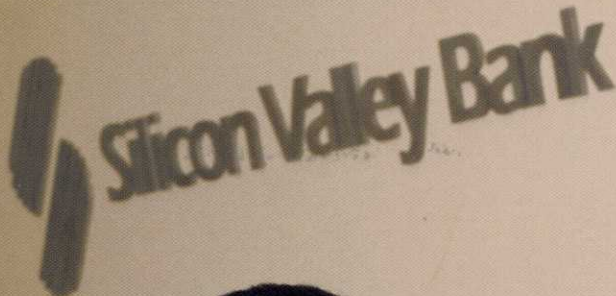


Insights from John W. Otterson, Managing Director of Silicon Valley Bank



For almost 20 years, Silicon Valley Bank has provided innovative banking products and services to emerging growth and established companies in the technology and life science industries. The company is a \$4.2 billion commercial bank headquartered in Silicon Valley with offices across the United States. Over the years, they've banked more than 30,000 entrepreneurial companies and currently have nearly 10,000 clients. Silicon Valley Bank also has client relationships throughout Asia, Australia, Europe, India and Israel.

"Irving Hughes has been a strategic relationship for us for nearly a decade. From our first small office, they treated us like a major client."

Silicon Valley Bank has become a widely respected name in the financial services industry. They have developed creative solutions for some of the most successful technology and life science companies in the country. The Bank's San Diego clients include AMCC, Entropic Communications, Favril, Idec Pharmaceuticals and WebSense. The company continues to serve clients through all stages of their development and in all kinds of market situations.

In 1995 Silicon Valley Bank worked with Irving Hughes to open its first 1,400 square-foot San Diego office. Irving Hughes advised the bank on three expansions over the years and recently completed their relocation to UTC. This move will help position the bank to better serve its clients through closer proximity to its core client base and key service providers, as well as through offices that better reflect the Bank's professional capabilities.

Says John Otterson, Managing Director, "Irving Hughes has been a strategic relationship for us for nearly a decade. From our first small office, they treated us like a major client. We have come to rely on their advice and expertise, especially their perspective on San Diego's submarkets and alternatives, which has been critical in our decision making process. Irving Hughes' advice on space planning and risk evaluation was insightful as well, giving us the information we needed to make a choice that will serve us today and throughout our future growth."

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



Life is a lease. Negotiate well.