-to-date financial information and valuation multiples for thousands of public companies.

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About Bond & Pecaro, Inc.

Bond & Pecaro provides valuation, financial, and strategic consulting services to major players in the technology, broadcasting, cable television, media, and publishing industries. In recent years, the firm has focused on emerging technologies, such as new media and technology-based businesses. Bond & Pecaro's professionals have appraised over 4,000 media and technology concerns. Firm members have extensive experience in market research, valuation-related tax matters, financial and economic analysis, and litigation support.

For additional information about Bond & Pecaro, please call Jeff Anderson at 202-775-8870 or visit www.CyberValuation.com or www.BondPecaro.com.

¹ In cases where results were found to be immaterial due to limited data, "N/M" is used to denote that the outcome is not meaningful.