

Insights from Michael Perry, CEO and Director of CardioDynamics

CardioDynamics (Nasdaq: CDIC) is the innovator and global leader of breakthrough technology called Impedance Cardiography (ICG). Initially used by NASA to monitor astronauts, ICG technology is now used by physicians worldwide to battle the number one killer of men and women—cardiovascular disease. It provides the first noninvasive and cost-effective access to information about the heart's ability to deliver blood to the body and the amount of fluid in a patient's chest. Prior to the company's BioZ® heart monitoring systems, physicians were limited to a hit or miss approach to treatment or through a risky and costly procedure that requires hospitalization. The BioZ test takes just 5 minutes and can be done in both the physician's office and the hospital.

Michael Perry joined CardioDynamics as CEO and Director in 1998 when there were less than 30 employees and \$500,000 in sales. The company now has 125 employees and sales just under \$20 million. "Our technology is revolutionizing the way medicine is practiced around the world. Even in these challenging economic times, the company is stronger today than ever before; this is due to the support and loyalty of our shareholders, customers and employees," says Perry.

When CardioDynamics was looking for office space they went to Irving Hughes, who not only helped them acquire the perfect space but also helped line up architects and contractors. Says Perry, "Our experience with Irving Hughes has been true

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to their solid reputation. They are experienced professionals dedicated to providing clients with everything they need so that we can focus on our business and customers." After CardioDynamics' five-year lease ran out, Irving Hughes assisted them in determining if it would be more cost-effective to move or renew their current lease. "Irving Hughes really brings true market data to light. With their assistance, we decided to stay in our present space." Because of their knowledge of the current marketplace, Irving Hughes was able to renegotiate a very favorable five-year lease.

"At the rate we're growing, we will probably need additional space within the next five years. We will be looking to Irving Hughes to guide us throughout this process."

For additional information, please contact Jason Hughes at (619) 238-4393 or jasonh@irvinghughes.com.



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