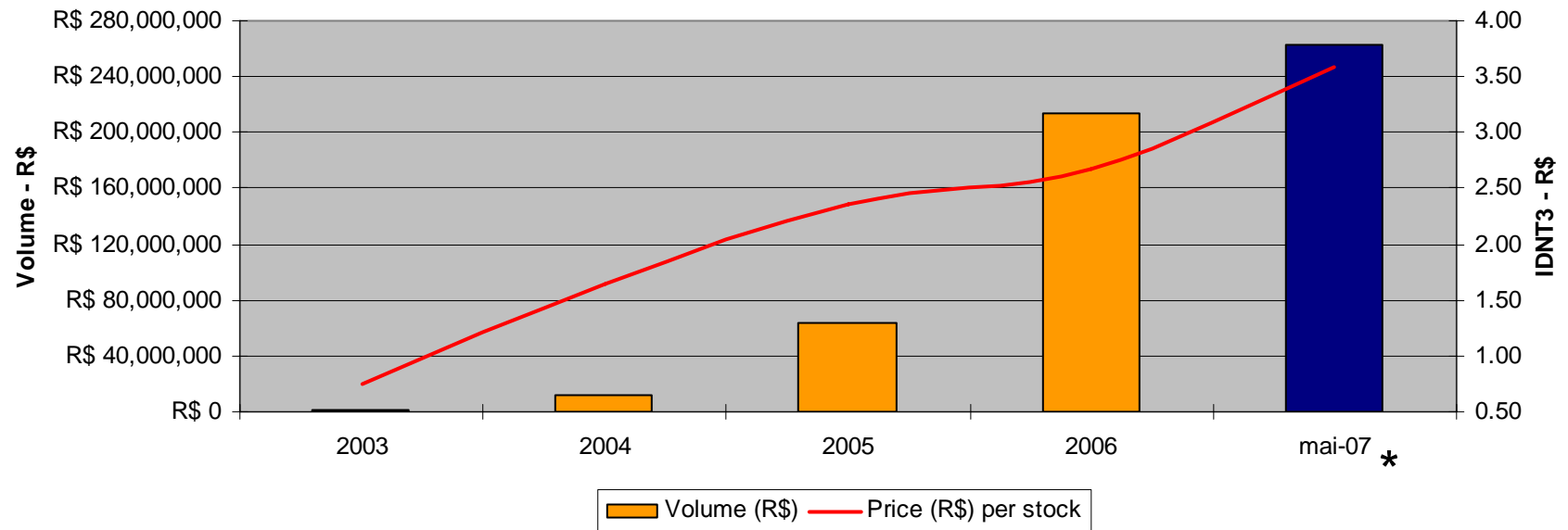


2007

### **BUSINESS DEVELOPMENT COMPANY (BDC) FOR LONG-TERM INVESTMENT IN IT IN BRAZIL**

- **Publicly Traded Company** – Bovespa Ticker: IDNT3
- **Bylaws following the model of the “Novo Mercado” (Corporate Governance Index)**
  - 100% of capital in voting shares
  - Tag-along of 100%
  - Free Float of 100%.
- **Background**
  - **June 2000** → IPO
  - **Starting in 2001** → Reorganization after bursting of the “Bubble”
  - **August 2004** → Google IPO
  - **December 2004** → Pactual Internet Fund Incorporation
  - **October 2005** → Officer acquisition
  - **September 2006** → Pactual Internet Fund Liquidation
  - **January 2007** → Board of Directors Approval of IDNT entrance at the Novo Mercado
  - **February 2007** → Up-holding in major companies
  - **April 2007** → Up-holding in Padtec

### VOLUME X STOCK PRICE



\* BASIS: MAY 04, 2007

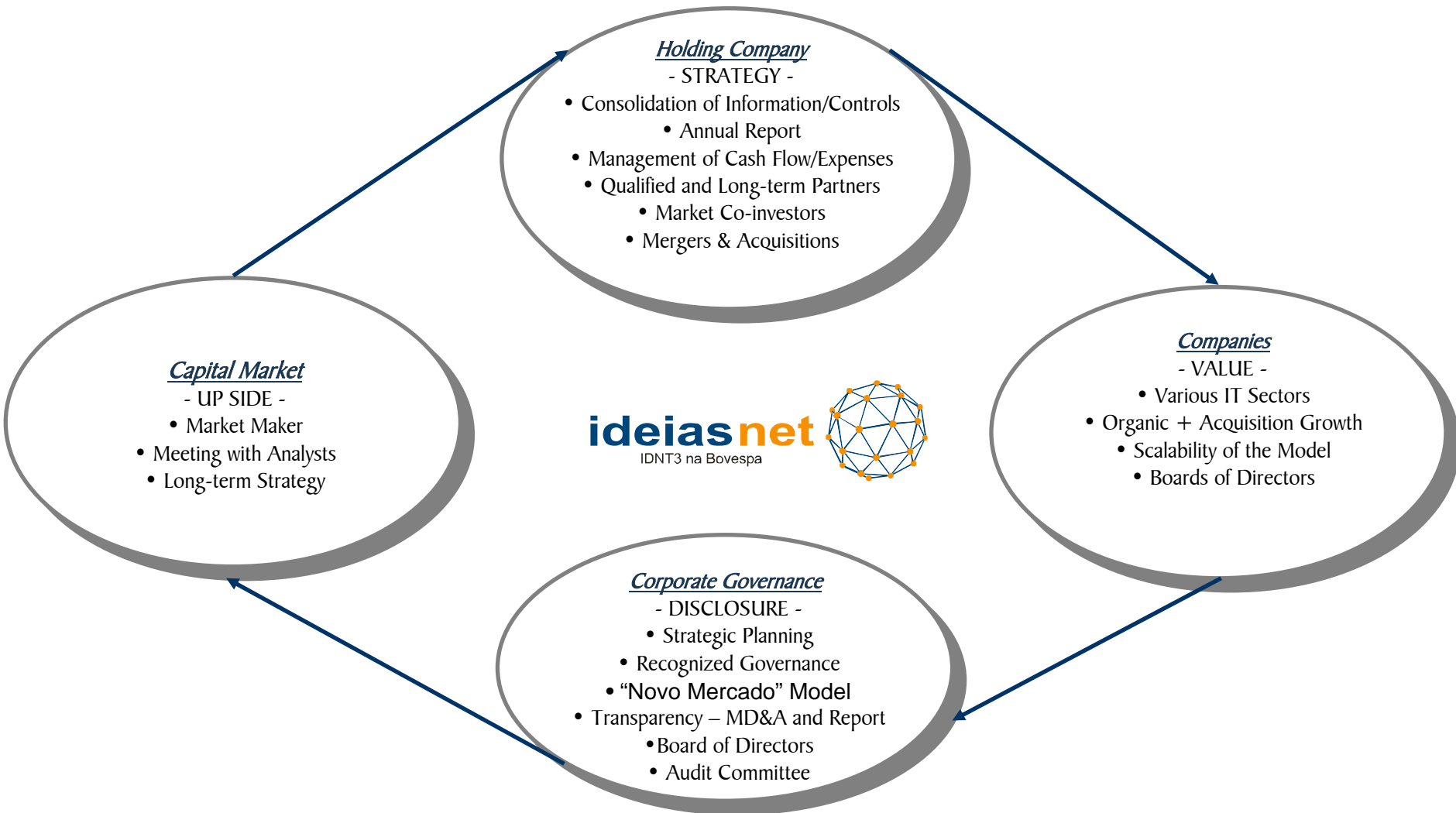
\* AVERAGE LIQUIDITY : R\$ 3M PER DAY

## CAPITAL MARKET

### MARKET CAPITALIZATION

<b>TOTAL SHARES - IDNT3</b>	79.847.528
<b>PRICE PER SHARE - R\$</b>	<b>R\$3,59</b>
<b>MARKET CAP - R\$</b>	<b>R\$ 286.652.626</b>
<b>CONVERSION RATE (US\$/R\$)</b>	<b>R\$ 2,02</b>
<b>MARKET CAP - US\$</b>	<b>US\$ 141.907.240</b>

. BASIS: MAY 4,, 2007



## PRIVATE EQUITY

*BIGGER AVAILABILITY OF INVESTMENT – PROVEN MODEL BUSINESS-ORIENTED*

- Consolidation
- Acquisition of complimentary businesses to the portfolio
- Pre-IPO Stage

## VENTURE CAPITAL – IDEIAS VENTURES

*GROSS REVENUE < R\$ 10MM*

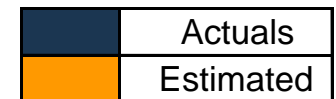
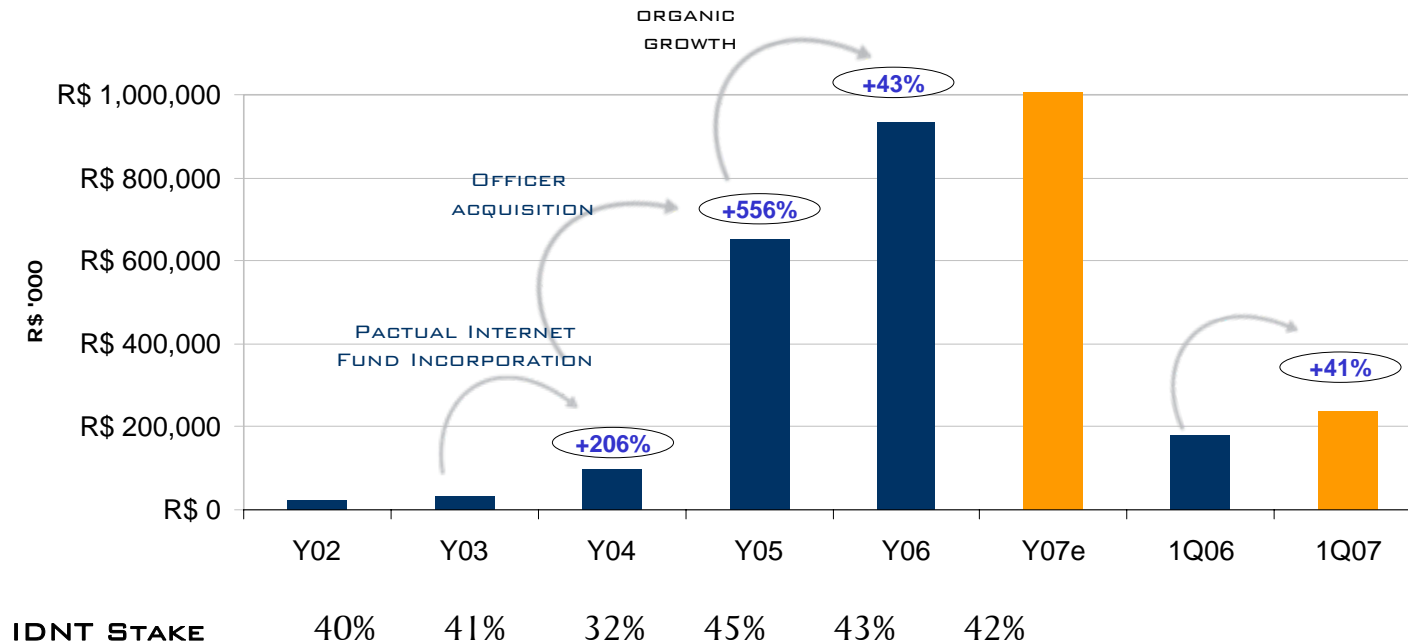
- Pro–active investment
- Support for entrepreneurship
- Coaching and Value Added – Business, Management, Finance, Legal
- Synergy among the portfolio’s companies – cross marketing
- Mergers with complimentary companies

# FINANCIAL

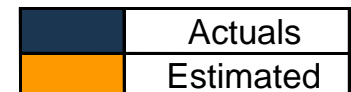
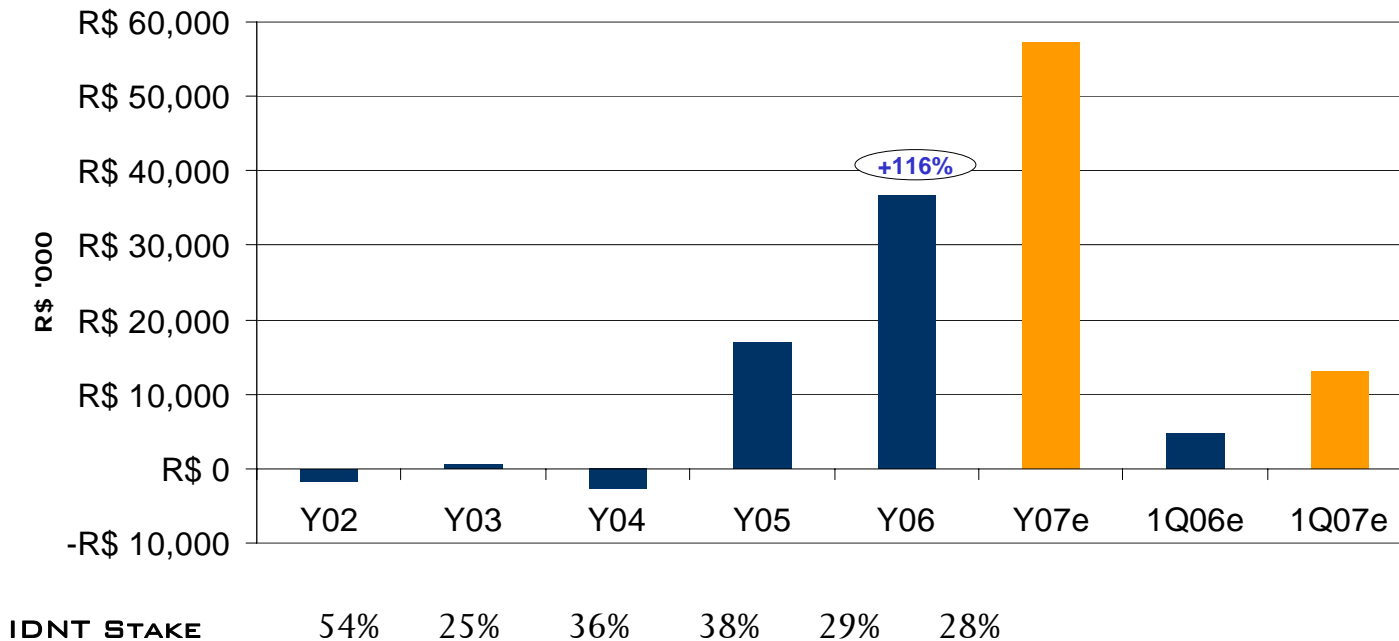
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SALES - 100% OF THE PORTFOLIO



EBITDA - 100% OF THE PORTFOLIO



<b>IDEIASNET - COMBINADO SINTÉTICO*</b>							
		<b>Actual</b>				<b>Actual</b>	<b>Estimated</b>
<b>R\$ 000'</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>1Q06</b>	<b>1Q07</b>
<b>GROSS REVENUES (*)</b>	<b>9,235</b>	<b>13,155</b>	<b>32,290</b>	<b>293,274</b>	<b>405,894</b>	<b>80,246</b>	<b>106,678</b>
(-) Taxes and Deductions	(319)	(408)	(2,863)	(55,310)	(75,294)	(18,487)	(17,504)
<b>NET OPERATING REVENUE</b>	<b>8,916</b>	<b>12,748</b>	<b>29,427</b>	<b>237,963</b>	<b>330,600</b>	<b>61,759</b>	<b>89,174</b>
Cost of Product Sold	(7,580)	(10,842)	(21,163)	(193,618)	(267,937)	(52,409)	(75,505)
<b>GROSS PROFIT</b>	<b>1,336</b>	<b>1,905</b>	<b>8,265</b>	<b>44,345</b>	<b>62,663</b>	<b>9,350</b>	<b>13,669</b>
Gross Margin	14.5%	14.5%	25.6%	15.1%	15.4%	11.7%	12.8%
<b>OPERATING EXPENSES</b>	<b>(2,206)</b>	<b>(1,766)</b>	<b>(9,257)</b>	<b>(37,839)</b>	<b>(52,195)</b>	<b>(7,883)</b>	<b>(10,731)</b>
General and Administrative	(2,206)	(1,766)	(9,204)	(37,532)	(51,765)	(8,048)	(9,803)
Other operating expenses net	0	-	(54)	(307)	(430)	164	(928)
<b>(=) EBITDA</b>	<b>(870)</b>	<b>140</b>	<b>(993)</b>	<b>6,506</b>	<b>10,468</b>	<b>1,467</b>	<b>2,938</b>
Ebitda Margin	-9.8%	1.1%	-3.4%	2.7%	3.2%	2.4%	3.3%
.Depreciation	(296)	(460)	(1,183)	(1,123)	(1,319)	(428)	(266)
<b>(=) EBIT</b>	<b>(1,165)</b>	<b>(320)</b>	<b>(2,176)</b>	<b>5,383</b>	<b>9,149</b>	<b>1,039</b>	<b>2,672</b>
.Net Financial Result	(509)	(195)	(741)	(948)	(847)	(145)	(535)
<b>(=) EBT</b>	<b>(1,674)</b>	<b>(514)</b>	<b>(2,918)</b>	<b>4,435</b>	<b>8,302</b>	<b>894</b>	<b>2,136</b>
(-) Non-Operational Result	-	(31)	(411)	(5,363)	(1,421)	26	(26)
(-) Income Tax & Social Contrib.	-	(7)	(24)	350	(3,623)	(495)	(957)
Profit Distribution	(0)	-	-	(86)	(701)	-	(0)
<b>(=) Net Profit</b>	<b>(1,674)</b>	<b>(553)</b>	<b>(3,352)</b>	<b>(665)</b>	<b>2,557</b>	<b>425</b>	<b>1,154</b>

**OBS: Considering the % of the companies from the moment of these acquisitions**

# PORTFOLIO

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E-COMMERCE AND CONTENT



INFRAESTRUTURA AND  
SW DEVELOPMENT



AUTOMATOS

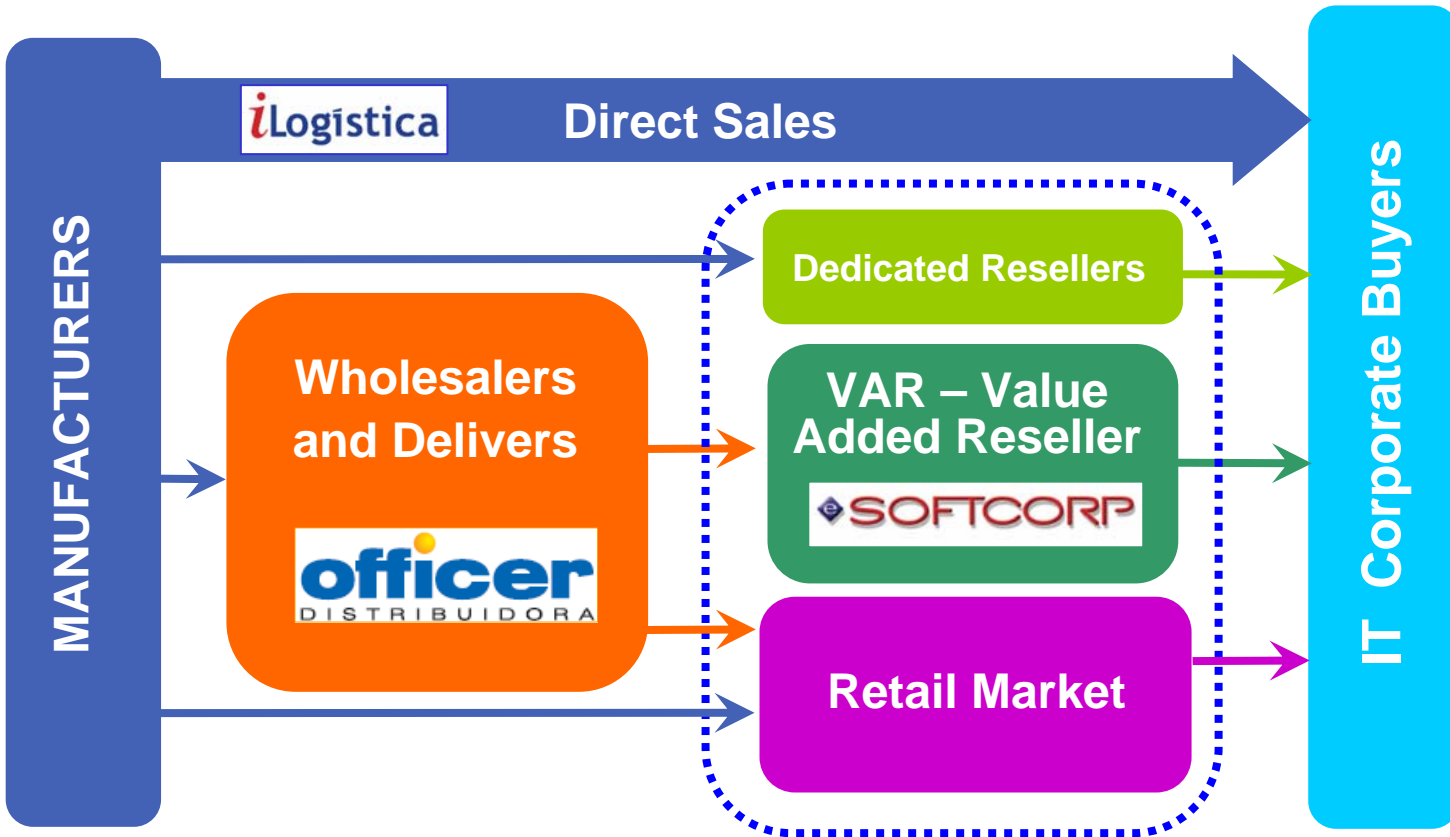
WIRELESS



IDEIAS VENTURES – VENTURE CAPITAL



- COMPANY (IDNT Stake %) (Comparables) → Company description
- OFFICER (50%) (Ingram Micro, Tech Data) → Value added distributor – software, hardware and services
- SOFTCORP (42%) (CDW) → Corporate retail of Software, Hardware e Services
- PADTEC (22.5%) (Cisco) → Developer and maker of optical communication equipment (WDM)
- SPRING WIRELESS (11%) (Virgin Mobile) → Mobile virtual network operator – corporate market
- IMUSICA (75%) (LoudEye) → Distribution and management of digital media
- ILOGISTICA (35%) → Logistics and e-commerce with value aggregated
- AUTOMATOS & SOLVO (19%) → Management service provider of mission critical environments
- HANDS (49%) → Solutions and services for wireless platforms in the final consumer market
- PINI (31%) → Publisher and software developer for the civil construction market
- IVOX (57%) (ePinions – Shop.com) → eCRM, surveys and opinion guides
- TV AO VIVO (23%) → TV via Internet
- ADDCOMM (22%) → Webmarketing agency
- BRASPAG (25%) (PayPal) → Payment Solutions, internet and others
- SADIG (20%) → Business intelligence software
- VISIONNAIRE (40%) → Software House based on distributed technology
- BOLSA DE MULHER (27%) (iVillage) → Women's community and content provider
- TRINNPHONE (90%) (CBeyond) → VoIP provider for the corporate market
- NETMOVIES (10%) (NetFlix) → Rent DVD's on-line and Video on-demand



- Name: Officer Distribuidora S/A
- Location: São Paulo
- Date of Investment: September 2005
- Shareholding Composition: 50% IDNT + 50% SONDA Group from Chile
- Background: Founded in 1985
- Business: Officer is one of the biggest wholesalers of computer products (software and hardware) in Brazil, had being awarded by INFO EXAME 2005 and 2006 (The most respected computer magazine in the country)
- Main Customers: more than 20.000 resellers spread out nationwide.
- Competitive Edge: Ingram Micro, Tech Data, SND, Nagem and Alcateia
- Critical Point: Gray Market Competition; Price dumping by competitors.
- Highlight: Focus on the SMB; Strong e-commerce development and business; No financial leverage; Solid relationship with the major computer technology providers as Microsoft, HP, IBM, Oracle, Samsung, Symantec, Citrix, CA, LG, among many others; Twice a year sponsor a trade show (OFFICER CANAL and OFFICER REALTIME) reaching more than 8000 attendees offering products exhibition and information, Speeches by well known names, and professional training and certification; Creates and solidify loyalty with its customer base through best logistics, excellent with availability, relationship, services and competitive prices.

**GROSS REVENUES 1994-2006**

R\$'000



- Name: Softcorp
- Locations: São Paulo, Rio de Janeiro, Belo Horizonte, Curitiba, Vitória and Recife
- Date of Investment: March 2000
- Shareholding Composition: 42% IDNT + 21% Lorentzen Group + 37% others
- Background: Founded over 15 years ago, the company has been consolidating its place in the Brazilian market for corporate resales in the IT sector.
- Business: Softcorp is a corporate reseller of software and hardware products and related services, headquartered in São Paulo, with branches in Rio de Janeiro, Minas Gerais, Pernambuco, Paraná and Espírito Santo.
- Main Customers: Fedex, H. Stern, Bristol, PUC, TNT Logística, Pernambucanas, Telemig, SENAC, Citibank, Marítima Seguros, Açominas, and others (3,000 active customers).
- Competitive Edge: Besides the traditional sales channels – account managers and telesales – the company has an exclusive channel through its site, which besides allowing the necessary scalability for expansion of sales without raising costs, is an excellent tool in the commercial area and for customer relationships – based on the CDW and Dell model.
- Critical Point: Brazilian market not yet consolidated and strong competition from small assembly shops largely using pirated software and smuggled parts and evading taxes (“Gray Market” = 60%)
- Highlight: Direct link with major manufacturers and distributors inventories allows low cost operation – no inventory required.

- Name: Padtec
- Location: Campinas, SP
- Date of Investment: August 2002
- Shareholding Composition: 22.5% IDNT + 77.5% CPQD
- Background: Established at the end of 1999 as a business unit of CPQD, it became independent in August 2001, through a spin-off of the fiber-optic communications division of CPQD. It was the first maker in Latin America of wavelength digital multiplexing (WDM) equipment for optical communication systems, and is Brazil's leader in this segment.
- Business: Optical solutions for the metropolitan market, through WDM equipment applied to existing networks, offering better performance and capacity and lower prices.
- Main Customers: Telmex; Portugal Telecom; Brasil Telecom; Telvent; Telemar; Banco Safra; Impsat; ABB
- Competitive Edge: (i) Differentiated knowledge of the telecommunications networks in Brazil, due to its origin as part of CPQD; (ii) Costs in local currency (reais) and highly competitive prices.
- Critical Point: Financing of customer sales.



- Name: Spring Wireless.
- Location: São Paulo
- Date of Investment: September 2002
- Shareholding Composition: 11% IDNT + 52% Others shareholders + 37% Others
- Background: Founded in March 2001, the company uses solutions developed with focus on the Brazilian market resulting from customization and “tropicalization” of imported solutions, but suitably adapted to the needs and particularities of the Brazilian market. It uses the best technologies from the American and European markets and has quality proved by large international clients.
- Business: Mobile virtual network operator with solutions and services aimed at wireless platforms in the corporate market, where it has a 55% market share.
- Main Customers: Ambev; Souza Cruz; Multibras; Redecard; Gillette; Itaú Seguros; Sara Lee; Pão de Açúcar; Bunge; Citibank; Kraft; Goodyear; Eletropaulo; Visanet; Fleet One; Concha Y Toro
- Competitive Edge: (i) Technology adapted to Brazilian operators; (ii) management team’s ability to understand the customer’s business; (iii) success cases.
- Critical Point: Expanding the user base.
- Highlight: 55% market share in Brazil, and expanding to the rest of Latin America.



- Name: iMusica
- Location: Rio de Janeiro
- Date of Investment: March 2000
- Shareholding Composition: 75% IDNT + 19% Lorentzen Group + 6% management
- Background: First and only Brazilian company to develop the software – with Digital Rights Management (DRM) from Microsoft – and the partnerships necessary to sell legal digital music – recording companies, music publishers and franchises.
- Business: Distribution and management of legal digital media content (music, video, true tones and software).
- Main music companies: EMI, Warner, Universal, Sony/BMG, Trama, Biscoito Fino, Deck Disc, Indie Records, plus 150 more Brazilian firms.
- Main franchises: Americanas.com, MSN, iG and Super iG, BR Turbo, Velox, Gradiente, Antena 1, Yahoo
- Competitive Edge: Conversion of competitors into partners – B2B.
- Critical Point: Expansion of content from major record companies and broadband.
- Highlight: Conversion of competitors into partners, essential content for the “SVA” of telephone operators.