

B2B Index – March 2000

Performance vs. S&P 500 and Nasdaq 100

100 = Value as at 26 January 1998



Welcome to the B2B Index. The index is composed of leading publicly quoted B2B pure plays in Europe and the U.S. (currently, most exchange-listed B2B issues are American). The index has been calculated using the growth in market capitalisation of these companies starting from 26th January 1998. As new B2B pure plays have IPO'd, they have been added to the index.

The companies currently included are:

- Ariba
- Calico Commerce
- Careinsite
- Chemdex
- Claimsnet
- CMGI
- Commerce One
- Freemarkets Incorporated
- i2 technologies
- ICG
- ImageX
- Intraware
- neoforma.com
- PcOrder.com
- PurchasePro
- Rowecom
- Sciquest
- Verticalnet

The meteoric valuations of B2B issues make even the record-setting Nasdaq look like a laggard. Future editions will feature articles that analyse the drivers of valuation for B2B companies and ask whether current valuation levels are sustainable. For the time being, you may want to get a piece of the action, but. . . *caveat emptor!* ●

Andy Gueritz, March 2000