
From: marc@e-sim.co.il
Sent: Friday, October 13, 2000 2:28 AM
To: Naveen Jain (InfoSpace Inc)
Subject: Re: InfoSpace investment in Netgen..

Hi Naveen,

I am sorry for the delay in opening your e-mail. Things have been pretty depressing over here on the peace front, as you can imagine, and between my business interests and my political involvement, I have been extremely busy. Regarding NetGen, I have done a lot of homework and consulting with other VC's who I respect and have come to believe that their plan is possible, but far from easy to accomplish. I think you know me well enough to know that I am pretty thorough and pretty careful in my investment decisions. At the same time, for friends, I am willing to stretch the rules, as I did with e-marketplaces. I have asked your brother to send me the closing documents re Lycos. In the case of Lycos, their dollar investment means nothing to me because they are getting all their money back for advertising. What I really care about is seeing the agreement to understand how they are going to help netgen execute and realise their business plan. I am not out of the picture, but I am not an enthusiast. Keep me posted on what you are doing and what I can do to help or participate. I will review the Lycos documents as soon as I receive them from Atul. Re e-sim we are hitting and exceeding all of our targets, but the market stinks, as you know well. On other fronts: I hear NetLibrary is selling out. Did you hear that? How much are they getting? Aish cancelled the internet conference due to the violence over here. I hope you, Anu and the kids are great. Happy Jewish New Year! your friend marc

"Naveen Jain (InfoSpace Inc)" <naveen.jain@infospace.com> on 10/09/2000 06:57:01 PM

To: marc/Emultek@Emultek
cc:

Subject: InfoSpace investment in Netgen..

Marc, InfoSpace is getting ready to invest 8-10 million dollars in Netgen shopper in this round. We will provide them with massive distribution on infospace/go2net plus allow them to send emails to our 1 million plus merchants to sign up for netgen.

Did you ever close the investment in netgen or you are still waiting. I think Lycos did invest 8 million in Netgen.

How is life otherwise?

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