

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

MISSION WEST PROPERTIES INC

Form 10-K

March 14, 2008

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-K

(Mark One)

[X] ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

For Fiscal Year Ended: December 31, 2007

OR

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File No. 1-8383

MISSION WEST PROPERTIES, INC.

(Exact name of registrant as specified in its charter)

Maryland

95-2635431

(State or other jurisdiction of
incorporation or organization)

(I.R.S. Employer Identification No.)

10050 Bandley Drive, Cupertino, CA
(Address of principal executive offices)

95014
(Zip Code)

Registrant's telephone number, including area code: (408) 725-0700

Securities Registered Pursuant to Section 12(b) of the Act:

Title of each class Name of each exchange on which registered
Common Stock, \$.001 par value per share American Stock Exchange

Securities Registered Pursuant to Section 12(g) of the Act: NONE

Indicate by check mark if the Registrant is a well-known seasoned issuer,
as defined in Rule 405 of the Securities Act. Yes [ ] No [X]

Indicate by check mark if the Registrant is not required to file reports
pursuant to Section 13 or Section 15(d) of the Exchange Act. Yes [ ] No [X]

Indicate by check mark whether the Registrant (1) has filed all reports
required to be filed by Section 13 or 15(d) of the Securities Exchange Act of
1934 during the preceding 12 months (or for such shorter period that the
Registrant was required to file such reports), and (2) has been subject to such
filing requirements for the past 90 days. Yes [X] No [ ]

Indicate by check mark if disclosure of delinquent filers pursuant to Item
405 of Regulation S-K is not contained herein, and will not be contained, to the
best of Registrant's knowledge, in definitive proxy or information statements

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. [X]

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. Large accelerated filer [ ] Accelerated filer [X] Non-accelerated filer [ ]

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes [ ] No [X]

As of June 30, 2007, the aggregate market value of the Registrant's common stock held by non-affiliates of the registrant was \$273,782,813 based on the closing price as reported on the American Stock Exchange.

Indicate the number of shares outstanding of each of the Registrant's classes of common stock, as of the latest practicable date.

Class	Outstanding at February 29, 2008
-----	-----
Common Stock, \$.001 par value per share	19,669,807 shares

### DOCUMENTS INCORPORATED BY REFERENCE

Portions of the Registrant's proxy statement to be delivered to stockholders in connection with the Registrant's 2008 Annual Meeting of Stockholders to be held on May 22, 2008 are incorporated by reference into Part III of this Form 10-K. The Registrant intends to file its proxy statement within 120 days after its fiscal year end.

### FORWARD LOOKING INFORMATION

This annual report contains forward-looking statements within the meaning of the federal securities laws. We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and are including this statement for purposes of complying with these safe harbor provisions. Forward-looking statements include our discussion of "Quantitative and Qualitative Disclosures about Market Risks" in Item 7A below. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies and expectations of us, are generally identifiable by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project" or similar expressions. Our ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a material adverse effect on the operations and future prospects or would cause actual results in the future to differ materially from any of our forward-looking statements of the Company include, but are not limited to, changes in: economic conditions generally and the real estate market specifically, legislative or regulatory provisions affecting the Company (including changes to laws governing the taxation of Real Estate Investment Trusts ("REITs")), availability of capital, interest rates, competition, supply of and demand for office and industrial properties in our current and proposed market areas, tenant defaults and bankruptcies, and general accounting principles, policies and guidelines applicable to REITs. In addition, the actual timing of development, construction, and leasing on the projects that the Company believes it may acquire in the future is unknown presently. These risks and uncertainties, together with the other risks described from time to time in our reports and documents filed with the Securities and Exchange Commission, should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements (see Item 1A, "Risk Factors").

MISSION WEST PROPERTIES, INC.  
2007 FORM 10-K ANNUAL REPORT

Table of Contents

PART I

Item 1.	Business
Item 1A.	Risk Factors
Item 1B.	Unresolved Staff Comments
Item 2.	Properties
Item 3.	Legal Proceedings
Item 4.	Submission of Matters to a Vote of Security Holders

PART II

Item 5.	Market for the Registrant's Common Equity, Related Stockholder Matters and Issuance of Equity Securities
Item 6.	Selected Financial Data
Item 7.	Management's Discussion and Analysis of Financial Condition and Results of Operations
Item 7A.	Quantitative and Qualitative Disclosures about Market Risk
Item 8.	Financial Statements and Supplementary Data
Item 9.	Changes in and Disagreements with Accountants on Accounting and Financial Disclosures
Item 9A.	Controls and Procedures
Item 9B.	Other Information

PART III

Item 10.	Directors, Executive Officers and Corporate Governance
Item 11.	Executive Compensation
Item 12.	Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters
Item 13.	Certain Relationships and Related Transactions, and Director Independence
Item 14.	Principal Accountant Fees and Services

PART IV

Item 15.	Exhibits and Financial Statement Schedules
	Signatures
	Rule 13a-14(a) Certifications
	Section 1350 Certifications

PART I

ITEM 1. BUSINESS

ORGANIZATION AND GENERAL BUSINESS DESCRIPTION

Mission West Properties, Inc. (the "Company") acquires, markets, leases, and manages research and development ("R&D") properties, primarily located in the Silicon Valley portion of the San Francisco Bay Area. As of December 31, 2007, we owned and managed 109 properties totaling approximately 7.9 million rentable

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

square feet of R&D properties through four limited partnerships, or operating partnerships, for which we are the sole general partner. R&D property is designed for research and development and office uses and, in some cases, includes space for light manufacturing operations with loading docks. We believe that we have one of the largest portfolios of R&D properties in the Silicon Valley. There are two tenants who individually lease in excess of 300,000 rentable square feet from us: Microsoft Corporation and Apple Computer, Inc. For federal income tax purposes we have operated as a self-managed, self-administered and fully integrated Real Estate Investment Trust ("REIT") since fiscal 1999.

Prior to July 1, 1998, most of our properties were under the ownership or control of Carl E. Berg, his brother Clyde J. Berg, certain members of their respective immediate families, and certain entities in which Carl E. Berg and/or Clyde J. Berg held controlling or other ownership interests, including Berg & Berg Developers, Berg & Berg Enterprises, Inc. and Berg & Berg Enterprises, LLC (the "Berg Group"). We acquired these properties as of July 1, 1998 by becoming the general partner of each of the four operating partnerships in an UPREIT transaction. At that time, we also acquired ten properties comprising approximately 560,000 rentable square feet from entities controlled by third parties in which the Berg Group members were significant owners.

Through various property acquisition agreements with the Berg Group and subject to the approval of the Independent Directors Committee of the Board of Directors, we have the right to purchase, on pre-negotiated terms, R&D and other types of office and light industrial properties that the Berg Group develops in the future. With in-house development, architectural and construction personnel, the Berg Group continues to focus on a full range of land acquisition, development and construction activities for R&D properties, often build-to-suit, to meet the demands of Silicon Valley information technology companies. As the developer, the Berg Group takes on the risks of purchasing the land, obtaining regulatory approvals and permits and financing construction. Since September 1998, we have acquired approximately 3,275,000 additional rentable square feet of R&D properties from the Berg Group under these agreements.

Our executive offices are located at 10050 Bandy Drive, Cupertino, California 95014, and our telephone number is (408) 725-0700. Our website is located at <http://www.missionwest.com>. On our website, you can access, free of charge, our annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Exchange Act of 1934, as amended, as soon as reasonably practicable after such material is electronically filed with, or furnished to, the Securities and Exchange Commission (the "SEC"). A copy of these filings is available to all interested parties upon written request to "Investor Relations" at our corporate offices.

We file annual, quarterly and special reports, proxy statements and other information with the SEC. You may read and copy any document we file with the SEC at the SEC's Public Reference Room at 100 F Street, N.W., Washington, D.C. 20549. You may obtain information about the operation of the SEC's Public Reference Room by calling the SEC at 1-800-SEC-0330. The SEC also maintains a website that contains reports, proxy and information statements, and other information regarding registrants that file electronically with the SEC (<http://www.sec.gov>).

### OUR RELATIONSHIP WITH THE BERG GROUP

Through a series of transactions occurring between May 1997 and December 1998, we became the vehicle for substantially all of the Silicon Valley R&D property operating activities of the Berg Group. We are the general partner pursuant to the partnership agreements of the operating partnerships and, along with members of the Berg Group and other individuals, are party to an acquisition agreement

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

dated as of May 14, 1998 and amended, as of July 1, 1997, exchange rights agreement and the Berg Land Holdings Option Agreement. Each agreement defines the material rights and obligations among us, the Berg Group members, and other parties to those agreements. Among other things, these agreements give us rights to:

- control the operating partnerships;
- acquire, subject to approval of the Independent Directors Committee of the Board of Directors, on pre-negotiated terms, all future R&D properties developed by the Berg Group on land currently owned or acquired in the future; and
- acquire R&D, office and industrial properties identified by the Berg Group in California, Oregon and Washington, subject to approval of the Independent Directors Committee of the Board of Directors.

1

Under these agreements, our charter or our bylaws, the Berg Group has the right to:

- designate two of five nominees for director to be elected by our stockholders, subject to the Berg Group's maintenance of certain ownership interests;
- participate in our securities offerings;
- exchange their operating partnership interests ("O.P. Units") for shares of our common stock;
- vote on major transactions, subject to maintenance of certain ownership thresholds; and
- prevent us from selling properties when the sale will have adverse tax consequences to the Berg Group members.

To comply with REIT requirements that restrict the percentage of the total value of our stock that may be owned by five or fewer individuals to 50% or less, our charter generally prohibits the direct or indirect ownership of more than 9% of our common stock by any stockholder. This limit excludes the Berg Group, which has an aggregate ownership limit of 20%. Currently, the Berg Group members collectively own less than 1% of the outstanding shares of our common stock.

Carl E. Berg, the Company's Chairman of the Board of Directors and Chief Executive Officer and the controlling member of the Berg Group, has been engaged in the development and long-term ownership of Silicon Valley real estate for more than 35 years. In 1969, Mr. Berg foresaw the rising demand for efficient, multi-purpose facilities for the rapidly growing information technology industry in the Silicon Valley. Since 1972, in addition to his real estate activities, Mr. Berg also has been actively involved in venture capital investments in many information technology companies in the Silicon Valley, including such companies as Amdahl Corporation, Sun Microsystems, Inc., and Integrated Device Technologies, Inc. He serves on the board of directors of numerous information technology companies. These activities have helped Mr. Berg develop a detailed understanding of the real estate requirements of information technology companies, acquire valuable market information and increase his name recognition within the venture capital and entrepreneurial communities. These activities also manifest his commitment to the growth and success of Silicon Valley companies. We believe that Mr. Berg's substantial knowledge of and contacts in the information technology industry provide a significant benefit to the Company.

BUSINESS STRATEGY

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Our acquisition, growth and operating strategy incorporates the following elements:

- working with the Berg Group to take advantage of their abilities and resources to pursue development opportunities which we have an option to acquire, on pre-negotiated terms, upon completion and leasing;
- capitalizing on opportunistic acquisitions from third parties of high-quality R&D properties that provide attractive initial yields and significant potential for growth in cash-flow;
- focusing on general purpose, single-tenant Silicon Valley R&D properties for information technology companies in order to maintain low operating costs, reduce tenant turnover and capitalize on our relationships with these companies and our extensive knowledge of their real estate needs; and
- maintaining prudent financial management principles that emphasize current cash flow while building long-term value, the acquisition of pre-leased properties to reduce development and leasing risks and the maintenance of sufficient liquidity to acquire and finance properties on desirable terms.

### ACQUIRING PROPERTIES DEVELOPED BY THE BERG GROUP

We entered into the Berg Land Holdings Option Agreement dated as of December 29, 1998 and amended as of June 28, 1999 under which we have an option to purchase all land acquired, directly or indirectly, by Carl E. Berg or Clyde J. Berg that has not been improved with completed buildings and which is zoned, intended or appropriate for R&D, office and/or industrial development or use in the states of California, Oregon and Washington. Currently, the Berg Land Holdings Option Agreement gives us the right to acquire future R&D property developments by the Berg Group on up to 84 additional acres of land currently controlled by the Berg Group, which could support approximately 1.4 million square feet of new development. At this time we do not anticipate acquiring any additional newly constructed R&D properties from the Berg Group for several years because of the current market conditions in the Silicon Valley.

For example, in light of the overcapacity in the Silicon Valley R&D properties market, the Berg Group currently is seeking local government approval of a proposed rezoning of the 160-acre Evergreen site to permit residential development on a substantial portion of the site. The Independent Directors Committee, which is responsible for reviewing, evaluating and authorizing action with respect to any transaction between us and any member of the Berg Group, has authorized removal of the Evergreen site from the scope of the Berg Land Holdings Option Agreement, subject to the completion of the rezoning of the 160-acre Evergreen site, or portion thereof, for residential development. In making this determination, the Independent Directors Committee considered a number of factors, including risks and other potentially adverse consequences that could be associated with large scale residential development activities. Any portion of the Evergreen site that is not rezoned as residential property is not deemed to be removed from the scope of the

2

agreement and would remain eligible for potential future acquisition by the Company under the Berg Land Holdings Option Agreement.

As of December 31, 2007, we had acquired 22 leased R&D properties totaling approximately 2,133,000 rentable square feet under this agreement at a cost of approximately \$218.7 million, for which we issued 8,482,085 O.P. Units and assumed debt of approximately \$122.3 million. The principal terms of the agreement include the following:

- So long as the Berg Group members and their affiliates own or have the right to acquire shares representing at least 65% of our common stock on a

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Fully Diluted basis, or until December 31, 2010, whichever occurs first, we will have the option to acquire any building developed by any member of the Berg Group on the land subject to the Berg Land Holdings Option Agreement at such time as the building has been leased. Upon our exercise of the option, the option price will equal the sum of the following or a lesser amount as approved by the Independent Directors Committee:

1. the full construction cost of the building; plus
  2. 10% of the full construction cost of the building; plus
  3. interest at LIBOR plus 1.65%, on the amount of the full construction cost of the building for the period from the date funds were disbursed by the developer to the close of escrow; plus
  4. the original acquisition cost of the parcel on which the improvements will be constructed, which range from \$8.50 to \$20.00 per square foot for land currently owned or under option; plus
  5. 10% per annum of the amount of the original acquisition cost of the parcel from the later of January 1, 1998 and the seller's acquisition date, to the close of escrow; minus
  6. the aggregate principal amount of all debt encumbering the acquired property.
- The acquisition cost, net of any debt, will be payable in cash, or O.P. Units valued at the average closing price of our common stock over the 30-trading-day period preceding the acquisition or, in cash, at the option of the Berg Group.
  - We also must assume all property tax assessments.
  - If we elect not to exercise the option with respect to any property, the Berg Group may hold and lease the property for its own account, or may sell it to a third party.
  - All action taken by us under the Berg Land Holdings Option Agreement, including any variations from stated terms outlined above must be approved by a majority of the members of the Independent Directors Committee.

In addition, under the Acquisition Agreement Carl E. Berg has agreed not to directly or indirectly acquire or develop any real property zoned for office, industrial or R&D use in the states of California, Oregon and Washington without first disclosing and making the acquisition opportunity available to us. The Independent Directors Committee decides whether we will pursue each opportunity presented to us by Mr. Berg. This restriction will expire when there is no Berg Group nominee on our board of directors and the Berg Group's fully diluted ownership percentage, which is calculated based on all outstanding shares of common stock and all shares of common stock that could be acquired upon the exercise of all outstanding options to acquire our voting stock, as well as all shares of common stock issuable upon exchange of all O.P. Units ("Fully Diluted"), falls below 25%.

As a general policy which has been established by the Independent Directors Committee, we do not acquire properties under the Berg Land Holdings Option Agreement until they have been leased. We are responsible for a significant portion of the leasing process in connection with such acquisitions, however.

The following table presents certain information concerning currently identified land that we have the right to acquire under the Berg Land Holdings Option Agreement.

Available Land:	Net Acres	Approximate Rentable Area (Square Feet)
Piercy & Hellyer	30	490,000

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Morgan Hill (1)	18	288,000
King Ranch	12	207,000
Fremont & Cushing	24	387,000
	-----	-----
Total	84	1,372,000
	=====	=====

(1) This land is owned by the TBI joint ventures partnership. We expect to own an approximate 50% interest in the partnership through one of our operating partnerships. The property will be operated and managed by the other joint venture partner in the entity.

Although we expect to acquire new properties or joint ventures available to us under the terms of the Berg Land Holdings Option Agreement, subject to approval by the Independent Directors Committee, there can be no assurance that we actually will consummate any additional transactions. Furthermore, we have not yet determined the means by which we would acquire and pay for any such

3

properties or the impact of any of the acquisitions on our business, results of operations, financial condition, Funds from Operation ("FFO") or available cash for distribution (see Item 1A, "Risk Factors - Our contractual business relationships with the Berg Group present additional conflicts of interest which may result in the realization of economic benefits or the deferral of tax liabilities by the Berg Group without equivalent benefits to our stockholders").

Given the downturn and current excess capacity in the Silicon Valley real estate market for R&D/office properties, however, we do not expect to maintain historical levels of growth from acquisitions of new developments in the near future.

OPPORTUNISTIC ACQUISITIONS

In addition to our potential acquisition opportunities under the Berg Land Holdings Option Agreement, we believe our acquisitions experience, established network of real estate and information technology professionals, and overall financial condition will continue to provide opportunities for external growth. In general, we will seek opportunistic acquisitions of high quality, well located Silicon Valley R&D properties in situations where illiquidity or inadequate management permit their acquisition at favorable prices, and where our management skills and knowledge of Silicon Valley submarkets may facilitate increases in cash flow and asset value.

Furthermore, our use of the operating partnership structure allows us to offer prospective sellers the opportunity to contribute properties on a tax-deferred basis in exchange for O.P. Units. Although we have not consummated any transactions on this basis since our July 1, 1998 acquisition of the Berg Group properties, this capacity to complete tax-deferred transactions with sellers of real property further enhances our ability to acquire additional properties.

FOCUS ON SINGLE TENANT SILICON VALLEY R&D PROPERTIES

We intend to continue to emphasize the acquisition of single-tenant rather than multi-tenant properties, a practice that has historically contributed to the relatively low turnover and higher occupancy rates on our properties. We believe that the relatively small number of tenants (79 total) leasing our properties, mostly under the triple net lease structure, allows us to efficiently manage the properties and to serve our tenants' needs without extensive in-house staff or



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

the assistance of a third-party property management organization. In addition, this emphasis allows us to incur less expense for tenant improvements and leasing commissions than multi-tenant, high turnover property owners. This strategy also reduces the time and expense associated with obtaining building permits and other governmental approvals. We believe that the relatively stable, extended relationships that we have developed with our key tenants are valuable in the expansion of our business.

### RECENT RENTAL MARKET DEVELOPMENTS AND THEIR IMPACT ON OUR BUSINESS

All of the Company's properties are located in the Northern California area known as Silicon Valley, which generally consists of portions of Santa Clara County, Southwestern Alameda County, Southeastern San Mateo County and Eastern Santa Cruz County. In the past several years, the Silicon Valley R&D property market has fluctuated with the local economy. The Silicon Valley economy and business activity slowed markedly during 2001 through 2006 after fast-paced growth in 1999 and 2000, and has been growing steadily since then. According to a recent report by NAI BT Commercial Real Estate (the "BT Report"), vacancy rates for Silicon Valley R&D property decreased from approximately 18.3% in late 2006 to 16.6% at the end of 2007. Total vacant R&D square footage in Silicon Valley at the end of the fourth quarter of 2007 amounted to 25.3 million rentable square feet, of which 14.2%, or 3.6 million rentable square feet, was sublease space. According to the BT Report in 2006, total positive net absorption (which is the computation of gross square footage leased less gross new square footage vacated for the period presented) amounted to approximately 1.9 million rentable square feet, and in 2007, there was total positive net absorption of approximately 2.9 million rentable square feet as local economic conditions improved. According to the BT Report, average asking market rent per square foot was \$1.26 and \$0.99 at year-end for 2007 and 2006, respectively, although individual properties within any particular submarket presently may be leased above or below the current average asking market rental rates within that submarket and the region as a whole. Moreover, the impact of vacancies has not been uniform throughout the area. The Silicon Valley R&D property market is characterized by a substantial number of submarkets, with rent and vacancy rates varying by submarket and location within each submarket.

In addition, leasing activity for new build-to-suit and vacated R&D properties has slowed considerably during the past several years. The time to complete the marketing and lease up of vacant space has increased from an average of several months to as much as an average of 18 to 36 months as a result of the over-supply of R&D properties in the market.

For the years ended December 31, 2007 and 2006, occupancy for leased properties in our portfolio was 61.7% and 69.5%, respectively.

4

Despite our strategic focus on single tenant properties and leases, in order to meet market conditions we have been, and expect to continue, leasing less than the entire premises of some of our R&D properties to a single tenant from time to time. Leasing our R&D properties, which generally have been built for single tenant occupancy, to multiple tenants tends to increase our leasing costs and operating expenses and reduce the profitability of our leasing activities. Although we scrutinize each prospective tenant's creditworthiness and continually evaluate the financial capacity of both our prospective and existing tenants, a downturn in tenants' businesses may weaken their financial condition and could result in defaults under their lease obligations.

We believe that the average 2008 renewal rental rates for our properties will be approximately equal to, or perhaps, below current market rents. Leases representing approximately 328,000 rentable square feet, or 1.6% of our 2008

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

cash rent, are scheduled to expire during 2008. If we are unable to lease a significant portion of any vacant space or space scheduled to expire; if we experience significant tenant defaults as a result of the current economic downturn; if we restructure existing leases and lower existing rents in order to retain tenants for an extended term; if we increase our lease costs and operating expenses substantially to accommodate multiple tenants in our R&D properties; or if we are not able to lease space at or above current market rates, our results of operations and cash flows will be affected adversely.

### OPERATIONS

We operate as a self-administered, self-advised and self-managed REIT with our own employees. As the sole general partner of the operating partnerships, we control the business and assets of the operating partnerships and have full and complete authority, discretion and responsibility with respect to the operating partnerships' operations and transactions, including, without limitation, acquiring additional properties, borrowing funds, raising new capital, leasing buildings and selecting and supervising all agents of the operating partnerships.

Although most of our leases are triple net and building maintenance and tenant improvements are the responsibility of the tenants, from time to time we may be required to undertake construction and repair work at our properties. We will bid all major work competitively to subcontractors. Members of the Berg Group may participate in the competitive bidding for the work, but all contracts with the Berg Group are subject to review and approval by the Independent Directors Committee.

We generally will market our properties and negotiate leases ourselves. We make the availability of our properties known to the brokerage community to garner their assistance in locating prospective tenants, however. As a result, we expect to retain our policy of paying fixed commissions to tenants' brokers.

We believe that our business practices provide us with competitive advantages, including -

- **EXTERNAL DEVELOPMENT AFFILIATE.** We have the option to purchase all future R&D, office, industrial property developments of the Berg Group under the Berg Land Holdings Option Agreement on land currently held or acquired directly or indirectly by Carl E. Berg or Clyde J. Berg that is zoned for those purposes and located in California, Oregon and Washington following completion and lease-up of the property. The acquisition terms and conditions for the existing and identified projects have been pre-negotiated and are documented under the Berg Land Holdings Option Agreement. This relationship provides us with the economic benefits of development while eliminating development and initial lease-up risks. It also provides us with access to one of the most experienced development teams in the Silicon Valley without the expense of maintaining development personnel.
- **LEAN ORGANIZATION, EXPERIENCED TEAM.** In part because of our primary focus on Silicon Valley, our experience with the special real estate requirements of information technology tenants and the long-term triple-net structure of our leases, we are able to conduct and expand our business with a small management team comprised of highly qualified and experienced professionals working within a relatively flat organizational structure. We believe that the leanness of our organization and our experience will enable us to rapidly assess and respond to market opportunities and tenant needs, control operating expenses and develop and maintain excellent relationships with tenants. We further believe that these advantages translate into significantly lower costs for operations and give us the ability, along with the Berg Group, to compete favorably with other R&D property

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

developers in Silicon Valley, especially for build-to-suit projects subject to competitive bidding. Furthermore, we believe this lower cost structure allows us to generate better returns from properties whose value can be increased through appropriate remodeling and efficient property management.

- SOUND PROPERTY MANAGEMENT PRACTICES. For each property, the management team, along with the Berg Group staff, develops a specific marketing and property management program. We select vendors and subcontractors on a competitive bid basis from a select group of highly qualified firms with whom we maintain ongoing relationships and carefully supervise their work.

5

### OPERATING PARTNERSHIP AGREEMENTS

#### MANAGEMENT

The operating partnerships consist of four separate limited partnerships engaged in the combined operation and ownership of all our properties. The operating partnership agreements are identical in all material respects for all four of the limited partnerships. Pursuant to the operating partnership agreements, we act as the sole general partner of the operating partnerships, in which capacity we have exclusive control of the business and assets of the operating partnerships and generally have full and complete authority, discretion and responsibility with respect to the operating partnerships' operations and transactions, including, without limitation, acquisitions of additional properties, borrowing funds, raising new capital, leasing buildings, as well as selecting and supervising all employees and agents of the operating partnerships. Through our authority to manage our business and affairs, our Board of Directors directs the business of the operating partnerships.

Notwithstanding our effective control of the operating partnerships, the Berg Group holds a substantial majority of the outstanding O.P. Units and the consent of the limited partners holding a majority of the outstanding O.P. Units is required with respect to certain extraordinary actions involving the operating partnerships, including:

- the amendment, modification or termination of the operating partnership agreements;
- a general assignment for the benefit of creditors or the appointment of a custodian, receiver or trustee for any of the assets of the operating partnerships;
- the institution of any proceeding for bankruptcy of the operating partnerships;
- the transfer of any general partnership interests in the operating partnerships, including, with certain exceptions, transfers attendant to any merger, consolidation or liquidation of our corporation;
- the admission of any additional or substitute general partner in the operating partnerships; and
- a change of control of the operating partnerships.

In addition, until the ownership interest of the Berg Group and its affiliates is less than 15% of the common stock on a Fully Diluted basis, the consent of the limited partners holding a majority of the outstanding O.P. Units is also required with respect to:

- the liquidation of the operating partnerships;
- the sale or other transfer of all or substantially all of the assets of the operating partnerships and certain mergers and business combinations

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- resulting in the complete disposition of all O.P. Units; and
- the issuance of limited partnership interests having seniority as to distributions, assets and voting over the O.P. Units.

### TRANSFERABILITY OF O.P. UNITS

The operating partnership agreements provide that the limited partners may transfer their O.P. Units, subject to certain limitations. Except for certain transfers by the limited partners to or from certain of their affiliates, however, all transfers may be made only with our prior written consent as the sole general partner of the operating partnerships.

In addition, no transfer of O.P. Units by the limited partners may be made in violation of certain regulatory and other restrictions set forth in the operating partnership agreements. Except in the case of certain permitted transfers to or from certain affiliates of the limited partners, the exchange rights, the put rights, rights to participate in future equity financings and provisions requiring the approval of certain limited partners for certain matters will no longer be applicable to O.P. Units so transferred, and the transferee will not have any rights to nominate persons to our Board of Directors.

### ADDITIONAL CAPITAL CONTRIBUTIONS AND LOANS

Each operating partnership agreement provides that, if the operating partnership requires additional funds to pursue its investment objectives, we may fund such investments by raising additional equity capital and making a capital contribution to the operating partnerships or by borrowing such funds and lending the net proceeds of such loans to the operating partnerships. If we intend to provide additional funds through a contribution to capital and purchase of units of general partnership interest, the limited partners will have the right to participate in such funding on a pro rata, pari passu basis and to acquire additional O.P. Units. If the limited partners do not participate in such financing, we will acquire additional units of general partnership interest. In either case, the number of additional units of partnership interest will be increased based upon the amount of the additional capital contributions and the value of the operating partnerships as of the date such contributions are made.

In addition, as general partner of the operating partnerships, we have the ability to cause the operating partnerships to issue additional O.P. Units. In the event that the operating partnerships issue new O.P. Units for cash but not property, the limited partners will have

6

the right to purchase new O.P. Units at the price we offer in the transaction giving rise to such participation right in order, and to the extent necessary, to maintain their respective percentage interests in the operating partnerships.

### EXCHANGE RIGHTS, PUT RIGHTS AND REGISTRATION RIGHTS

Under the Exchange Rights Agreement between us and the limited partners, the limited partners have exchange rights that generally became exercisable on December 29, 1999. The Exchange Rights Agreement permits every limited partner to tender O.P. Units to us, and, at our election, to receive common stock on a one-for-one basis at then-current market value, an equivalent amount of cash, or a combination of cash and common stock in exchange for the O.P. Units tendered, subject to the 9% overall ownership limit imposed on non-Berg Group stockholders under our charter document, or the overall 20% Berg Group ownership limit, as the case may be. For more information, please refer to Item 1A, "Risk Factors -

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Failure to satisfy federal income tax requirements for REITs could reduce our distributions, reduce our income and cause our stock price to fall." This exchange ratio is subject to adjustment for stock splits, stock dividends, recapitalizations of our common stock and similar types of corporate actions. In addition, once in each 12-month period beginning each December 29, the limited partners, other than Carl E. Berg and Clyde J. Berg, may exercise a put right to sell their O.P. Units to the operating partnerships at a price equal to the average market price of the common stock for the 10-trading day period immediately preceding the date of tender. Upon any exercise of the put rights, we will have the opportunity for a period of 15 days to elect to fund the purchase of the O.P. Units and purchase additional general partner interests in the operating partnerships for cash, unless the purchase price exceeds \$1 million in the aggregate for all tendering limited partners, in which case, the operating partnerships or we will be entitled, but not required, to reduce proportionally the number of O.P. Units to be acquired from each tendering limited partner so that the total purchase price is not more than \$1 million. Through December 31, 2007 no limited partner ever has exercised this put right.

The number of shares of our common stock issuable in exchange for the total number of O.P. Units outstanding at July 1, 1998 and the O.P. Units issued pursuant to the Pending Projects Acquisition Agreement were registered under the Securities Act and generally may be sold without restriction if they are acquired by limited partners that are not affiliates, as defined under SEC Rule 144. For more information please refer to Item 1A, "Risk Factors - Shares eligible for future sale could affect the market price of our stock." The Exchange Rights Agreement gives the holders of O.P. Units the right to participate in any registered public offering of the common stock initiated by us to the extent of 25% of the total shares sold in the offering upon converting O.P. Units to shares of common stock, but subject to the underwriters' unlimited right to reduce the participation of all selling stockholders. The holders of O.P. Units will be able to request resale registrations of shares of common stock acquired on exchange of O.P. Units on a Form S-3, or any equivalent form of registration statement, subject to limitations and restrictions contained in the Exchange Rights Agreement. In April 2006, we registered up to 86,088,095 shares of common stock issuable on exchange of O.P. Units for resale pursuant to the prospectus included in a registration statement on Form S-3 that the SEC declared effective on April 28, 2006. We intend to maintain the effectiveness of this registration statement in order to facilitate re-sales of shares of common stock acquired by O.P. Unit holders from time to time without volume limitations or other resale restrictions under SEC Rule 144.

### OTHER MATTERS

The operating partnership agreements require that the operating partnerships be operated in a manner that will enable us to satisfy the requirements for being classified as a REIT and to avoid any federal income or excise tax liability.

The operating partnership agreements provide that the combined net operating cash flow from all the operating partnerships, as well as net sales and refinancing proceeds, will be distributed from time to time as determined by our Board of Directors, but not less frequently than quarterly, pro rata in accordance with the partners' percentage interests in the operating partnerships, taken as a whole. This provision is intended to cause the periodic distributions per O.P. Unit and per share of our common stock to be equal. As a consequence of this provision, the capital interest of a partner in each of the operating partnerships, including our capital interests, might at times differ significantly from the partner's percentage interest in the net income and cash flow of that operating partnership. We do not believe that such differences would have a material impact on our business, financial condition or funds available for distributions, however.

Pursuant to the operating partnership agreements, the operating partnerships

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

will also assume and pay when due, or reimburse us for payment of, certain costs and expenses relating to our continuity of existence and operations.

The operating partnership agreements provide that, upon the exercise of an outstanding option under the 2004 Equity Incentive Plan (including options granted originally under the 1997 Stock Option Plan), we may purchase additional general partner interests in the operating partnerships by contributing the exercise proceeds to the operating partnerships. Our increased interest shall be equal to the percentage of outstanding shares of common stock and O.P. Units on an as-converted basis represented by the shares acquired upon exercise of the option.

7

### TERM

The operating partnerships will continue in full force and effect until December 31, 2048 or until sooner dissolved pursuant to the terms of the operating partnership agreements.

### EMPLOYEES

As of February 29, 2008, we employed six people, all of whom work at our executive offices at 10050 Bandley Drive, Cupertino, California, 95014.

### FACILITIES

We lease office space at 10050 Bandley Drive, Cupertino, California from Berg & Berg Enterprises, Inc. and share clerical staff and other overhead on what we consider to be favorable terms. The total monthly rent payable by us to Berg & Berg Enterprises, Inc. is \$8,020.

8

### ITEM 1A. RISK FACTORS

YOU SHOULD CAREFULLY CONSIDER THE FOLLOWING RISKS, TOGETHER WITH THE OTHER INFORMATION CONTAINED ELSEWHERE IN THIS FORM 10-K. THE FOLLOWING RISKS RELATE PRINCIPALLY TO OUR BUSINESS AND THE INDUSTRY IN WHICH WE OPERATE. THE RISKS AND UNCERTAINTIES CLASSIFIED BELOW ARE NOT THE ONLY ONES WE FACE.

WE ARE DEPENDENT ON CARL E. BERG, AND IF WE LOSE HIS SERVICES OUR BUSINESS MAY BE HARMED AND OUR STOCK PRICE COULD FALL.

We are substantially dependent upon the leadership of Carl E. Berg, our Chairman and Chief Executive Officer. Losing Mr. Berg's knowledge and abilities could have a material adverse effect on our business and the value of our common stock. Mr. Berg manages our day-to-day operations and devotes a significant portion of his time to our affairs, but he has a number of other business interests as well. These other activities reduce Mr. Berg's attention to our business.

MR. BERG AND HIS AFFILIATES EFFECTIVELY CONTROL OUR CORPORATION AND THE OPERATING PARTNERSHIPS AND MAY ACT IN WAYS THAT ARE DISADVANTAGEOUS TO OTHER STOCKHOLDERS.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

### SPECIAL BOARD VOTING PROVISIONS

Our governing corporate documents, which are our articles of amendment and restatement, or charter, and our bylaws, provide substantial control rights for the Berg Group. The Berg Group's control of our corporation means that the value and returns from an investment in the Company's common stock are subject to the Berg Group's exercise of its rights. These rights include a requirement that Mr. Berg or his designee as director approve certain fundamental corporate actions, including amendments to our charter and bylaws and any merger, consolidation or sale of all or substantially all of our assets. In addition, our bylaws provide that a quorum necessary to hold a valid meeting of the Board of Directors must include Mr. Berg or his designee. The rights described in the two preceding sentences apply only as long as the Berg Group members and their affiliates, other than us and the operating partnerships, beneficially own, in the aggregate, at least 15% of our outstanding shares of common stock on a Fully Diluted basis. Also, directors representing more than 75% of the entire Board of Directors must approve other significant transactions, such as incurring debt above certain amounts and conducting business other than through the operating partnerships. Without the approval of Mr. Berg or his designee, the Board of Directors' approval that we may need for actions that might result in a sale of your stock at a premium or raising additional capital when needed could be difficult or impossible to obtain.

### BOARD OF DIRECTORS REPRESENTATION

The Berg Group members have the right to designate two of the director nominees submitted by our Board of Directors to stockholders for election, as long as the Berg Group members and their affiliates, other than us and the operating partnerships, beneficially own, in the aggregate, at least 15% of our outstanding shares of common stock calculated on a Fully Diluted basis. If the Fully Diluted ownership of the Berg Group members and their affiliates, other than us and the operating partnerships, is less than 15% but is at least 10% of the common stock, the Berg Group members have the right to designate one of the director nominees submitted by our Board of Directors to stockholders for election. Its right to designate director nominees affords the Berg Group substantial control and influence over the management and direction of our corporation. The Berg Group's interests could conflict with the interests of our stockholders and could adversely affect the price of our common stock.

### SUBSTANTIAL OWNERSHIP INTEREST

The Berg Group currently owns O.P. Units representing approximately 74.1% of the equity interests in the operating partnerships and approximately 73.9% of our equity interests on a Fully Diluted basis. The O.P. Units may be converted into shares of common stock, subject to limitations set forth in our charter and other agreements with the Berg Group, and upon conversion would represent voting control of our corporation. The Berg Group's ability to exchange its O.P. Units for common stock permits it to exert substantial influence over the management and direction of our corporation. This influence increases our dependence on the Berg Group.

### LIMITED PARTNER APPROVAL RIGHTS

Mr. Berg and other limited partners, including other members of the Berg Group, may restrict our operations and activities through rights provided under the terms of the amended and restated agreement of limited partnership which governs each of the operating partnerships and our legal relationship to each operating partnership as its general partner. Matters requiring approval of the holders of a majority of the O.P. Units, which necessarily would include the Berg Group, include the following:

- the amendment, modification or termination of any of the operating partnership agreements;
- the transfer of any general partnership interest in the operating partnerships, including, with certain exceptions, transfers attendant to any merger, consolidation or liquidation of our corporation;

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- the admission of any additional or substitute general partners in the operating partnerships;
- any other change of control of the operating partnerships;
- a general assignment for the benefit of creditors or the appointment of a custodian, receiver or trustee for any of the assets of the operating partnerships; and

9

- the institution of any bankruptcy proceeding for any operating partnership.

In addition, as long as the Berg Group members and their affiliates, other than us and the operating partnerships, beneficially own, in the aggregate, at least 15% of the outstanding shares of common stock on a Fully Diluted basis, the consent of the limited partners holding the right to vote a majority of the total number of O.P. Units outstanding is also required with respect to:

- the sale or other transfer of all or substantially all of the assets of the operating partnerships and certain mergers and business combinations resulting in the complete disposition of all O.P. Units;
- the issuance of limited partnership interests senior to the O.P. Units as to distributions, assets and voting; and
- the liquidation of the operating partnerships.

The liquidity of an investment in the Company's common stock, including our ability to respond to acquisition offers, will be subject to the exercise of these rights.

OUR CONTRACTUAL BUSINESS RELATIONSHIPS WITH THE BERG GROUP PRESENT ADDITIONAL CONFLICTS OF INTEREST, WHICH MAY RESULT IN THE REALIZATION OF ECONOMIC BENEFITS OR THE DEFERRAL OF TAX LIABILITIES BY THE BERG GROUP WITHOUT EQUIVALENT BENEFITS TO OUR STOCKHOLDERS.

Our contracts with the Berg Group provide it with interests that could conflict with those of our other stockholders, including the following:

- our headquarters are leased from an entity owned by the Berg Group, to whom we pay rent of \$8,020 per month;
- the Berg Group is permitted to conduct real estate and business activities other than our business;
- if we decline an opportunity that has been offered to us, the Berg Group may pursue it, which would reduce the amount of time that Mr. Berg could devote to our affairs and could result in the Berg Group's development of properties that compete with our properties for tenants;
- in general, we have agreed to limit the liability of the Berg Group to our corporation and our stockholders arising from the Berg Group's pursuit of these other opportunities;
- we acquired most of our properties from the Berg Group on terms that were not negotiated at arm's length and without many customary representations and warranties that we would have sought in an acquisition from an unrelated party; and
- we have assumed liability for debt to the Berg Group and debt for which the Berg Group was liable.

The Berg Group has agreed that the Independent Directors Committee of our Board of Directors must approve all new transactions between us and any of its members, or between us and any entity in which it directly or indirectly owns 5% or more of the equity interests, including the operating partnerships for this purpose. This committee currently consists of three directors who are independent of the Berg Group.



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

### BERG LAND HOLDINGS

The Berg Group owns several parcels of unimproved land in the Silicon Valley that the operating partnerships and we have the right to acquire under the terms of the Berg Land Holdings Option Agreement. We have agreed to pay an amount based on pre-negotiated terms for any of the properties that we do acquire. We must pay the acquisition price in cash unless the Berg Group elects, in its discretion, to receive O.P. Units valued at the average market price of a share of common stock during the 30-trading-day period preceding the acquisition date. At the time of acquisition, which is subject to the approval of the Independent Directors Committee, these properties may be encumbered by debt that we or the operating partnerships will be required to assume or repay. The use of our cash or an increase in our indebtedness to acquire these properties could have a material adverse effect on our financial condition, results of operations and ability to make cash distributions to our stockholders. This agreement will expire on December 31, 2010, after which we will no longer have the right to acquire properties from the Berg Group or the pre-determined terms provided in that agreement.

### TAX CONSEQUENCES OF SALE OF PROPERTIES

Many of our properties have unrealized taxable gain, and a sale of those properties could create adverse income tax consequences for the limited partners of the operating partnerships. We have agreed with Carl E. Berg, Clyde J. Berg and John Kontrabecki, a limited partner in one of the operating partnerships as of December 31, 2007, that prior to December 29, 2008, each of them may prevent us and the operating partnerships from selling or transferring any of the properties that were acquired from them in our July 1998 UPREIT acquisition if the proposed sale or other transfer will be a taxable transaction. As a result, our opportunities to sell these properties may be limited. If we need to sell any of these properties to raise cash to service our debt, acquire new properties, pay cash distributions to stockholders or for other working capital purposes, we may be unable to do so. These restrictions could harm our business and cause our stock price to fall.

10

### TERMS OF TRANSFERS: ENFORCEMENT OF AGREEMENT OF LIMITED PARTNERSHIP

The terms of the Pending Projects Acquisition Agreement, the Berg Land Holdings Option Agreement, the partnership agreement of each operating partnership and other material agreements through which we have acquired our interests in the operating partnerships and the properties formerly controlled by the Berg Group were not determined through arm's-length negotiations and could be less favorable to us than those obtained from an unrelated party. In addition, Mr. Berg and representatives of the Berg Group sitting on our Board of Directors may be subject to conflicts of interests with respect to their obligations as our directors to enforce the terms of the partnership agreement of each operating partnership when such terms conflict with their personal interests. The terms of our charter and bylaws also were not determined through arm's-length negotiations. Some of these terms, including representations and warranties applicable to acquired properties, are not as favorable as those that we would have sought through arm's-length negotiations with unrelated parties. As a result, an investment in our common stock may involve risks not found in businesses in which the terms of material agreements have been negotiated at arm's length.

### RELATED PARTY DEBT

We are liable under a mortgage loan of \$9.2 million due June 2010 that we assumed in connection with our acquisition of the 5300-5350 Hellyer Avenue R&D properties that we acquired in May 2000 under the Berg Land Holdings Option Agreement. In October 2005, the Independent Directors Committee approved the

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

termination of the \$20 million line of credit agreement between the Company and the Berg Group effective October 31, 2005. The Berg Group line of credit was originally scheduled to mature in March 2006. If we are unable to repay our debts to the Berg Group when due, the Berg Group could take action to enforce our payment obligations. Potential actions by the Berg Group to enforce these obligations could result in the foreclosure in one or more of our properties and a reduction in the amount of cash distributions to our stockholders. In turn, if we fail to meet the minimum distributions test because of a loan default or another reason, we could lose our REIT classification for federal income tax purposes. For more information please refer to Item 1A, "Risk Factors - Failure to satisfy federal income tax requirements for REITs could reduce our distributions, reduce our income and cause our stock price to fall."

OUR OPTION TO ACQUIRE R&D PROPERTIES DEVELOPED ON EXISTING LAND AND LAND ACQUIRED IN THE FUTURE BY THE BERG GROUP WILL TERMINATE WHEN THE BERG GROUP'S OWNERSHIP INTEREST HAS BEEN REDUCED.

The Berg Land Holdings Option Agreement, as amended, which provides us with significant benefits and opportunities to acquire additional R&D properties from the Berg Group, will expire when the Berg Group and their affiliates (excluding us and the operating partnerships) own less than 65% of our common stock on a Fully Diluted basis. Termination of the Berg Land Holdings Option Agreement could result in limitation of our growth, which could cause our stock price to fall.

WE MAY CHANGE OUR INVESTMENT AND FINANCING POLICIES AND INCREASE YOUR RISK WITHOUT STOCKHOLDER APPROVAL.

Our Board of Directors determines the investment and financing policies of the operating partnerships and our policies with respect to certain other activities, including our business growth, debt capitalization, distribution, and operating policies. Our Board of Directors may amend these policies at any time without a vote of the stockholders. Changes in these policies could materially adversely affect our financial condition, results of operations and ability to make cash distributions to our stockholders, which could harm our business and cause our stock price to fall. For more information please refer to Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations - Policies with Respect to Certain Activities."

ANTI-TAKEOVER PROVISIONS IN OUR CHARTER COULD PREVENT ACQUISITIONS OF OUR STOCK AT A SUBSTANTIAL PREMIUM.

Provisions of our charter and our bylaws could delay, defer or prevent a transaction or a change in control of our corporation, or a similar transaction, that might involve a premium price for our shares of common stock or otherwise be in the best interests of our stockholders. Provisions of the Maryland general corporation law, which would apply to potential business combinations with acquirers other than the Berg Group or stockholders who invested in us in December 1998, also could prevent the acquisition of our stock for a premium, as discussed in "Certain Provisions of Maryland Law and of our Charter and Bylaws."

AN INVESTMENT IN OUR STOCK INVOLVES RISKS RELATED TO REAL ESTATE INVESTMENTS THAT COULD HARM OUR BUSINESS AND CAUSE OUR STOCK PRICE TO FALL.

### RENTAL INCOME VARIES

Real property investments are subject to varying degrees of risk. Investment returns available from equity investments in real estate depend in large part on the amount of income earned and capital appreciation, which our properties generate, as well as our related expenses incurred. If our properties do not generate revenues sufficient to meet operating expenses, debt service and capital expenditures, our income and ability to make distributions to our stockholders will be adversely affected. Income from our properties may also be

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

adversely affected by general economic conditions, local economic conditions such as oversupply of commercial real estate, the attractiveness of our properties to tenants and prospective tenants, competition from other available rental property, our ability to provide adequate maintenance and insurance, the cost of tenant improvements, leasing commissions and tenant inducements and the potential of increased operating costs, including real estate taxes.

11

### EXPENDITURES FOR PROPERTY OWNERSHIP ARE FIXED

Income from properties and real estate values also are affected by a variety of other factors, such as governmental regulations and applicable laws, including real estate, zoning and tax laws, interest rate levels and the availability of financing. Various significant expenditures associated with an investment in real estate, such as mortgage payments, real estate taxes and maintenance expenses, generally are not reduced when circumstances cause a reduction in revenue from the investment. Thus, our operating results and our cash flow may decline materially if our rental income is reduced.

### ILLIQUIDITY

Real estate investments are relatively illiquid, which limits our ability to restructure our portfolio in response to changes in economic or other conditions.

### GEOGRAPHIC CONCENTRATION

All of our properties are located in the southern portion of the San Francisco Bay Area commonly referred to as the "Silicon Valley." The Silicon Valley economy has weakened during the past few years after a number of successive years of rapid growth that resulted in excess capacity for R&D properties in the Silicon Valley. At present, future increases in values and rents for our properties depend to a significant extent on a strong recovery of this region's economy.

### LOSS OF KEY TENANTS

Single tenants, many of whom are large, publicly traded information technology companies, occupy most of our properties. We may lose tenants when existing leases expire because it may be difficult to re-lease the same property due to substantial overcapacity of R&D properties in the Silicon Valley at present. Losing a key tenant could adversely affect our operating results and our ability to make distributions to stockholders if we are unable to obtain replacement tenants promptly. Moreover, to retain key tenants upon the expiration of existing leases we may need to reduce rents, which also could adversely affect our operating results and ability to make distributions.

### TENANT BANKRUPTCIES

Key tenants could seek the protection of the bankruptcy laws, which could result in the rejection and termination of their leases, thereby causing a reduction in our rental income. Under the bankruptcy laws, these tenants may have the right to reject their leases with us and our claim for rent will be limited to the greater of one year or 15% of the total amount owing under the leases upon default, but not to exceed three years of the remaining term of the lease following the earlier of the petition filing date or the date on which we gained repossession of the property, as well as any rent that was unpaid on the earlier of those dates.

### OUR SUBSTANTIAL INDEBTEDNESS

Our properties are subject to substantial indebtedness. If we are unable to make required mortgage payments, we could sustain a loss as a result of foreclosure on our properties by the mortgagor. Our mortgage loan from Prudential Insurance Company of America which had a principal balance owed of approximately \$112.5 million as of December 31, 2007 matures in October 2008. Although we expect to

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

be able to refinance this debt prior to maturity, we currently have not secured a commitment for replacement financing, and replacement financing is not assured. Furthermore, our mortgage loans may be subject to covenants that we are obligated to satisfy. For example, under our mortgage loan agreements with Northwestern Mutual Life Insurance Company, the payment of all \$100 million outstanding could be accelerated upon the sale or certain other transfers of more than 51% of the total number of O.P. Units and shares of common stock of the Company held by the members of the Berg Group. We have no reason to expect such a sale or transfer in the foreseeable future, but the members of the Berg Group have no obligation to us to refrain from any such sale or other transfer. We have adopted a policy of maintaining a consolidated ratio of debt to total market capitalization, which includes for this purpose the market value of all shares of common stock for which outstanding O.P. Units are exchangeable, of less than 50%. This ratio may not be exceeded without the approval of more than 75% of our entire Board of Directors. Our Board of Directors may vote to change this policy, however, and we could become more highly leveraged, resulting in an increased risk of default on our obligations and an increase in debt service requirements that could adversely affect our financial condition, our operating results and our ability to make distributions to our stockholders.

### ENVIRONMENTAL CLEAN-UP LIABILITIES

Our properties may expose us to liabilities under applicable environmental and health and safety laws. If these liabilities are material, our financial condition and ability to pay cash distributions may be affected adversely, which would cause our stock price to fall.

### UNINSURED LOSSES

We may sustain uninsured losses with respect to some of our properties. If these losses are material, our financial condition, our operating results and our ability to make distributions to our stockholders may be affected adversely.

### EARTHQUAKE DAMAGES ARE UNINSURED

All of our properties are located in areas that are subject to earthquake activity. Our insurance policies do not cover damage caused by seismic activity although they do cover losses from fires after an earthquake. We generally do not consider such insurance coverage

12

to be economical. If an earthquake occurs and results in substantial damage to our properties, we could lose our investment in those properties, which loss could have a material adverse effect on our financial condition, our operating results and our ability to make distributions to our stockholders.

### OUR REAL ESTATE ASSETS MAY BE SUBJECT TO IMPAIRMENT CHARGES.

We continually evaluate the recoverability of the carrying value of our real estate assets for impairment indicators. Factors considered in evaluating impairment of our existing real estate assets include significant declines in property operating profits, recurring property operating losses and other significant adverse changes in general market conditions that are considered permanent in nature. Generally, a real estate asset is not considered impaired if the undiscounted, estimated future cash flows of the asset over its estimated holding period are in excess of the asset's net book value at the balance sheet date. Assumptions used to estimate annual and residual cash flow, the estimated holding period of such assets, the lease up period when properties are vacant and future rental income require the judgment of management. Actual results could be different than our estimates.

There can be no assurance that we will not take impairment charges in the future related to the impairment of our assets. As of the years ended December 31, 2007

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

and 2006, management believed it had applied reasonable estimates and judgments in determining the proper classification of its real estate assets. However, should external or internal circumstances change requiring the need to shorten the holding periods or adjust the estimated future cash flows of certain of our assets, we could be required to record additional impairment charges. If any real estate asset held for sale is considered impaired, a loss is provided to reduce the carrying value of the asset to its fair value, less selling costs. Any future impairment could have a material adverse affect on the Company's results of operations and funds from operations in the period in which the charge is taken.

FAILURE TO SATISFY FEDERAL INCOME TAX REQUIREMENTS FOR REITS COULD REDUCE OUR DISTRIBUTIONS, REDUCE OUR INCOME AND CAUSE OUR STOCK PRICE TO FALL.

### FAILURE TO QUALIFY AS A REIT

Although we currently operate in a manner designed to enable us to qualify and maintain our REIT status, it is possible that economic, market, legal, tax or other considerations may cause us to fail to qualify as a REIT or may cause our Board of Directors either to refrain from making the REIT election or to revoke that election once made. To maintain REIT status, we must meet certain tests for income, assets, distributions to stockholders, ownership interests, and other significant conditions. If we fail to qualify as a REIT in any taxable year, we will not be allowed a deduction for distributions to our stockholders in computing our taxable income and would be subject to federal income tax, including any applicable alternative minimum tax, on our taxable income at regular corporate rates. Moreover, unless we were entitled to relief under certain provisions of the tax laws, we would be disqualified from treatment as a REIT for the four taxable years following the year in which our qualification was lost. As a result, funds available for distributions to our stockholders would be reduced for each of the years involved and, in addition, we would no longer be required to make distributions to our stockholders.

### REIT DISTRIBUTION REQUIREMENTS

To maintain REIT status, we must distribute as a dividend to our stockholders at least 90% of our otherwise net taxable income, after certain adjustments, with respect to each tax year. We also may be subject to a 4% non-deductible excise tax in the event our distributions to stockholders fail to meet certain other requirements. Failure to comply with these requirements could result in our income being subject to tax at regular corporate rates and could cause us to be liable for the excise tax.

### OWNERSHIP LIMIT NECESSARY TO MAINTAIN REIT QUALIFICATION

As a REIT, the federal tax laws restrict the percentage of the total value of our stock that may be owned by five or fewer individuals to 50% or less. Our charter generally prohibits the direct or indirect ownership of more than 9% of our common stock by any stockholder. This limit excludes the Berg Group, which has an aggregate ownership limit of 20%. In addition, as permitted by our charter, our Board of Directors has authorized an exception applicable to two other stockholders that permits them to collectively own, directly or indirectly, up to 18.5% of our common stock on an aggregate basis, subject to the terms of an ownership limit exemption agreement. In general, our charter prohibits the transfer of shares that result in a loss of our REIT qualification and provides that any such transfer or any other transfer that causes a stockholder to exceed the ownership limit will result in the shares being automatically transferred to a trust for the benefit of a charitable beneficiary. Accordingly, in the event that either the Berg Group or the two stockholders increase their stock ownership in our corporation, a stockholder who acquires shares of our common stock, even though his, her or its aggregate ownership may be less than 9%, may be required to transfer a portion of that stockholder's shares to such a trust in order to preserve our status as a REIT.

STOCKHOLDERS ARE NOT ASSURED OF RECEIVING CASH DISTRIBUTIONS FROM US.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Our income consists primarily of our share of the income of the operating partnerships, and our cash flow consists primarily of our share of distributions from the operating partnerships. Differences in timing between the receipt of income and the payment of expenses in arriving at our taxable income or the taxable income of the operating partnerships and the effect of required debt

13

amortization payments could require us to borrow funds, directly or through the operating partnerships, on a short-term basis to meet our intended distribution policy.

Our Board of Directors will determine the amount and timing of distributions by the operating partnerships and of distributions to our stockholders. Our Board of Directors will consider many factors prior to making any distributions, including the following:

- the amount of cash available for distribution;
- our financial condition;
- whether to reinvest funds rather than to distribute such funds;
- our committed and projected capital expenditures;
- the amount of cash required for new property acquisitions, including acquisitions under our existing agreements with the Berg Group;
- the amount of our annual debt service requirements;
- the annual distribution requirements under the REIT provisions of the federal income tax laws;
- our projected rental rates and revenues;
- prospects of tenant renewals and re-leases of properties subject to expiring leases;
- cash required for re-leasing activities; and
- such other factors as our Board of Directors deems relevant.

We cannot assure you that we will be able to meet or maintain our cash distribution objectives.

### OUR PROPERTIES COULD BE SUBJECT TO PROPERTY TAX REASSESSMENTS.

We do not believe that the acquisition of any of our interests in the operating partnerships has resulted in a statutory change in ownership that could give rise to a reassessment of any of our properties for California property tax purposes. We cannot assure you, however, that county assessors or other tax administrative agencies in California will not attempt to assert that such a change occurred as a result of these transactions. Although we believe that such a challenge would not be successful ultimately, we cannot assure you regarding the outcome of any related dispute or proceeding. A reassessment could result in increased real estate taxes on our properties that, as a practical matter, we may be unable to pass through to our tenants in full. This could reduce our net income and our funds available for distributions and cause our stock price to fall.

### OUR OBLIGATION TO PURCHASE TENDERED O.P. UNITS COULD REDUCE OUR CASH DISTRIBUTIONS.

Each of the limited partners of the operating partnerships, other than Carl E. Berg and Clyde J. Berg, has the annual right to cause the operating partnerships to purchase the limited partner's O.P. Units at a purchase price based on the average market value of the common stock for the ten-trading-day period immediately preceding the date of tender. Upon a limited partner's exercise of any such right, we will have the option to purchase the tendered O.P. Units with available cash, borrowed funds or the proceeds of an offering of newly issued

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

shares of common stock. These put rights became exercisable on December 29, 1999, and are available once during a 12-month period. If the total purchase price of the O.P. Units tendered by all of the eligible limited partners in one year exceeds \$1 million, the operating partnerships or we will be entitled, but not required, to reduce proportionately the number of O.P. Units to be acquired from each tendering limited partner so that the total purchase price does not exceed \$1 million. Thus, we might repurchase O.P. Units for a total purchase price of more than \$1 million in one year. The exercise of these put rights may reduce the amount of cash that we have available to distribute to our stockholders and could cause our stock price to fall.

In addition, all O.P. Unit holders may tender their O.P. Units to us in exchange for shares of common stock on a one-for-one basis at then-current market value or an equivalent amount in cash, at our election. If we elect to pay cash for the O.P. Units, our liquidity may be reduced and we may lack sufficient funds to continue paying the amount of our anticipated or historical cash distributions. This could cause our stock price to fall.

### SHARES ELIGIBLE FOR FUTURE SALE COULD AFFECT THE MARKET PRICE OF OUR STOCK.

We cannot predict the effect, if any, that future sales of shares of common stock, or the availability of shares for future sale, could have on the market price of our common stock. As of December 31, 2007, all outstanding shares of our common stock, other than shares controlled by affiliates, were eligible for sale in the public market without resale restrictions under the federal securities laws. Sales of substantial amounts of common stock, including shares issued in connection with the exercise of the exchange rights held by the limited partners of the operating partnerships, or the perception that such sales could occur, could adversely affect prevailing market prices for the common stock. Additional shares of common stock may be issued to limited partners, subject to the applicable REIT qualification ownership limit, if they exchange their O.P. Units for shares of common stock pursuant to their exchange rights, or may be sold by us to raise funds required to purchase such O.P. Units if eligible limited partners elect to tender O.P. Units to us using their put rights. Shares of stock controlled by our affiliates may be sold subject to Rule 144, including the limitation under Rule 144(e)

14

on the number of shares that may be sold within a three-month period. In addition, pursuant to a registration statement on Form S-3 declared effective by the SEC in April 2006, all shares of common stock acquired upon exchange of currently outstanding O.P. Units may be resold without any such restrictions. Additional common stock reserved under our 2004 Equity Incentive Plan, including stock options, also may be sold in the market at some time in the future. Future sales of our common stock in the market could adversely affect the price of our common stock.

### MARKET INTEREST RATES MAY REDUCE THE VALUE OF THE COMMON STOCK.

One of the factors that investors consider important in deciding whether to buy or sell shares of a REIT is the distribution rate on such shares, as a percentage of the price of such shares, relative to market interest rates. If market interest rates go up, prospective purchasers of REIT shares may expect a higher distribution rate. Higher interest rates would not, however, increase the funds available for us to distribute, and, in fact, would likely increase our borrowing costs and decrease funds available for distributions. Thus, higher market interest rates could cause the price of our common stock to fall.

### ITEM 1B. UNRESOLVED STAFF COMMENTS

None.

15

## ITEM 2. PROPERTIES

### GEOGRAPHIC AND TENANT FOCUS

We focus principally on the facility requirements of information technology companies in the Silicon Valley, which include space for office, R&D, light manufacturing and assembly. With the Silicon Valley's highly educated and skilled work force, history of numerous successful start-up companies and large contingent of venture capital firms, we believe that this region will, following the current significant slowdown in the market, continue to spawn successful new high-growth industries and entrepreneurial businesses to an extent matched nowhere else in the United States. We believe that our focus and thorough understanding of the Silicon Valley real estate market enables us to:

- anticipate trends in the market;
- identify and concentrate our efforts on the most favorably located sub-markets;
- take advantage of our experience and extensive contacts and relationships with local government agencies, real estate brokers and subcontractors, as well as with tenants and prospective tenants; and
- identify strong tenants.

All of our properties are general-purpose R&D/office type properties located in desirable sub-markets of the Silicon Valley. Many of our properties have been developed for or leased to single tenants, many of whom are large, publicly traded information technology companies. Most of our major tenants have occupied our properties for many years under triple-net leases that require the tenant to pay substantially all operating costs, including property insurance, real estate taxes and general operating costs.

### LEASING

The current leases for the properties have terms ranging from month-to-month to 15 years. Most of the leases provide for fixed periodic rental increases. Substantially all of the leases are triple-net leases pursuant to which the tenant is required to pay substantially all of the operating expenses of the property, property taxes and insurance, including all maintenance and repairs, and excluding only certain structural repairs to the building shell. Most of the leases contain renewal options that allow the tenant to extend the lease based on adjustments to then prevailing market rates, or based on fixed rental adjustments, which may be at or below market rates.

### PROPERTY PORTFOLIO

All of our properties are R&D/office type properties. Generally, these properties are one- to two-story buildings of tilt-up concrete construction, have on average 3.5 or more parking spaces per thousand rentable square feet, clear ceiling heights of less than 18 feet, and range in size from approximately 4,500 to 211,000 rentable square feet. Most of the office space is open and suitable for configuration to meet the tenants' requirements with the use of movable dividers.

The following table sets forth certain information relating to our properties as of December 31, 2007:



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Location	No. of Properties	Total Rentable Sq. Ft.	Percentage Occupied as of Dec. 31, 2007	Average 2007 Occupancy	Major Tenants
5300-5350 Hellyer Avenue (2)	2	160,000	100%	100%	Tyco Electronics Cor
10401-10411 Bubb Road (2)	1	20,330	78%	78%	Aeroflex, Inc.
45365 Northport Loop West	1	64,218	0%	0%	Vacant
45700 Northport Loop East (4)	-	-	-	-	-
45738 Northport Loop West	1	44,256	100%	100%	Quicksil, Inc.
4050 Starboard Drive	1	52,232	100%	100%	Flash Electronics, I
3501 West Warren Avenue & 46600 Fremont Boulevard	1	67,864	76%	68%	ASM Nutool, Inc. Oakland Fluid System
48800 Milmont Drive	1	53,000	0%	0%	Vacant
4750 Patrick Henry Drive	1	63,105	100%	100%	Infoblox, Inc.

16

Location	No. of Properties	Total Rentable Sq. Ft.	Percentage Occupied as of Dec. 31, 2007	Average 2007 Occupancy	Major Tenants
Triangle Technology Park (2)	7	416,927	78%	78%	Intevac Corporation Xicom Technology, In LSA Cleanpart, LLC SASCO IXYS Technologies, I
5830-5870 Hellyer Avenue	1	109,715	24%	24%	MeiVac, Inc.
5750 Hellyer Avenue	1	73,312	100%	92%	NDS Surgical Imaging
5500-5550 Hellyer Avenue	2	196,534	0%	10%	Vacant
5400 Hellyer Avenue	1	77,184	45%	45%	Nortel Networks, Inc
5325-5345 Hellyer Avenue	2	256,500	100%	100%	Celestica Asia, Inc.
5905-5965 Silver Creek Valley Rd.	4	346,000	0%	50%	Vacant
5845 Hellyer Avenue	1	98,500	0%	0%	Vacant
855 Embedded Way	1	67,912	42%	42%	Linuxworks, Inc.
1065-1105 La Avenida Street	5	515,700	100%	100%	Microsoft Corporatio
1875 Charleston Road	1	42,126	100%	100%	Netlogic Microsystem

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

1750 Automation Parkway	1	80,641	100%	100%	JDS Uniphase Corpora
1756 Automation Parkway	1	80,640	36%	27%	A&D Engineering, Inc
1762 Automation Parkway	1	61,100	100%	42%	Hermes Microvision,
1768 Automation Parkway	1	110,592	88%	56%	2Wire, Inc. Becton, Dickinson an
255 Caspian Drive	1	119,756	100%	100%	Equinix Operating Co
245 Caspian Drive (3)	1	-	-	-	-
5970 Optical Court	1	128,520	100%	100%	Photon Dynamics, Inc
5900 Optical Court	1	165,000	100%	100%	Stryker Corporation
2630 Orchard Parkway	1	60,633	0%	0%	Vacant
2610 Orchard Parkway	1	54,093	0%	0%	Vacant
55 West Trimble Road	1	91,722	0%	0%	Vacant
2001 Walsh Avenue	1	80,000	100%	100%	Nvidia Corporation
2880 Scott Boulevard	1	200,000	100%	100%	NEC Electronics Amer
2890 Scott Boulevard	1	75,000	0%	83%	Vacant
2770-2800 Scott Boulevard	1	99,800	100%	100%	Nvidia Corporation
2300 Central Expressway	1	46,338	100%	100%	Juniper Networks, In
2220 Central Expressway	1	62,522	100%	100%	Tellabs, Inc.
2330 Central Expressway	1	62,522	100%	100%	Tellabs, Inc.
233 South Hillview Drive	2	95,690	100%	100%	Exar Corporation
2251 Lawson Lane	1	125,000	0%	0%	Vacant
1230 East Arques	1	60,000	100%	100%	Fujitsu

17

Location	No. of Properties	Total Rentable Sq. Ft.	Percentage Occupied as of Dec. 31, 2007	Average 2007 Occupancy	Major Tenants
1250 East Arques	4	200,000	100%	100%	Fujitsu
20400 Mariani Avenue	1	105,000	100%	100%	Siemens Healthcare D Apple, Inc.
10500 De Anza Boulevard	1	211,000	100%	100%	Apple, Inc.
20605-705 Valley Green Drive	2	142,000	100%	100%	Apple, Inc.
10300 Bubb Road	1	23,400	100%	100%	Apple, Inc.



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- (1) Annual cash rents do not include the recognition of rental income on the straight-line method of accounting required by accounting principles generally accepted in the United States of America ("GAAP") under which contractual rent payment increases are recognized evenly over the lease term.
- (2) Joint venture properties.
- (3) Property represents a commitment by the Berg Group to construct an approximate 75,000 to 90,000 square foot building on land acquired during 2001.
- (4) This property was sold in 2007. It is included in this table for the sole purpose of presenting the annual cash rent received in 2007.
- (5) This property comprises of 55 acres of vacant land, which could support approximately 800,000 rentable square feet of space. The vacant land is currently zoned for industrial use and a portion has the potential to be rezoned for residential use.

We own 100% of all of the properties listed in the table, except: one of the buildings in the Triangle Technology Park, which is owned by a joint venture in which we, through an operating partnership, own a 75% interest; the property at 10401-10411 Bubb Road, which is owned by a joint venture in which we, through an operating partnership, own an 83.33% interest; and the properties at 5300-5350 Hellyer Avenue, which are owned by a joint venture in which we, through an operating partnership, own a 50% interest, and a Berg affiliate owns the other 50% venture interest.

SCHEDULE OF LEASE EXPIRATIONS

The following table sets forth a schedule of the lease expirations for the properties beginning with 2008, assuming that none of the tenants exercise existing renewal options or termination rights. The table excludes 3,027,526 rentable square feet that were vacant as of December 31, 2007.

Year of Lease Expiration	Number of Expiring Leases	Rentable Square Footage Subject to Expiring Leases	2008 Annual Base Rent Under Expiring Leases (1)	Percentage of Base Rent
2008	18	327,534	\$1,113,359	
2009	22	726,241	7,126,949	
2010	12	551,157	8,554,637	
2011	6	381,182	4,889,812	
2012	13	938,868	12,966,340	
2013	1	125,044	1,411,747	
2014	7	889,227	18,568,272	
2015	3	277,568	5,141,868	
2016	1	256,500	5,726,892	
2017	3	241,089	2,967,340	

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Thereafter	1	119,756	2,532,839
	87	4,834,166	\$71,000,055

- (1) The base rent for expiring leases is based on 2008 scheduled cash rent, which is different than annual rent determined in accordance with GAAP.
- (2) Based upon 2008 cash rent as discussed in Note (1).

If we are unable to lease a significant portion of the available space or space scheduled to expire in 2008 and thereafter at any of our properties; if existing tenants do not renew their leases; or if rental rates decrease, our results of operations, financial condition and cash flows would be affected adversely.

ENVIRONMENTAL MATTERS

To date, compliance with laws and regulations relating to the protection of the environment, including those regarding the discharge of materials into the environment has not had any material effects upon our capital expenditures, earnings or competitive position.

Under various federal, state and local laws, ordinances and regulations, an owner or operator of real property may be held liable for the costs of removal or remediation of certain hazardous or toxic substances located on or in the property. Such laws often impose liability on the owner and expose the owner to governmental proceedings without regard to whether the owner knew of, or was responsible for, the presence of the hazardous or toxic substances. The cost of any required remediation or removal of such substances may be substantial. In addition, the owner's liability as to any specific property is generally not limited and could exceed the value of the property and/or the aggregate assets of the owner. The presence of such substances, or the failure to properly remove or remediate

such substances, may also adversely affect the owner's ability to sell or rent the property or to borrow using the property as collateral. Persons who arrange for treatment or the disposal of hazardous or toxic substances may also be liable for the costs of any required remediation or removal of the hazardous or toxic substances at a disposal facility, regardless of whether the facility is owned or operated by such owner or entity. In connection with the ownership of the properties or the treatment or disposal of hazardous or toxic substances, we may be liable for such costs.

Some of our properties are leased, in part, to businesses, including manufacturers that use, store or otherwise handle hazardous or toxic substances in their business operations. These operations create a potential for the release of hazardous or toxic substances. In addition, groundwater contaminated by chemicals used in various manufacturing processes, including semiconductor fabrication, underlies a significant portion of northeastern Santa Clara County, where many of our properties are located.

Environmental laws also govern the presence, maintenance and removal of asbestos. These laws require that owners or operators of buildings containing asbestos properly manage and maintain the asbestos, that they adequately inform or train those who may come into contact with asbestos and that they undertake special precautions, including removal or other abatement in the event that asbestos is disturbed during renovation or demolition of a building. These laws

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

may impose fines and penalties on building owners or operators for failure to comply with these requirements and may allow third parties to seek recovery from owners or operators for personal injury associated with exposure to asbestos fibers. We are aware that there are asbestos-containing materials, or ACMs, present at several of the properties, primarily in floor coverings. We believe that the ACMs present at these properties are generally in good condition and that no ACMs are present at the remaining properties. We believe we are in compliance in all material respects with all present federal, state and local laws relating to ACMs and that if we were given limited time to remove all ACMs present at the properties, the cost of such removal would not have a material adverse effect on our financial condition, results of operations and ability to make cash distributions to our stockholders.

Phase I assessments are intended to discover and evaluate information regarding the environmental condition of the surveyed property and surrounding properties. Phase I assessments generally include a historical review, a public records review, an investigation of the surveyed site and surrounding properties and the preparation and issuance of a written report, but do not include soil sampling or subsurface investigations and typically do not include an asbestos survey. Environmental assessments have been conducted for about half of the properties.

The environmental investigations that have been conducted on our properties have not revealed any environmental liability that we believe would have a material adverse effect on our financial condition, results of operations and assets, and we are not aware of any such liability. Nonetheless, it is possible that there are material environmental liabilities of which we are unaware. We cannot assure you that future laws, ordinances, or regulations will not impose any material environmental liability, or that the current environmental condition of the properties has not been, or will not be, affected by tenants and occupants of the properties, by the condition of properties in the vicinity of the properties, or by third parties unrelated to us.

20

### ITEM 3. LEGAL PROCEEDINGS

Neither the operating partnerships, the properties nor we are subject to any material litigation nor, to our knowledge, is any material litigation threatened against the operating partnerships, the properties or us. From time to time, we are engaged in legal proceedings arising in the ordinary course of our business. We do not expect any of such proceedings to have a material adverse effect on our cash flows, financial condition or results of operations. We are currently involved in the following legal proceedings and we believe that the ultimate outcome of these proceedings will not have a material adverse effect on our operating results, cash flows or financial condition.

MISSION WEST PROPERTIES, L.P. V. REPUBLIC PROPERTIES CORPORATION, ET AL. SANTA CLARA COUNTY SUPERIOR COURT, CASE NO. CV 796249. In February 2001, while the Maryland case was pending, we filed a suit against RPC in the Superior Court of the State of California for the County of Santa Clara, Case No. CV 796249. The case was stayed pending resolution of the Maryland case, and we dismissed our suit on March 4, 2005. In April 2005, RPC submitted a motion asking the Superior Court to reinstate the case, which the Court granted on May 25, 2005. On July 5, 2006, RPC filed a cross-complaint in the case seeking partnership distributions to which we demurred. The Court sustained our demurrer with leave to amend. Subsequently, RPC filed an amended complaint, and we submitted another demurrer seeking dismissal of the claims on statute of limitations grounds. On February 20, 2007, the Court overruled our demurrer. We sought a writ from the California State Court of Appeal for the Sixth District to direct the lower court to

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

reverse its decision, but the petition for the writ was denied. A trial in the California Superior Court will commence in early 2008.

If the litigation is ultimately decided in favor of the Company, the Independent Directors Committee of the Board of Directors has the right, but not the obligation, to acquire on behalf of the Company the former RPC interest and related distributions from BBE under the terms of the Berg Land Holdings Option Agreement and the Acquisition Agreement between the Company and the Berg Group, as more fully explained under Item 8, "Financial Statements and Supplementary Data - Note 13."

### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

No matters were submitted to a vote of stockholders during the fourth quarter of the year ended December 31, 2007.

21

## PART II

### ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES

#### HISTORICAL PERFORMANCE COMPARISON

The following graph compares the change in the Company's cumulative stockholder return on its shares of common stock to the cumulative total return of the NAREIT Equity REIT Total Return Index ("NAREIT Equity Index") and the Standard & Poor's 500 Stock Index ("S&P 500 Index") from December 31, 2002 to December 31, 2007. The line graph starts December 31, 2002. The graph assumes that the value of the investment in the Company's common stock was \$100 at December 31, 2002 and that all dividends were reinvested. The common stock's price on December 31, 2002 was \$9.90. The Company obtained the information about the NAREIT Equity Index and S&P 500 Index from each entity respectively, and has assumed that the information is reliable, but cannot assume its accuracy.

[OBJECT OMITTED]

The stock price performance shown in the graph is not necessarily indicative of future performance of the Company's common stock.

Our common stock is listed on the American Stock Exchange ("AMEX") and trades under the symbol "MSW." The closing price of our common stock on December 31, 2007, the last trading day of the year, was \$9.51 per share. The high and low closing price per share of common stock as reported on AMEX during each quarter of 2007 and 2006 were as follows:

	2007		2006	
	High	Low	High	Low
1st Quarter	\$14.60	\$11.89	\$11.90	\$9.51
2nd Quarter	\$14.85	\$13.00	\$11.90	\$10.00
3rd Quarter	\$14.01	\$11.30	\$11.62	\$10.00
4th Quarter	\$12.50	\$9.23	\$13.10	\$11.00

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

On February 6, 2008, the Company's Board of Directors approved the decision to de-list our common stock from the AMEX and to become listed on the NASDAQ Stock Market effective on or about March 24, 2008.

22

On February 29, 2008, there were 175 registered holders of the Company's common stock.

### DIVIDEND POLICY

We declared and paid dividends in each quarter of 2007 and 2006. We expect to pay quarterly dividends during 2008. The following tables show information for quarterly dividends for 2007 and 2006.

	2007		
	Record Date	Payment Date	Dividend Per Share
1st Quarter	03/30/07	04/05/07	\$0.16
2nd Quarter	06/30/07	07/05/07	0.16
3rd Quarter	09/28/07	10/04/07	0.16
4th Quarter	12/31/07	01/03/08	0.16
			-----
Total			\$0.64 =====

	2006		
	Record Date	Payment Date	Dividend Per Share
1st Quarter	03/31/06	04/06/06	\$0.16
2nd Quarter	06/30/06	07/06/06	0.16
3rd Quarter	09/29/06	10/05/06	0.16
4th Quarter	12/29/06	01/04/07	0.16
			-----
Total			\$0.64 =====

The declaration and payment of dividends and distributions will continue to be determined by the Board of Directors in light of conditions then existing, including the Company's earnings, financial condition, capital requirements, debt service requirements and other factors.

For federal income tax purposes, we have characterized the dividends declared in 2007 as follows: 97% taxable ordinary income, 2% capital gain and 1% unrecaptured section 1250 gain (unaudited). For 2006, we have characterized 100%



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

of the dividends declared as taxable ordinary income (unaudited).

### SECURITIES AUTHORIZED FOR ISSUANCE UNDER EQUITY COMPENSATION PLANS

See Item 12 of Part III of this Report regarding information about securities authorized for issuance under our equity compensation plans.

23

### ITEM 6. SELECTED FINANCIAL DATA

The following table sets forth selected historical financial information for Mission West Properties, Inc. (see Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations - Overview and Background" for discussion of business combinations and property dispositions that materially affect the comparability of the selected financial data).

Selected consolidated financial data is derived from the audited financial statements and notes thereto (see Item 8, "Financial Statements and Supplementary Data") and is as follows:

	Year Ended December		
	2007	2006	2005
	(dollars in thousands, except		
OPERATING INFORMATION: (1)			
Revenue:			
Rental revenue from real estate	\$80,337	\$91,457	\$99,082
Above market lease intangible asset amortization	(4,091)	(1,888)	(1,888)
Tenant reimbursements	13,355	13,061	14,030
Other income, including lease terminations, settlements and interest	65,068	20,566	4,590
Total revenues	154,669	123,196	115,814
Expenses:			
Property operating, maintenance and real estate taxes	20,371	18,505	18,613
Interest	20,131	20,708	21,294
Interest (related parties)	724	755	972
General and administrative	3,035	2,248	1,910
Depreciation and amortization of real estate	22,588	21,579	20,329
Total expenses	66,849	63,795	63,118
Income before equity in earnings of unconsolidated joint venture and minority interests	87,820	59,401	52,696
Equity in earnings of unconsolidated joint venture	1,408	1,985	724
Minority interests	(71,471)	(49,928)	(44,136)
Income from continuing operations	17,757	11,458	9,284
Discontinued operations, net of minority interests:			

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Gain from disposal of discontinued operations(2)	1,126	2,935	445
Income attributable to discontinued operations(2)	5	237	298
Income from discontinued operations	1,131	3,172	743
Net income to common stockholders	\$18,888	\$14,630	\$10,027
Net income to minority interests	\$76,960	\$66,358	\$47,524
Basic net income from continuing operations per share	\$0.90	\$0.60	\$0.51
Diluted net income from continuing operations per share	\$0.89	\$0.59	\$0.51
Basic net income from discontinued operations per share	\$0.06	\$0.17	\$0.04
Diluted net income from discontinued operations per share	\$0.06	\$0.17	\$0.04
Basic net income per share	\$0.96	\$0.77	\$0.55
Diluted net income per share	\$0.95	\$0.76	\$0.55
Dividends per share	\$0.64	\$0.64	\$0.64
PROPERTY AND OTHER INFORMATION:			
Total properties, end of period (3)	109	107	107
Total rentable square feet, end of period (000's)	7,862	7,701	7,780
Average monthly rental revenue per square foot(4)	\$1.42	\$1.57	\$1.58
Occupancy for leased properties, end of period	62%	69%	69%
Funds from operations (5):	\$114,867	\$86,585	\$79,152
CASH FLOW INFORMATION:			
Cash flows provided by operating activities	\$23,501	\$27,012	\$21,898
Cash flows used in investing activities	(\$8,548)	(\$5,369)	(\$2,875)
Cash flows (used in)/provided by financing activities	(\$25,047)	(\$19,299)	\$10,899

24

	December 31,		
	2007	2006	2005
(dollars in thous			
BALANCE SHEET INFORMATION:			
Real estate assets, net of accumulated depr. & amort.	\$922,117	\$898,889	\$927,381
Total assets	\$1,053,885	\$1,027,487	\$1,023,377
Line of credit - related parties	-	-	-
Revolving line of credit	-	-	-
Mortgage notes payable	\$337,520	\$348,101	\$357,481
Mortgage notes payable - related parties	\$9,224	\$9,654	\$10,051
Total liabilities	\$388,581	\$397,327	\$407,680
Minority interests	\$526,626	\$501,282	\$500,682
Stockholders' equity	\$138,678	\$128,878	\$115,015
Common stock outstanding	19,664,087	19,443,587	18,448,791
O.P. Units issued and outstanding	85,533,935	85,206,199	86,088,095

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- (1) Certain reclassifications have been made to prior period amounts in order to conform to current period presentation.
- (2) Upon the implementation of SFAS 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," on January 1, 2002, the operating results of real estate held for sale and sold are reported as discontinued operations for all years presented. Additionally, all gains and losses on the sale of assets classified as held for sale subsequent to January 1, 2002 are included in discontinued operations.
- (3) As of December 31, 2007, 2006, 2005, 2004 and 2003, total properties include a property at 245 Caspian in Sunnyvale with no building. In 2001, we paid the Berg Group approximately \$7.5 million for their commitment to complete an approximate 75,000 to 90,000 square foot building on the property.
- (4) Average monthly rental revenue per square foot has been determined by taking the total cash base rent for the period divided by the number of months in the period, and then divided by the average occupied square feet in the period.
- (5) Funds from Operations ("FFO") is a non-GAAP financial term used by REITs to measure and compare operating performance. As defined by the National Association of Real Estate Investment Trusts ("NAREIT"), FFO represents net income (loss) before minority interest of unit holders (computed in accordance with GAAP), including non-recurring events other than "extraordinary items" under GAAP and excluding gains and losses from sales of discontinued operations or depreciable operating properties, plus real estate related depreciation and amortization (excluding amortization of deferred financing costs and depreciation of non-real estate assets) and after adjustments for unconsolidated partnerships and joint ventures. FFO does include impairment losses for properties held for sale and held for use. Additionally, our 2007, 2006, 2005, 2004 and 2003 FFO calculation includes our portion of the depreciation and amortization of real estate from our unconsolidated joint venture, but excludes the above-market lease intangible asset, which was recorded as a reduction of revenues. Management considers FFO to be an appropriate supplemental measure of our operating and financial performance because when compared year over year, it reflects the impact to operations from trends in occupancy rates, rental rates, operating costs, general and administrative expenses and interest costs, providing a perspective not immediately apparent from net income. In addition, management believes that FFO provides useful information about our financial performance when compared to other REITs because FFO is generally recognized as the industry standard for reporting the operations of REITs. FFO should neither be considered as an alternative for neither net income as a measure of profitability nor is it comparable to cash flows provided by operating activities determined in accordance with GAAP. FFO is not comparable to similarly entitled items reported by other REITs that do not define them exactly as we define FFO.

Our definition of FFO also assumes conversion at the beginning of the period of all convertible securities, including O.P. Units represented by O.P. Units that may be exchanged for shares of common stock. Our FFO does not represent the amount available for management's discretionary use; as such funds may be needed for capital replacement or expansion, debt service obligations or other commitments and uncertainties. Furthermore, FFO is not comparable to similarly entitled items reported by other REITs that do not define FFO exactly as we do.

A reconciliation of net income to common stockholders to FFO for the years ended December 31, 2007, 2006, 2005, 2004 and 2003 follows:

Year Ended Decemb

---

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	2007	2006	2005
	-----		
	(dollars in thousands, except per share amounts)		
Net income to common stockholders	\$18,888	\$14,630	\$10,027
Add:			
Minority interests (1)	76,458	65,859	47,045
Depreciation and amortization of real estate (2)	26,050	24,636	24,286
Less:			
Gain on sales of assets or joint venture assets	(6,529)	(18,540)	(2,206)
	-----		
FFO	\$114,867	\$86,585	\$79,152
	=====		
Weighted average common shares and O.P. Units - diluted	105,016,651	104,809,155	104,545,776
FFO per common share and O.P. Unit - diluted	\$1.09	\$0.83	\$0.76

- (1) Minority interests in net income is calculated by taking the net income of the operating partnerships (on a stand-alone basis) multiplied by the respective weighted average minority interests ownership percentage. Minority interests for third parties totaling \$502, \$499, \$479, \$486 and \$581 in 2007, 2006, 2005, 2004 and 2003, respectively, was deducted from total minority interest in calculating FFO. (dollars in thousands)
- (2) Also includes our portion of depreciation and amortization of real estate from our unconsolidated joint venture totaling \$757, \$849, \$984, \$874 and \$874 in 2007, 2006, 2005, 2004 and 2003, respectively, and amortization of leasing commissions totaling \$2,558, \$1,513, \$1,703, \$1,644 and \$1,203 in 2007, 2006, 2005, 2004 and 2003, respectively. Amortization of leasing commissions is included in the property operating, maintenance and real estate taxes line item in our consolidated statements of operations. (dollars in thousands)

25

ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

THE FOLLOWING DISCUSSION INCLUDES FORWARD-LOOKING STATEMENTS, INCLUDING BUT NOT LIMITED TO STATEMENTS WITH RESPECT TO THE FUTURE FINANCIAL PERFORMANCE, OPERATING RESULTS, PLANS AND OBJECTIVES OF MISSION WEST PROPERTIES, INC. ACTUAL RESULTS MAY DIFFER MATERIALLY FROM THOSE CURRENTLY ANTICIPATED DEPENDING UPON A VARIETY OF FACTORS, INCLUDING THOSE DESCRIBED IN PART I - ITEM 1A, RISK FACTORS.

OVERVIEW AND BACKGROUND

Our original predecessor was formed in 1969 as Palomar Mortgage Investors, a California business trust, which operated as a mortgage REIT until 1979 when, under the name of Mission Investment Trust, it terminated its status as a REIT and began to develop and market its own properties. In 1982, Mission West Properties was incorporated as a successor to Mission Investment Trust. In 1997, our predecessor, Mission West Properties, sold all of its real estate assets and paid a special dividend of \$9.00 per share to stockholders, after which it retained only nominal assets. Subsequently, the Berg Group acquired control of the corporation as a vehicle to acquire R&D properties, or interests in entities owning such properties in a transaction completed on September 2, 1997. At that time the Berg Group and other investors acquired an aggregate 79.6% controlling ownership position. In May 1998, we, the Berg Group members, an independent limited partner, and certain other persons entered into an acquisition agreement

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

providing, among other things, for our acquisition of interests as the sole general partner in the operating partnerships. At the time, the operating partnerships held approximately 4.34 million rentable square feet of R&D property located in Silicon Valley. The agreement also provided for the parties to enter into the Pending Projects Acquisition Agreement, the Berg Land Holdings Option Agreement and the Exchange Rights Agreement, following stockholder approval. Effective July 1, 1998, we consummated our acquisition of the general partnership interests in the operating partnerships through the purchase of the general partnership interests, and all limited partnership interests in the operating partnerships were converted into 59,479,633 O.P. Units, which represented ownership of approximately 87.89% of the operating partnerships. Our general partnership interests represented the balance of the ownership of the operating partnerships. At December 31, 2007, we owned an 18.73% general partnership interest in the operating partnerships, taken as a whole, on a weighted average basis.

Since the beginning of calendar year 1999, we have been taxed as a qualified REIT.

Our reincorporation under the laws of the State of Maryland through the merger of Mission West Properties into Mission West Properties, Inc. occurred on December 30, 1998, at which time all outstanding shares issued by our predecessor California corporation were converted into shares of our common stock on a one-for-one basis.

In July 1999, we completed a public offering of 8,680,000 shares of our common stock at \$8.25 per share. The net proceeds of approximately \$66.9 million, after deducting underwriting discounts and other offering costs, were used primarily to repay indebtedness.

We have grown through property acquisitions. Since September 1998, we have acquired a total of approximately 6.95 million rentable square feet of R&D buildings and vacant land under the Pending Project Acquisition Agreement, the Berg Land Holdings Option Agreement, and from unrelated third parties. The total cost of these properties was approximately \$703.6 million. To acquire these properties, we paid in cash or by exchange for existing properties, issued a total of 28,510,261 O.P. Units and assumed debt totaling approximately \$312.3 million.

Since 1998, we have sold a total of approximately 1.0 million rentable square feet of R&D buildings. The total sales price of these properties was approximately \$144.2 million.

Almost all of our earnings and cash flow is derived from rental revenue received pursuant to leased R&D space at our properties. Key factors that affect our business and financial results include the following:

- economic conditions generally and the real estate market specifically;
- the occupancy rates of the properties;
- rental rates on new and renewed leases;
- tenant improvement and leasing costs incurred to obtain and retain tenants;
- operating expenses;
- cost and availability of capital;
- the extent of acquisitions and sales of real estate;
- legislative or regulatory provisions (including changes to laws governing the taxation of REITs);
- competition;
- supply of and demand for R&D, office and industrial properties in our current and proposed market areas;
- tenant defaults and bankruptcies;

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- lease term expirations and renewals; and
- changes in general accounting principles, policies and guidelines applicable to REITs.

Negative effects from any of these factors could cause a deterioration in our operating results, cash flows and financial condition.

### CRITICAL ACCOUNTING POLICIES AND ESTIMATES

We prepare our consolidated financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP"), which requires us to make certain estimates, judgments and assumptions that affect the reported amounts in the accompanying consolidated financial statements, disclosure of contingent assets and liabilities and related footnotes. Accounting and disclosure decisions with respect to material transactions that are subject to significant management judgments or estimates include impairment of long lived assets, deferred rent receivables, and allocation of purchase price relating to property acquisitions and the related depreciable lives assigned. Actual results may differ from these estimates under different assumptions or conditions.

Critical accounting policies are defined as those that require management to make estimates, judgments and assumptions, giving due consideration to materiality, in certain circumstances that affect amounts reported in the consolidated financial statements, and potentially result in materially different results under different conditions and assumptions. We believe that the following best describe our critical accounting policies:

#### REAL ESTATE ASSETS

Real estate assets are stated at cost. Cost includes expenditures for improvements or replacements. Maintenance and repairs are charged to expense as incurred. Gains and losses from sales are included in income in accordance with Statement of Financial Accounting Standard ("SFAS") 66, "Accounting for Sales of Real Estate." The gain on the sale is only recognized proportionately as the seller receives payments from the purchaser. Interest income is recognized on an accrual basis, when appropriate.

#### BUSINESS COMBINATIONS

Statement of Financial Accounting Standards 141, "Business Combinations" ("SFAS 141"), was effective July 1, 2001. The acquisition costs of each property acquired prior to July 1, 2001 were allocated only to building, land and leasing commission with building depreciation being computed based on an estimated weighted average composite useful life of 40 years and leasing commission amortization being computed over the term of the lease. Acquisitions of properties made subsequent to the effective date of SFAS 141 are based on an allocation of the acquisition cost to land, building, tenant improvements, and intangibles for at market and above market in place leases, and the determination of their useful lives are guided by a combination SFAS 141 and management's estimates. Amortization expense of above and below market lease intangible asset is offset against rental revenue in the revenue section while amortization of in-place lease value intangible asset is included in depreciation and amortization of real estate in the expense section of our consolidated statements of operations. If we do not appropriately allocate these components or we incorrectly estimate the useful lives of these components, our computation of depreciation and amortization expense may not appropriately reflect the actual impact of these costs over future periods, which will affect net income.

#### IMPAIRMENT OF LONG-LIVED ASSETS

We review real estate assets for impairment whenever events or changes in

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

circumstances indicate that the carrying amount of an asset may not be recoverable in accordance with Statement of Financial Accounting Standards 144, "Accounting for the Impairment and Disposal of Long-Lived Assets" ("SFAS 144"). If the carrying amount of the asset exceeds its estimated undiscounted net cash flow, before interest, we will recognize an impairment loss equal to the difference between its carrying amount and its estimated fair value. If impairment is recognized, the reduced carrying amount of the asset will be accounted for as its new cost. For a depreciable asset, the new cost will be depreciated over the asset's remaining useful life. Generally, fair values are estimated using discounted cash flow, replacement cost or market comparison analyses. The process of evaluating for impairment requires estimates as to future events and conditions, which are subject to varying market factors, such as the vacancy rates, future rental rates and operating costs for R&D facilities in the Silicon Valley area and related submarkets. The analysis that we prepare in connection with determining if there may be any asset impairment loss under SFAS 144 considers several assumptions: holding period of ten years, 36 months lease up period and cap rate ranging from 8% to 9%. Therefore, it is reasonably possible that a change in estimate resulting from judgments as to future events could occur which would affect the recorded amounts of the property.

### ALLOWANCE FOR DEFERRED RENT AND DOUBTFUL ACCOUNTS

The preparation of the consolidated financial statements requires us to make estimates and assumptions. As such, we must make estimates of the uncollectability of our accounts receivable based on the evaluation of our tenants' financial position, analyses of accounts receivable and current economic trends. We also make estimates for a straight-line adjustment reserve for existing tenants with the potential of early termination, bankruptcy or ceasing operations. Our estimates are based on our review of tenants' payment histories, the remaining lease term, whether or not the tenant is currently occupying our building, publicly available financial information and such additional information about their financial condition as tenants provide to us. The information available to us might lead us to overstate or understate these reserve amounts. The use of different estimates or assumptions could produce different

27

results. Moreover, actual future collections of accounts receivable or reductions in future reported rental income due to tenant bankruptcies or other business failures could differ materially from our estimates.

### CONSOLIDATION OF JOINT VENTURES

We, through an operating partnership, own three properties that are in joint ventures of which we have controlling interests. We manage and operate all three properties. The recognition of these properties and their operating results are 100% reflected on our consolidated financial statements, with appropriate allocation to minority interest, because we have operational and financial control of the investments. We make judgments and assumptions about the estimated monthly payments made to our minority interest joint venture partners, which are reported with our periodic results of operations. Actual results may differ from these estimates under different assumptions or conditions.

### INVESTMENT IN UNCONSOLIDATED JOINT VENTURE

We, through an operating partnership, have a 50% non-controlling limited partnership interest in one unconsolidated joint venture. This investment is not consolidated because we do not exercise significant control over major operating and financial decisions. We account for the joint venture using the equity method of accounting.

### CONSOLIDATION OF VARIABLE INTEREST ENTITIES

We consolidate all variable interest entities ("VIE") in which we are deemed to

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

be the primary beneficiary in accordance with FASB Interpretation 46 (Revised December 2003), "Consolidation of Variable Interest Entities" ("FIN 46R"). As of December 31, 2007, we consolidated one VIE in the accompanying consolidated financial statements in connection with an assignment of a lease agreement with an unrelated party, M&M Real Estate Control & Restructuring, LLC (see Item 8, "Financial Statements and Supplementary Data - Note 7" for further discussion of this transaction).

### REVENUE RECOGNITION

Rental revenue is recognized on the straight-line method of accounting required by GAAP under which contractual rent payment increases are recognized evenly over the lease term, regardless of when the rent payments are received by us. The difference between recognized rental income and rental cash receipts is recorded as "Deferred rent receivable" on the consolidated balance sheets.

Rental revenue is affected if existing tenants terminate or amend their leases. We try to identify tenants who may be likely to declare bankruptcy, cease operations or are likely to seek a negotiated settlement of their obligation. By anticipating these events in advance, we expect to take steps to minimize their impact on our reported results of operations through lease renegotiations, reserves against deferred rent receivable, and other appropriate measures. Our judgments and estimations about tenants' capacity to continue to meet their lease obligations will affect the rental revenue recognized. Material differences may result in the amount and timing of our rental revenue for any period if we made different judgments or estimations.

Lease termination fees are recognized as other income when there is a signed termination letter agreement, all of the conditions of the agreement have been met, and when the tenant no longer has the right to occupy the property. These fees are paid by tenants who want to terminate their lease obligations before the end of the contractual term of the lease by agreement with us. We cannot predict or forecast the timing or amounts of future lease termination fees.

We recognize income from rent, tenant reimbursements and lease termination fees and other income once all of the following criteria are met in accordance with SEC Staff Accounting Bulletin 104:

- the agreement has been fully executed and delivered;
- services have been rendered;
- the amount is fixed and determinable; and
- collectability is reasonably assured.

With regard to critical accounting policies, where applicable, we have explained and discussed the criteria for identification and selection, methodology in application and impact on the financial statements with the Audit Committee of our Board of Directors, which has reviewed these policies.

28

### RESULTS OF OPERATIONS

COMPARISON OF THE YEAR ENDED DECEMBER 31, 2007 TO THE YEAR ENDED DECEMBER 31, 2006

#### RENTAL REVENUE FROM CONTINUING PROPERTY OPERATIONS

As of December 31, 2007 and 2006, through our controlling interests in the operating partnerships, we owned 109 and 107 R&D properties totaling approximately 7.9 and 7.7 million rentable square feet, respectively. We sold two R&D properties and acquired four R&D properties and 55 acres of vacant land



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

during 2007.

The following table depicts the amounts of rental revenue from continuing operations for the years ended December 31, 2007 and 2006 represented by our historical properties and the percentage of the total decrease in rental revenue over the period that is represented by each group of properties.

	Year Ended December 31,		\$ Change
	2007	2006	
	(dollars in thousands)		
Same Property (1)	\$78,067	\$89,685	(\$11,618)
2006 Acquisitions (2)	2,215	1,772	443
2007 Acquisitions (3)	55	-	55
Total	\$80,337	\$91,457	(\$11,120)

- (1) "Same Property" is defined as properties owned by us prior to 2006 that we still owned as of December 31, 2007.
- (2) Operating rental revenue for 2006 Acquisitions do not reflect a full 12 months of operations in 2006 because these properties were acquired at various times during the year.
- (3) Operating rental revenue for 2007 Acquisitions do not reflect a full 12 months of operations in 2007 because these properties were acquired at various times during the year.

For the year ended December 31, 2007, our rental revenue from real estate decreased by (\$11.1) million, or (12.2%). Pursuant to SFAS 141, \$4.1 million and \$1.9 million of amortization expense with respect to above-market leases that we obtained through property acquisitions was offset against revenue for the years ended December 31, 2007 and 2006, respectively. The (\$11.1) million decrease in rental revenue resulted from current adverse market conditions as "Same Property" rents decreased, due to lease terminations, cessation of tenant operations and tenant relocations since December 31, 2006.

Our overall occupancy rate for leased properties at December 31, 2007 and 2006 was approximately 61.7% and 69.5%, respectively. According to the BT Report, the leased occupancy rate for R&D property in the Silicon Valley at December 31, 2007 was approximately 83.4%. Due to an over supply of R&D properties and competitive bidding for tenants by other landlords in the Silicon Valley bidding for tenants, our occupancy rate may drop further in 2008 if the 328,000 rentable square feet scheduled to expire is not renewed or re-leased. Factors that contributed to our low occupancy rate were primarily the general downturn in the Silicon Valley's economy in recent years, the softening of the R&D property market specifically, as well as the weaker relative performance of certain properties due to their location and the weak demand in those submarkets.

#### EQUITY IN EARNINGS FROM UNCONSOLIDATED JOINT VENTURE

As of December 31, 2007, we had investments in three R&D buildings, totaling 466,600 rentable square feet in Morgan Hill, California, through an unconsolidated joint venture with TBI, in which we acquired a 50% interest from the Berg Group in January 2003. We have a non-controlling limited partnership interest in this joint venture, which we account for using the equity method of accounting. For the years ended December 31, 2007 and 2006, equity in earnings from the unconsolidated joint venture was approximately \$1.4 million and \$2.0 million, respectively. Our equity in earnings from this unconsolidated joint

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

venture decreased primarily due to a gain on sale of one R&D property in 2006 that did not recur in 2007. The occupancy rate for the properties owned by this joint venture at December 31, 2007 and 2006 was 100%.

### OTHER INCOME FROM CONTINUING PROPERTY OPERATIONS

The following table depicts the amounts of other income, including lease terminations, settlements and interest, from continuing operations for the years ended December 31, 2007 and 2006.

	Year Ended December 31,		\$ Change
	2007	2006	
	(dollars in thousands)		
Other income	\$65,068	\$20,566	\$44,502

Other income, including lease terminations, settlements and interest, of approximately \$65.1 million for the year ended December 31, 2007 included approximately \$57.5 million from lease termination fees, \$3.1 million from interest income, \$1.8 million from security deposit forfeitures, \$1.0 million from management fees, \$0.3 million from tenant bankruptcy settlements and \$1.4 million from miscellaneous income. In 2007, of the \$57.5 million in lease termination fees, approximately \$46 million was from the Ciena Corporation lease termination. Other income, including lease terminations, settlements and interest, of approximately \$20.6 million for

29

the year ended December 31, 2006 included approximately \$16.1 million from lease termination fees, \$2.3 million from interest income, \$1.1 million from management fees, \$0.5 million from a property tax accrual, \$0.2 million from tenant bankruptcy settlements, \$0.1 million from security deposit forfeitures and \$0.3 million from miscellaneous income. In 2006, of the \$16.1 million in lease termination fees, approximately \$11.1 million was from the JDS Uniphase lease termination. Management fees are paid by the tenants to the landlord for the administration and supervision of the property. We do not consider termination fees and tenant bankruptcy settlements to be recurring items.

### EXPENSES FROM CONTINUING PROPERTY OPERATIONS

The following table reflects the amounts of property operating and maintenance expenses and real estate taxes ("operating expenses") from continuing operations for the years ended December 31, 2007 and 2006 and the percentage of total increase in expenses over the period that is represented by each group of properties.

	Year Ended December 31,		\$ Change
	2007	2006	
	(dollars in thousands)		
Same Property (1)	\$19,393	\$18,001	\$1,392
2006 Acquisitions (2)	714	504	210
2007 Acquisitions (3)	264	-	264

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Total	\$20,371 =====	\$18,505 =====	\$1,866 =====
-------	-------------------	-------------------	------------------

- (1) "Same Property" is defined as properties owned by us prior to 2006 that we still owned as of December 31, 2007.
- (2) Operating expenses for 2006 Acquisitions do not reflect a full 12 months of operations in 2006 because these properties were acquired at various times during the year.
- (3) Operating expenses for 2007 Acquisitions do not reflect a full 12 months of operations in 2007 because these properties were acquired at various times during the year.

Operating expenses from continuing operations increased by \$1.9 million, or 10.1%, from \$18.5 million for the year ended December 31, 2006 to \$20.4 million for the year ended December 31, 2007 primarily due to increase in real estate taxes, higher maintenance and repair costs and lease commission write-offs associated with lease terminations. Tenant reimbursements from continuing operations increased by \$0.3 million, or 2.3%, from \$13.1 million for the year ended December 31, 2006 to \$13.4 million for the year ended December 31, 2007. The increase in tenant reimbursements resulted primarily from the increase in operating expenses. Total operating expenses exceeded tenant reimbursements because of vacancies, which reached approximately 3.0 million rentable square feet by year-end 2007. Certain operating expenses such as property insurance, real estate taxes, and other fixed expenses are not recoverable from vacant properties. At December 31, 2007 our vacancy rate was approximately 38%.

General and administrative expenses increased by approximately \$0.8 million, or 35.0%, from \$2.2 million for the year ended December 31, 2006 to \$3.0 million for the year ended December 31, 2007. The increase in general and administrative expenses was primarily a result of higher legal fees associated with a potential acquisition of the Company, salaries and wages and share-based compensation expense.

The following table depicts the amounts of depreciation and amortization expense of real estate from continuing operations for the years ended December 31, 2007 and 2006.

	Year Ended December 31,		
	2007	2006	\$ Change
	(dollars in thousands)		
Depreciation and amortization	\$22,588	\$21,579	\$1,009

Depreciation and amortization expense of real estate from continuing operations increased by \$1.0 million, or 4.7%, primarily due to new construction of tenant improvements and the write-offs of additional amortization expense relating to in-place lease value intangible assets pursuant to SFAS 141 in connection with two lease terminations.

The following table depicts the amounts of interest expense from operations for the years ended December 31, 2007 and 2006.

Year Ended December 31,

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	2007	2006	\$ Change
	(dollars in thousands)		
Interest	\$20,131	\$20,708	(\$577)
Interest (related parties)	724	755	(31)
<b>Total</b>	<b>\$20,855</b>	<b>\$21,463</b>	<b>(\$608)</b>

Interest expense decreased by (\$0.6) million, or (2.8%). Interest expense (related parties) decreased by (\$0.03) million, or (4.1%).

30

NET INCOME TO COMMON STOCKHOLDERS AND NET INCOME TO MINORITY INTERESTS

The following table depicts the amounts of earnings attributable to common stockholders and minority interests for the years ended December 31, 2007 and 2006.

	Year Ended December 31,		
	2007	2006	\$ Change
	(dollars in thousands)		
Net income to common stockholders	\$18,888	\$14,630	\$4,258
Net income to minority interests	76,960	66,358	10,602
<b>Total</b>	<b>\$95,848</b>	<b>\$80,988</b>	<b>\$14,860</b>

As of December 31, 2007 and 2006, we owned a controlling general partnership interest of 19.94%, 21.78%, 16.26% and 12.48% and 19.71%, 21.78%, 16.26% and 12.48% in the four operating partnerships, Mission West Properties, L.P., Mission West Properties, L.P. I, Mission West Properties, L.P. II and Mission West Properties, L.P. III, respectively. We owned an 18.73% and 18.23% general partnership interest in the operating partnerships, taken as a whole, on a consolidated weighted average basis as of December 31, 2007 and 2006, respectively. Net income to common stockholders in 2007 increased by \$4.3 million, or 29.1%, from December 31, 2006. Our net income attributable to minority interests in 2007 increased by \$10.6 million, or 16.0%, from December 31, 2006. The increase in net income attributable to common stockholders and minority interests resulted primarily due to higher lease termination fee income described above.

Minority interests represent the limited partners' ownership interest of 81.27% and 81.77% in the operating partnerships, on a weighted average basis, as of December 31, 2007 and 2006, respectively. The decrease in the minority interest ownership percentage resulted from the exchange of O.P. Units for shares of the Company's common stock.

INCOME FROM DISCONTINUED OPERATIONS

The following table depicts the amounts of income from discontinued operations

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

for the years ended December 31, 2007 and 2006.

	Year Ended D
	2007
	(dollars in t
Income attributable to discontinued operations	\$6,620
Minority interests in earnings attributable to discontinued operations	(5,489)
Income from discontinued operations	\$1,131

In 2007, we sold two R&D properties and in accordance with our adoption of SFAS 144, classified the net gains on sale and operating results of the disposed properties as discontinued operations, and in 2006, we sold three R&D properties and classified the net gains on sale and operating results of the disposed properties as discontinued operations. SFAS 144 requires prior period results of operations for these properties to be retrospectively adjusted and presented in discontinued operations in prior consolidated statements of operations.

We recognized total income of \$6.6 million from discontinued operations, of which \$1.1 million and \$5.5 million were attributable to common stockholders and minority interests, respectively, for the year ended December 31, 2007. For the year ended December 31, 2006, we recognized total income from discontinued operations of \$19.6 million. The income to common stockholders and minority interests attributable to discontinued operations from these properties in 2006 was approximately \$3.2 million and \$16.4 million, respectively.

COMPARISON OF THE YEAR ENDED DECEMBER 31, 2006 TO THE YEAR ENDED DECEMBER 31, 2005

### RENTAL REVENUE FROM CONTINUING PROPERTY OPERATIONS

As of December 31, 2006 and 2005, through our controlling interests in the operating partnerships, we owned 107 R&D properties totaling approximately 7.7 and 7.8 million rentable square feet, respectively. We sold three vacant R&D properties and acquired three leased R&D properties during 2006.

The following table depicts the amounts of rental revenue from continuing operations for the years ended December 31, 2006 and 2005 represented by our historical properties and the percentage of the total decrease in rental revenue over the period that is represented by each group of properties.

	Year Ended December 31,		
	2006	2005	\$ Change
	(dollars in thousands)		
Same Property (1)	\$89,685	\$99,082	(\$9,397)
2006 Acquisitions (2)	1,772	-	1,772
Total	\$91,457	\$99,082	(\$7,625)

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- (1) "Same Property" is defined as properties owned by us prior to 2005 that we still owned as of December 31, 2006.
- (2) Operating rental revenue for 2006 Acquisitions do not reflect a full 12 months of operations in 2006 because these properties were acquired at various times during the year.

For the year ended December 31, 2006, our rental revenue from real estate decreased by (\$7.6) million, or (7.7%). Pursuant to SFAS 141, \$1.9 million of amortization expense with respect to above-market leases was offset against revenue for the years ended December 31, 2006 and 2005. The (\$7.6) million decrease in rental revenue resulted from current adverse market conditions as "Same Property" rents decreased, due to lease terminations, cessation of tenant operations and tenant relocations since December 31, 2005.

Our overall occupancy rate for leased properties at December 31, 2006 and 2005 was approximately 69.5% and 68.9%, respectively. According to the BT Report, the leased occupancy rate for R&D property in the Silicon Valley at December 31, 2006 was approximately 81.7%. Factors that contributed to our low occupancy rate were primarily the general downturn in the Silicon Valley's economy in recent years, the softening of the R&D property market specifically and the weaker relative performance of certain properties due to their location and the weak demand in those submarkets.

EQUITY IN EARNINGS FROM UNCONSOLIDATED JOINT VENTURE

As of December 31, 2006, we had investments in three R&D buildings, totaling 466,600 rentable square feet in Morgan Hill, California, through an unconsolidated joint venture with TBI, in which we acquired a 50% interest from the Berg Group in January 2003. In July 2006, this joint venture sold one R&D property with approximately 126,400 rentable square feet for approximately \$8.5 million. The total gain on the sale was approximately \$0.88 million of which \$0.44 million was our share. We have a non-controlling limited partnership interest in this joint venture, which we account for using the equity method of accounting. For the years ended December 31, 2006 and 2005, equity in earnings from the unconsolidated joint venture was approximately \$2.0 million (including \$0.4 million relating to a gain from the sale of real estate) and \$0.7 million, respectively. Our equity in earnings from this unconsolidated joint venture increased primarily due to a gain on sale of one R&D property and the write-offs of leasing commission and tenant improvements in 2005 for a tenant that terminated its lease agreement which did not recur in 2006. The occupancy rate for the properties owned by this joint venture at December 31, 2006 and 2005 was approximately 100% and 78.7%, respectively.

OTHER INCOME FROM CONTINUING PROPERTY OPERATIONS

The following table depicts the amounts of other income from continuing operations for the years ended December 31, 2006 and 2005.

	Year Ended December 31,		\$ Change
	2006	2005	
	(dollars in thousands)		
Other income	\$20,566	\$4,590	\$15,976

Other income, including lease terminations, settlements and interest, of approximately \$20.6 million for the year ended December 31, 2006 included

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

approximately \$16.1 million from termination fees, \$2.3 million from interest income, \$1.1 million from management fees, \$0.5 million from a property tax accrual, \$0.2 million from tenant bankruptcy settlements, \$0.1 million from security deposit forfeitures and \$0.3 million from miscellaneous income. In 2006, of the \$16.1 million in lease termination fees, approximately \$11.1 million was from the JDS Uniphase lease termination. Other income, including lease terminations, settlements and interest, of approximately \$4.6 million for the year ended December 31, 2005 included approximately \$2.4 million from termination fees, \$0.9 million from management fee income, \$0.6 million from interest income, \$0.5 million from security deposit forfeitures, \$0.1 million from tenant bankruptcy settlements and \$0.1 million from miscellaneous income. Management fees are paid by the tenants to the landlord for the administration and supervision of the property. We do not consider termination fees and tenant bankruptcy settlements to be recurring items.

### EXPENSES FROM CONTINUING PROPERTY OPERATIONS

The following table reflects the amounts of property operating and maintenance expenses and real estate taxes ("operating expenses") from continuing operations for the years ended December 31, 2006 and 2005 and the percentage of total decrease in expenses over the period that is represented by each group of properties.

	Year Ended December 31,		\$ Change
	2006	2005	
	(dollars in thousands)		
Same Property (1)	\$17,653	\$18,281	(\$628)
2005 Acquisition (2)	348	332	16
2006 Acquisitions (3)	504	-	504
Total	\$18,505	\$18,613	(\$108)

- (1) "Same Property" is defined as properties owned by us prior to 2005 that we still owned as of December 31, 2006.
- (2) Operating expenses for 2005 Acquisition do not reflect a full 12 months of operations in 2005 because this property was acquired during the year.
- (3) Operating expenses for 2006 Acquisitions do not reflect a full 12 months of operations in 2006 because these properties were acquired at various times during the year.

32

Operating expenses from continuing operations decreased by (\$0.1) million, or (0.6%), from \$18.6 million for the year ended December 31, 2005 to \$18.5 million for the year ended December 31, 2006. Tenant reimbursements from continuing operations decreased by (\$1.0) million, or (6.9%), from \$14.0 million for the year ended December 31, 2005 to \$13.0 million for the year ended December 31, 2006. The decrease in tenant reimbursements resulted primarily from the JDS Uniphase lease terminations in early 2006 at three R&D properties consisting of approximately 252,000 rentable square feet. Total operating expenses exceeded tenant reimbursements because of vacancies, which reached approximately 2.4 million rentable square feet by year-end 2006. Certain operating expenses such as property insurance, real estate taxes, and other fixed expenses are not recoverable from vacant properties. At December 31, 2006 our vacancy rate was approximately 31%.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

General and administrative expenses increased by approximately \$0.3 million, or 17.7%, from \$1.9 million for the year ended December 31, 2005 to \$2.2 million for the year ended December 31, 2006. The increase in general and administrative expenses was primarily a result of share-based compensation expensing, as well as fees paid in connection with filing a registration statement for the resale of shares of common stock to be acquired from time to time upon the exchange of O.P. Units for shares of the Company's common stock.

The following table depicts the amounts of depreciation and amortization expense of real estate from continuing operations for the years ended December 31, 2006 and 2005.

	Year Ended December 31,		
	2006	2005	\$ Change
	(dollars in thousands)		
Depreciation and amortization	\$21,579	\$20,329	\$1,250

Depreciation and amortization expense of real estate from continuing operations increased by \$1.3 million, or 6.1%, primarily due to tenant improvements write-offs and higher amortization expense for in-place leases arising from the acquisition of three R&D properties in early 2006.

The following table depicts the amounts of interest expense from operations for the years ended December 31, 2006 and 2005.

	Year Ended December 31,		
	2006	2005	\$ Change
	(dollars in thousands)		
Interest	\$20,708	\$21,294	(\$586)
Interest (related parties)	755	972	(217)
Total	\$21,463	\$22,266	(\$803)

Interest expense decreased by (\$0.6) million, or (2.8%), primarily from a cash flow interest rate derivative loss of approximately (\$0.8) million recognized in 2005 that did not recur in 2006. Interest expense (related parties) decreased by (\$0.2) million, or (22.3%), because we paid off the Berg Group line of credit during 2005 and terminated it effective October 31, 2005.

### NET INCOME TO COMMON STOCKHOLDERS AND NET INCOME TO MINORITY INTERESTS

The following table depicts the amounts of earnings attributable to common stockholders and minority interests for the years ended December 31, 2006 and 2005.

Year Ended December 31,  
-----



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	2006	2005	\$ Change
	-----	-----	-----
	(dollars in thousands)		
Net income to common stockholders	\$14,630	\$10,027	\$4,603
Net income to minority interests	66,358	47,524	18,834
	-----	-----	-----
Total	\$80,988	\$57,551	\$23,437
	=====	=====	=====

As of December 31, 2006 and 2005, we owned a controlling general partnership interest of 19.71%, 21.78%, 16.26% and 12.48% and 17.81%, 21.68%, 16.18% and 12.41% in the four operating partnerships, Mission West Properties, L.P., Mission West Properties, L.P. I, Mission West Properties, L.P. II and Mission West Properties, L.P. III, respectively. We owned an 18.23% and 17.50% general partnership interest in the operating partnerships, taken as a whole, on a consolidated weighted average basis as of December 31, 2006 and 2005, respectively. Net income to common stockholders in 2006 increased by \$4.6 million, or 45.9%, from December 31, 2005. Our net income attributable to minority interests in 2006 increased by \$18.8 million, or 39.6%, from December 31, 2005. The increase in net income attributable to common stockholders and minority interests resulted primarily due to higher lease termination fee income and gain from sale of real estate.

Minority interests represent the limited partners' ownership interest of 81.77% and 82.50% in the operating partnerships, on a weighted average basis, as of December 31, 2006 and 2005, respectively. The decrease in the minority interest ownership percentage

33

resulted from the exchange of O.P. Units for shares of the Company's common stock and the exercise of stock options, the proceeds of which we applied to the purchase of additional general partnership interests.

INCOME FROM DISCONTINUED OPERATIONS

The following table depicts the amounts of income from discontinued operations for the years ended December 31, 2006 and 2005.

	Year Ended D
	-----
	2006
	-----
	(dollars in t
Income attributable to discontinued operations	\$19,603
Minority interests in earnings attributable to discontinued operations	(16,431)
	-----
Income from discontinued operations	\$3,172
	=====

In accordance with our adoption of SFAS 144, in 2006 we sold three R&D properties and classified the net gains on sale and operating results of the disposed properties as discontinued operations. SFAS 144 requires prior period results of operations for these properties to be retrospectively adjusted and presented in discontinued operations in prior consolidated statements of operations.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

We recognized total income of \$19.6 million from discontinued operations, of which \$3.2 million and \$16.4 million were attributable to common stockholders and minority interests, respectively, for the year ended December 31, 2006. For the year ended December 31, 2005, we recognized total income from discontinued operations of \$4.1 million. The income to common stockholders and minority interests attributable to discontinued operations from these properties in 2005 was approximately \$0.7 million and \$3.4 million, respectively.

### CHANGES IN FINANCIAL CONDITION

#### YEAR ENDED DECEMBER 31, 2007

The most significant changes in our financial condition in 2007 resulted from the acquisition of four R&D properties, the acquisition of 55 acres of vacant land, the disposition of two R&D properties and the exchange of O.P. Units for shares of the Company's common stock.

During 2007, we acquired four R&D properties representing approximately 247,000 rentable square feet for an aggregate gross purchase price of approximately \$26.3 million. We acquired three of the R&D properties in tax-deferred exchange transactions and paid cash and issued O.P. Units to members of the Berg Group to acquire the fourth property. We also acquired 55 acres of vacant land for approximately \$27.8 million in a tax-deferred exchange transaction. In addition to those property acquisitions, we sold two R&D properties to unrelated third parties for a total gross sales price of approximately \$16.0 million. Those property dispositions reduced approximately 87,000 rentable square feet. The proceeds were classified as restricted cash for use in tax-deferred property exchanges and were reflected on our consolidated balance sheet as restricted cash at December 31, 2007 (see Item 8, "Financial Statements and Supplementary Data - Note 6" for further discussion of this transaction).

Debt outstanding, including amounts due related parties, decreased by (\$11.1) million, or (3.1%), from \$357.8 million as of December 31, 2006 to \$346.7 million as of December 31, 2007 due to normal scheduled debt payments.

In 2007, two limited partners exchanged a total of 220,500 O.P. Units for 220,500 shares of common stock pursuant to the Exchange Rights Agreement resulting in a reclassification of approximately \$2.9 million from minority interests to paid-in-capital.

The conversion of O.P. Units to shares of the Company's common stock was applied to increase our percentage interest as general partner in the operating partnerships.

#### YEAR ENDED DECEMBER 31, 2006

The most significant changes in our financial condition in 2006 resulted from the acquisition of three R&D properties, the disposition of three R&D properties, and the exercise of stock options and exchange of O.P. Units for shares of the Company's common stock.

During 2006, we sold three vacant R&D properties to an unrelated third party for a total gross sales price of approximately \$43.3 million. Those property dispositions reduced approximately 235,000 rentable square feet of space from our property portfolio. The proceeds were classified as restricted cash for use in tax-deferred property exchanges and were reflected on our consolidated balance sheet as restricted cash at December 31, 2006 (see Item 8, "Financial Statements and Supplementary Data - Note 6" for further discussion of this transaction). In addition to those three property dispositions, we also acquired three R&D properties representing approximately 138,000 rentable square feet for a total gross combined purchase price of approximately \$16.0 million. Two R&D properties were acquired in a tax-deferred exchange transaction and the other one in cash.

Debt outstanding, including amounts due related parties, decreased by (\$9.7) million, or (2.7%), from \$367.5 million as of December 31, 2005 to \$357.8 million as of December 31, 2006 due to normal scheduled debt payments.

During the year ended December 31, 2006, stock options to purchase 80,000 shares of the Company's common stock were exercised at \$8.25 per share and stock options to purchase 32,900 shares of the Company's common stock were exercised at \$10.00 per share. The total proceeds to the Company of approximately \$1.0 million increased paid-in-capital.

In 2006, three limited partners exchanged a total of 871,596 O.P. Units for 871,596 shares of the Company's common stock resulting in a reclassification of approximately \$10.2 million from minority interests to paid-in-capital. In 2006, Carl E. Berg gave 92,300 O.P. Units to charitable institutions. Only 10,300 of those O.P. Units had been exchanged for 10,300 shares of the Company's common stock by December 31, 2006. The remaining 82,000 O.P. Units were exchanged for 82,000 shares of the Company's common stock in early 2007.

The proceeds from the exercise of stock options and the conversion of O.P. Units to shares of the Company's common stock were applied to increase our percentage interest as general partner in the operating partnerships.

#### LIQUIDITY AND CAPITAL RESOURCES

In 2008, we anticipate operating cash flows from our property portfolio to be lower compared to 2007. We are still experiencing weak demand for our R&D properties in certain areas of the Silicon Valley (mainly the south San Jose area). If we are unable to lease a significant portion of the approximately 328,000 rentable square feet scheduled to expire in 2008 and current available space, our operating cash flows will be affected adversely. We are also subject to risks of decreased occupancy through tenant defaults and bankruptcies, and potential reduction in rental rates upon renewal of properties, which would result in reduction in cash flows from operations beyond the level we are anticipating currently.

We expect our principal source of liquidity for distributions to stockholders and O.P. Unit holders, debt service, leasing commissions and recurring capital expenditures to come from cash provided by operations and/or future borrowings under our \$10 million line of credit with the Heritage Bank of Commerce, which we obtained in early 2008. We expect these sources of liquidity to be adequate to meet projected distributions to stockholders and other presently anticipated liquidity requirements in 2008. We expect to meet our long-term liquidity requirements for the funding of property development, property acquisitions and other material non-recurring capital improvements through cash and investments, long-term secured and unsecured indebtedness and the issuance of additional equity securities by us. We have the ability to meet short-term obligations or other liquidity needs based on our existing cash reserves. In 2008, we will be obligated to make payments totaling approximately \$121.6 million of debt principal under mortgage notes without regard to any debt refinancing or new debt obligations that we might incur, or optional payments of debt principal including approximately \$112.5 million owed to the Prudential Insurance Company of America loan which matures in October 2008. We currently are seeking to refinance the Prudential loan and expect to obtain a replacement loan. We cannot be assured of refinancing this loan however, and especially in light of current conditions in the credit market, may be required to pay higher interest expense and financing fees for new debt.

As of December 31, 2007, we were in compliance with loan covenants relating to

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

the Prudential Insurance, Northwestern Mutual and Allianz mortgage loans.

Cash and cash equivalents decreased by approximately (\$10.1) million from \$33.8 million as of December 31, 2006 to \$23.7 million as of December 31, 2007.

Restricted cash totaled \$65.5 million as of December 31, 2007. Of this amount, \$15.6 million represents proceeds received from the Northport and Morse property sales and earned interest income held in a separate cash account at a trust company for future use in tax-deferred exchanges (see Item 8, "Financial Statements and Supplementary Data - Note 6" for further discussion of this transaction). \$48.4 million represents a balance we consolidated due to our adoption of FIN 46R (see Item 8, "Financial Statements and Supplementary Data - Note 7" for further discussion of this transaction). The remaining \$1.5 million represents a certificate of deposit setup for a current loan escrow. We do not possess or control these funds or have any rights to receive them except as provided in the applicable agreements. Therefore, restricted cash is not available for distribution to stockholders.

Since 1999, we have elected to be taxed as a REIT under the Internal Revenue Code of 1986. We currently intend to continue operating as a REIT in 2008. As a REIT, we are subject to a number of organizational and operating requirements, including a requirement to distribute 90% of our taxable income to our stockholders. Also as a REIT, we generally will not be subject to federal income taxes on our taxable income.

35

Generally, our objective is to meet our short-term liquidity requirement of funding the payment of our current level of quarterly common dividends to stockholders and O.P. Unit holders through our net cash flows provided by operating activities, less our recurring and nonrecurring property capital expenditures. These operating capital expenditures are the capital expenditures necessary to maintain the earnings capacity of our operating assets over time.

For 2008, we will increase our quarterly dividend payment rate to common stockholders and O.P. Unit holders from \$0.16 to \$0.20 per share. However, distributions are declared at the discretion of our Board of Directors and are subject to actual cash available for distribution, our financial condition, capital requirements and such other factors, as our Board of Directors deems relevant (see Item 1A, "Risk Factors - Stockholders are not assured of receiving cash distributions from us"). On January 3, 2008, we paid dividends of \$0.16 per share of common stock to all common stockholders of record as of December 31, 2007. On the same date, the operating partnerships paid a distribution of \$0.16 per O.P. Unit to all holders of O.P. Units. Aggregate dividends and distributions amounted to approximately \$16.8 million.

On January 7, 2008, we borrowed \$3 million from Carl E. Berg on a short-term basis to fund an anticipated property acquisition. The \$3 million loan was repaid on January 30, 2008. The transaction was approved by the Independent Directors Committee of the Company's Board of Directors.

Funds available for distributions does not represent cash generated from operating activities and is not necessarily indicative of cash available to fund cash needs. The actual return that we will realize and the amount available for distributions to stockholders will be affected by a number of factors, including the revenues received from our properties, our operating expenses, debt service on borrowings, and planned and unanticipated capital expenditures.

We anticipate that cash available for distribution will exceed earnings and profits for federal income tax purposes, as the latter figure takes into account non-cash expenses such as depreciation and amortization that we will incur.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Distributions other than capital gain distributions by us to the extent of our current and accumulated earnings and profits for federal income tax purposes most likely will be taxable to U.S. stockholders as ordinary dividend income unless a stockholder is a tax-exempt entity. Distributions in excess of earnings and profits generally will be treated as a non-taxable reduction of the U.S. stockholder's basis in the common stock to the extent of such basis, and thereafter as taxable gain. The percentage of such distributions in excess of earnings and profits, if any, may vary from period to period.

### CONTRACTUAL OBLIGATIONS

The following table identifies the contractual obligations as of December 31, 2007 that will impact our liquidity and cash flow in future periods:

	2008	2009	2010	2011	2012
	(dollars in thousands)				
Long-Term Debt Obligations (1)	\$121,589	\$9,561	\$10,105	\$10,681	\$11,032
Operating Lease Obligations (2)	114	30	-	-	-
<b>Total</b>	<b>\$121,703</b>	<b>\$9,591</b>	<b>\$10,105</b>	<b>\$10,681</b>	<b>\$11,032</b>

- (1) Our long-term debt obligations are set forth in detail in the schedule below.
- (2) Our operating lease obligations relate to a lease of our corporate office facility from a related party.

At December 31, 2007, we had total indebtedness of approximately \$346.7 million, all of which is fixed rate mortgage debt. A table listing our indebtedness as of December 31, 2007 is set forth in Item 8, "Financial Statements and Supplementary Data - Note 8."

At December 31, 2007, our debt to total market capitalization ratio, which is computed as our total debt outstanding divided by the sum of total debt outstanding plus the market value of common stock (based upon the closing price of \$9.51 per share on December 31, 2007) on a fully diluted basis, including the conversion of all O.P. Units into common stock, was approximately 25.7%. On December 31, 2007, the last trading day for the year, total market capitalization was approximately \$1.35 billion. By comparison, on December 29, 2006 total debt as a percentage of market capitalization was 20.7% and total market capitalization was approximately \$1.73 billion.

At December 31, 2007, the outstanding balance remaining under certain demand notes that we owed to the operating partnerships was \$2.0 million. The due date of the demand notes has been extended to September 30, 2009. The principal of the demand notes, along with the interest expense, which is interest income to the operating partnerships, is eliminated in consolidation and is not included in the corresponding line items within the consolidated financial statements. However, the interest income earned by the operating partnerships, which is interest expense to us, in connection with this debt, is included in the calculation of minority interest as reported on the consolidated statements of operations, thereby reducing our net income by this same amount. At present, our only means for repayment of this debt is through distributions that we receive from the operating partnerships that are in excess of the amount of dividends to be paid to our stockholders or by raising additional equity capital.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

### HISTORICAL CASH FLOWS

The Company's cash flow activities are summarized as follows:

	Year Ended December 31,	
	2007	2006
	(dollars in thousands)	
Cash flow provided by operating activities	\$23,501	\$27,012
Cash flow used in investing activities	(\$8,548)	(\$5,369)
Cash flow (used in)/provided by financing activities	(\$25,047)	(\$19,299)

### COMPARISON OF THE YEAR ENDED DECEMBER 31, 2007 TO THE YEAR ENDED DECEMBER 31, 2006

Cash and cash equivalents were approximately \$23.7 million at December 31, 2007, a decrease of (\$10.1) million from \$33.8 million at December 31, 2006.

Net cash provided by operating activities for the year ended December 31, 2007 was approximately \$23.5 million, compared to approximately \$27.0 million for the prior year. The decrease in cash provided by operating activities resulted primarily from lower lease termination fee payment, lower deferred rental income and higher leasing commission payments (included in other assets) in 2007.

Cash used in investing primarily consists of property acquisitions, property sales and improvements to our properties. Net cash used in investing activities was approximately (\$8.5) million for the year ended December 31, 2007 compared to approximately (\$5.4) million for the prior year. In 2007, we acquired six properties for approximately \$47.5 million, incurred capital expenditures relating to real estate improvements of approximately \$4.9 million and transferred excess restricted cash of approximately \$0.6 million to our general cash account. We used restricted cash totaling approximately \$43.2 million of the acquisition of three R&D properties and 55 acres of vacant land in tax-deferred exchange transactions involving our former R&D properties at Samaritan Drive in San Jose, California. We sold two R&D properties for approximately \$15.4 million, net, as described above, the proceeds of which are reflected on our consolidated balance sheet as restricted cash at December 31, 2007. In 2006, we sold three vacant R&D properties for approximately \$42.6 million, net. We acquired three R&D properties for approximately \$16.0 million, incurred capital expenditures relating to real estate improvements of approximately \$4.3 million and transferred approximately \$1.8 million of excess restricted cash to our general cash account. We used restricted cash totaling approximately \$13.5 million to complete the acquisition of two R&D properties in a tax-deferred exchange transaction involving our former R&D property at 800 Embedded Way, San Jose, California. Proceeds of approximately \$43.0 million, which included earned interest, from the three vacant R&D property dispositions were classified as restricted cash for use in tax-deferred property exchanges and were reflected on our consolidated balance sheet as restricted cash at December 31, 2006.

Net cash used in financing activities was approximately (\$25.0) million for the year ended December 31, 2007, compared to approximately (\$19.3) million for the year ended December 31, 2006. During 2007, financing activities included payments of approximately \$11.0 million for outstanding debt, payment of approximately \$1.5 million for a certificate of deposit related to a current loan escrow and payments of approximately \$12.5 million to common stockholders

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

as dividends. During 2006, financing activities included the net effect of payments of approximately \$9.8 million for outstanding debt, receipt of approximately \$1.6 million from the refund of an appeal bond, receipt of approximately \$1.0 million from stock option exercises and payments of approximately \$12.1 million to common stockholders as dividends.

COMPARISON OF THE YEAR ENDED DECEMBER 31, 2006 TO THE YEAR ENDED DECEMBER 31, 2005

Cash and cash equivalents were approximately \$33.8 million at December 31, 2006, an increase of \$2.4 million from \$31.4 million at December 31, 2005.

Net cash provided by operating activities for the year ended December 31, 2006 was approximately \$27.0 million, compared to approximately \$21.9 million for the prior year. The increase in cash provided by operating activities resulted primarily from higher lease termination fee payment, higher interest income, higher distributions from our unconsolidated joint venture, higher deferred rental income and lower leasing commission payments (included in other assets) in 2006.

Our cash used in investing is primarily for property acquisitions, property sales and improvements to our properties. Net cash used in investing activities was approximately (\$5.4) million for the year ended December 31, 2006 compared to approximately (\$2.9) million for the prior year. In 2006, we acquired three R&D properties for approximately \$16.0 million, incurred capital expenditures relating to real estate improvements of approximately \$4.3 million and excess restricted cash of approximately \$1.8 million was transferred to our general cash account. Restricted cash in the amount of approximately \$13.5 million was used to complete the acquisition of two R&D properties in a tax-deferred exchange transaction involving our former R&D property at 800 Embedded Way, San Jose, California. We sold three vacant R&D properties for approximately \$42.6 million, net, as described above. Proceeds of approximately \$43.0 million, which included earned interest, from the three vacant R&D property dispositions were classified as restricted cash for use in tax-deferred property exchanges and were reflected on our consolidated balance sheet as restricted cash at December 31, 2006.

37

In 2005, we sold three vacant R&D properties for approximately \$27.5 million. We acquired one vacant R&D property for approximately \$14.2 million and incurred capital expenditures relating to real estate improvements of approximately \$1.1 million. Proceeds of approximately \$15.1 million from one of the three vacant R&D property dispositions were classified as restricted cash for use in tax-deferred property exchanges and were reflected on our consolidated balance sheet as restricted cash at December 31, 2005.

Net cash (used in)/provided by financing activities was approximately (\$19.3) million for the year ended December 31, 2006, compared to approximately \$10.9 million for the year ended December 31, 2005. During 2006, financing activities included the net effect of payments of approximately \$9.8 million for outstanding debt, receipt of approximately \$1.6 million from the refund of an appeal bond, receipt of approximately \$1.0 million from stock option exercises and payments of approximately \$12.1 million to common stockholders as dividends. During 2005, financing activities included the net effect of borrowing approximately \$150.8 million under two new collateralized mortgage loans and payments of approximately \$120.3 million for outstanding debt. We also received approximately \$0.5 million from stock option exercises, paid approximately \$11.7 million to common stockholders as dividends and paid approximately \$8.4 million to O.P. Unit holders for distributions in excess of their share of earnings.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

### CAPITAL EXPENDITURES

The properties require periodic investments of capital for tenant-related capital expenditures and for general capital improvements. For the years ended December 31, 2003 through December 31, 2007, the recurring tenant/building improvement costs and leasing commissions incurred with respect to new leases and lease renewals of the properties averaged approximately \$5.0 million annually. We will have approximately 328,000 rentable square feet under expiring leases in 2008. We expect that the average annual cost of recurring tenant/building improvements and leasing commissions related to these properties will be approximately \$4.0 million during 2008. We believe we will recover substantially all of these costs from the tenants under the new or renewed leases through contractual increases in rental rates. Until we actually sign the leases, however, we cannot assure you that this will occur. Capital expenditures may fluctuate in any given period subject to the nature, extent, and timing of improvements required to be made to the properties. Tenant/building improvements and leasing costs also may fluctuate in any given period year depending upon factors such as the property, the term of the lease, the type of lease and the overall market conditions. We expect to meet our long-term liquidity requirements for the funding of property acquisitions and other material non-recurring capital improvements through our currently available sources of capital, including operating cash flows, cash on hand, and our existing line of credit with Heritage Bank of Commerce (see "Policies with Respect to Certain Activities - Financing Policies" below).

### DISTRIBUTION POLICY

Distributions are determined by our Board of Directors and depend on actual cash available for distributions, our financial condition, capital requirements, the annual distribution requirements under the REIT provisions of the Code and such other factors as the Board of Directors deems relevant. For a discussion of the risk that we will not meet our distribution objectives, see Item 1A, "Risk Factors - Stockholders are not assured of receiving cash distributions from us."

### POLICIES WITH RESPECT TO CERTAIN ACTIVITIES

We have adopted policies with respect to investment, financing, conflicts of interest and other activities. These policies have been formulated by our Board of Directors, are set forth in our charter, bylaws, operating partnership agreements or agreements with the Berg Group, and generally may be amended or revised from time to time, subject to applicable agreement terms, at the discretion of the Board of Directors without a vote of the stockholders. Among other things, these policies provide that:

- so long as the Berg Group members and their affiliates, other than us and the operating partnerships, beneficially own, in the aggregate, at least 15% of the outstanding shares of common stock on a Fully Diluted basis, the approval of a majority of our directors, including Carl E. Berg or his designee as a director, and of the holders of a majority of the O.P. Units is required for us to take title to assets, other than temporarily in connection with an acquisition prior to contributing such assets to the operating partnerships, or to conduct business other than through the operating partnerships, or for us or the operating partnerships to engage in any business other than the ownership, construction, development and operation of real estate properties, or for certain fundamental corporate actions, including amendments to our charter, bylaws or any operating partnership agreement and any merger, consolidation or sale of all or substantially all of our assets or the assets of the operating partnerships;
- changes in certain policies with respect to conflicts of interest must be consistent with legal requirements;
- certain policies with respect to competition by and acquisitions from the



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Berg Group are imposed pursuant to provisions of the acquisition agreement that cannot be amended or waived without the approval of the Independent Directors Committee of our Board of Directors;

- we cannot take any action intended to terminate our qualification as a REIT without the approval of more than 75% of the entire Board of Directors; and

38

- we cannot undertake certain other specified transactions, including the issuance of debt securities, and borrowings in excess of specified limits, or the amendment of our charter and bylaws, without the approval of more than 75% of the entire Board of Directors.

### INVESTMENT POLICIES

We expect to pursue our business and investment objectives principally through the direct ownership by the operating partnerships of our properties and future acquired properties. Development or investment activities are not limited to any specified percentage of our assets. We may also participate with other entities in property ownership, through joint ventures or other types of co-ownership. Equity investments may be subject to existing mortgage financing and other indebtedness that have priority over our equity interests.

While we will emphasize equity real estate investments, we may, in our discretion and subject to the percentage ownership limitations and gross income tests necessary for REIT qualification, invest in mortgage and other real estate interests, including securities of other real estate investment trusts. We have not previously invested in mortgages or securities of other real estate investment trusts, however, and do not have any present intention to make such investments.

### FINANCING POLICIES

To the extent that our Board of Directors determines to seek additional capital, we may raise such capital through additional equity offerings, debt financing or retention of cash flow, or through a combination of these sources, after consideration of provisions of the Code requiring the distribution by a REIT of a certain percentage of its taxable income and taking into account taxes that would be imposed on undistributed taxable income. It is our present intention that any additional borrowings will be made through the operating partnerships, although we may incur borrowings that would be re-loaned to the operating partnerships. Borrowings may be unsecured or may be secured by any or all of our assets, the operating partnerships or any existing or new property, and may have full or limited recourse to all or any portion of our assets, the operating partnerships or any existing or new property.

We have adopted a policy of maintaining a consolidated ratio of debt to total market capitalization, which includes for this purpose the market value of all shares of common stock for which outstanding O.P. Units are exchangeable, of less than 50%. This ratio may not be exceeded without the approval of more than 75% of our entire Board of Directors. We also may determine to finance acquisitions through the exchange of properties or the issuance of additional O.P. Units in the operating partnerships, shares of common stock or other securities.

In the event that the Board of Directors determines to raise additional equity capital, it has the authority, without stockholder approval, to issue additional shares of common stock, preferred stock or other capital stock, including securities senior to the common stock, in any manner and on such terms and for such consideration it deems appropriate, including in exchange for property. In the event that we issue any shares of common stock or securities convertible

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

into or exchangeable or exercisable for, shares of common stock, subject to limited exceptions, such as the issuance of common stock pursuant to any stock incentive plan adopted by us or pursuant to limited partners' exercise of the exchange rights or the put rights, the limited partners will have the right to purchase common stock or such securities in order to maintain their respective percentage interests in us on a Fully Diluted basis. If the Board of Directors determines that we will raise additional equity capital to fund investments by the operating partnerships, we will contribute such funds to the operating partnerships as a contribution to capital and purchase of additional general partnership interest; however, holders of O.P. Units will have the right to participate in such funding on a pro rata basis. In the event that holders of O.P. Units sell their O.P. Units to us upon exercise of their put rights, we are authorized to raise the funds for such purchase by issuing additional shares of common stock. Alternatively, we may issue additional shares of common stock in exchange for the tendered O.P. Units.

Our Board of Directors also has the authority to cause the operating partnerships to issue additional O.P. Units in any manner and on such terms and for such consideration, as it deems appropriate, including in exchange for property. In the event that the operating partnerships issue new O.P. Units for cash, but not property, the limited partners holding O.P. Units in an operating partnership will have the right to purchase O.P. Units in order, and to the extent necessary, to maintain their respective percentage interests in that operating partnership. The new O.P. Units will be exchangeable for common stock pursuant to the exchange rights or may be tendered to us pursuant to the put rights.

### DISPOSITION POLICIES

From time to time we may dispose of properties in our portfolio, subject to the required approvals as set forth below. During the past two years we have sold vacant R&D properties that we did not believe were likely to earn the type of return on assets that we seek. We will continue to dispose of under-performing properties when we consider it appropriate.

A significant factor influencing our disposition policy is that the tax basis of the limited partners in the properties in the operating partnerships is substantially less than current fair market value. Accordingly, prior to the disposition of their O.P. Units, upon a disposition of any of the properties, a disproportionately large share of the gain for federal income tax purposes would be allocated to

39

the limited partners. Consequently, it may be in the interests of the limited partners that we continue to hold the properties in order to defer such taxable gain. In light of this tax effect, the operating partnership agreements provide that, until December 29, 2008, Carl E. Berg and Clyde J. Berg may prohibit the operating partnerships from disposing of properties which they designate in a taxable transaction. Mr. Kontrabecki has a similar right with respect to seven of the properties. The limited partners may seek to cause us to retain the properties even when such action may not be in the interests of some, or a majority, of our stockholders. The operating partnerships will be able to effect "tax-deferred," like-kind exchanges under Section 1031 of the Code, or in connection with other non-taxable transactions, such as a contribution of property to a new partnership, without obtaining the prior written consent of these individuals.

In addition, the approval of a majority of our directors, including Carl E. Berg or his designee, will be required to sell all or substantially all of our assets. The consent of the holders of a majority of the O.P. Units will be

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

required to effect a sale or sales of all, or substantially all, of the assets of any of the operating partnerships.

### IMPACT OF RECENTLY ISSUED ACCOUNTING STANDARDS

We do not believe that recently issued accounting standards will materially impact our results of operations, cash flows or financial position.

In June 2006, the FASB issued Interpretation 48, "Accounting for Uncertainty in Income Taxes" ("FIN 48"). FIN 48 clarifies the accounting for uncertainty in income taxes recognized in our financial statements in accordance with SFAS 109, "Accounting for Income Taxes." FIN 48 provides guidance on derecognition, classification, interest and penalties, and accounting in interim periods and requires expanded disclosure with respect to the uncertainty in income taxes. The provisions of FIN 48 are effective for our fiscal year beginning January 1, 2007. Based on our evaluation, we have concluded that there are no significant uncertain tax positions requiring recognition in our financial statements. The adoption of FIN 48 on January 1, 2007 did not have a material impact on our consolidated results of operations, financial position or cash flows.

In September 2006, the FASB issued SFAS 157, "Fair Value Measurements" ("SFAS 157"). SFAS 157 defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosures about fair value measurements. The provisions of SFAS 157 are effective for our fiscal year beginning January 1, 2008. The FASB has approved a one-year deferral for the implementation of the Statement for non-financial assets and non-financial liabilities that are recognized or disclosed at fair value in the financial statements on a nonrecurring basis. We are currently evaluating the impact of the provisions of SFAS 157 and currently cannot estimate the impact to our consolidated results of operations or financial position.

In February 2007, the FASB issued SFAS 159, "The Fair Value Option for Financial Assets and Financial Liabilities" ("SFAS 159"). SFAS 159 provides companies with an option to report selected financial assets and liabilities at fair value. SFAS 159's objective is to reduce both complexity in accounting for financial instruments and the volatility in earnings caused by measuring related assets and liabilities differently. SFAS 159 is effective for financial statements issued for fiscal years beginning after November 15, 2007. We adopted SFAS 159 on a prospective basis on January 1, 2008. We do not expect the implementation of SFAS 159 to have a material impact on our consolidated financial statements.

In December 2007, the FASB issued SFAS 141 (Revised 2007), "Business Combinations" ("SFAS 141R"). SFAS 141R will change the accounting for business combinations. Under SFAS 141R, an acquiring entity will be required to recognize all the assets acquired and liabilities assumed in a transaction at the acquisition date fair value with limited exceptions. SFAS 141R will change the accounting treatment and disclosure for certain specific items in a business combination. SFAS 141R applies prospectively to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. Early adoption is prohibited. We are currently evaluating the impact SFAS 141R will have on our consolidated financial statements.

In December 2007, the FASB issued SFAS 160, "Noncontrolling Interests in Consolidated Financial Statements" ("SFAS 160"). SFAS 160 requires that noncontrolling interests be presented as a component of consolidated stockholders' equity, eliminates "minority interest accounting" such that the amount of net income attributable to the noncontrolling interests will be presented as part of consolidated net income on the consolidated statement of operations and not as a separate component of income and expenses. SFAS 160 is effective for fiscal years beginning on or after December 15, 2008. Early adoption is prohibited. We are currently evaluating the impact SFAS 160 will

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

have on our consolidated financial statements.

40

### ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

We do not generally hold market risk sensitive instruments for trading purposes. We use fixed and variable rate debt to finance our operations. Our exposure to market risk for changes in interest rates relates primarily to our current variable rate debt and our future debt obligations. We are vulnerable to significant fluctuations of interest rates on our floating rate debt. As of December 31, 2007, we had no interest rate risk since none of our outstanding debt is subject to variable interest rates.

We manage our market risk by monitoring interest rates where we try to recognize the unpredictability of the financial markets and seek to reduce potentially adverse effects on the results of our operations. This takes frequent evaluation of available lending rates and examination of opportunities to reduce interest expense through new sources of debt financing. Several factors affecting the interest rate risk include governmental monetary and tax policies, domestic and international economics and other factors that are beyond our control. The following table provides information about the principal cash flows, weighted average interest rates, and expected maturity dates for debt outstanding as of December 31, 2007. The current terms of our outstanding debt are described in Item 8, "Financial Statements and Supplementary Data - Note 8." For fixed rate debt, we estimate fair value by using discounted cash flow analyses based on borrowing rates for similar kinds of borrowing arrangements. We estimated that the fair value of fixed rate debt at December 31, 2007 was approximately \$444.3 million.

For fixed rate debt, the table presents the assumption that the outstanding principal balance at December 31, 2007 will be paid according to scheduled principal payments and that we will not prepay any of the outstanding principal balance.

	2008	2009	2010	2011	2012	The
	-----					
	(dollars in thousands)					
Fixed Rate Debt:						
Secured notes payable	\$121,589	\$9,561	\$10,105	\$10,681	\$11,032	\$1
Weighted average interest rate	5.85%	5.85%	5.85%	5.85%	5.85%	

All of our debt is denominated in United States dollars. The weighted average interest rate for the fixed rate debt was approximately 5.85% and 5.84% for the years ended December 31, 2007 and 2006. The decrease in interest expense attributable to the average interest rate difference between 2006 and 2007 was approximately (\$0.6) million, which was a result of normal scheduled debt payments in 2007.

The primary market risk we face is the risk of interest rate fluctuations. With a floating interest rate we could pay lower rates of interest in periods of decreasing interest rates and higher rates of interest in periods of increasing interest rates. At December 31, 2007, we had no interest rate caps or interest rate swap contracts and had no variable rate debt outstanding, and thus had no interest rate risk.

ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

MISSION WEST PROPERTIES, INC.

INDEX TO CONSOLIDATED FINANCIAL STATEMENTS

Report of Independent Registered Public Accounting Firm on Consolidated Financial Statements  
Report of Independent Registered Public Accounting Firm on Consolidated Financial Statements  
Report of Independent Registered Public Accounting Firm on Internal Control over Financial Reporting  
Consolidated Balance Sheets as of December 31, 2007 and 2006  
Consolidated Statements of Operations for the years ended December 31, 2007, 2006 and 2005  
Consolidated Statements of Stockholders' Equity for the years ended December 31, 2007, 2006 and 2005  
Consolidated Statements of Cash Flows for the years ended December 31, 2007, 2006 and 2005  
Notes to Consolidated Financial Statements  
Supplemental Financial Information  
Report of Independent Registered Public Accounting Firm on Financial Statement Schedule  
Schedule III: Real Estate and Accumulated Depreciation as of December 31, 2007  
Schedule III: Real Estate and Accumulated Depreciation as of December 31, 2006

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM ON CONSOLIDATED  
FINANCIAL STATEMENTS

Board of Directors and Stockholders  
Mission West Properties, Inc.  
Cupertino, California

We have audited the accompanying consolidated balance sheet of Mission West Properties, Inc. (the "Company") as of December 31, 2007 and 2006 and the related consolidated statements of operations, stockholders' equity and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Mission West Properties, Inc. as of December 31, 2007 and 2006, and the results of their operations and their cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the Company's internal control over financial reporting as of December 31, 2007, based on the criteria established in Internal Control - Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission, and our report dated March 12, 2008 expressed an unqualified opinion on the Company's internal control over financial reporting.

We also have audited the adjustments to the related consolidated statements of operations for the year ended December 31, 2005 for the retrospective reporting of discontinued operations, as described in Note 17. In our opinion, such adjustments are appropriate and have been properly applied. We were not engaged to audit, review, or apply any procedures to the 2005 financial statements of the Company referred to above other than with respect to the adjustments and, accordingly, we do not express an opinion or any other form of assurance on the 2005 financial statements taken as a whole.

\S\ Burr, Pilger & Mayer, LLP

San Francisco, California  
March 12, 2008

43

### Report of Independent Registered Public Accounting Firm on Consolidated Financial Statements

Board of Directors and Stockholders  
Mission West Properties, Inc.  
Cupertino, California

We have audited, before the effects of the reclassifications to discontinued operations described in Note 17, Mission West Properties, Inc. (the "Company") consolidated statements of operations, stockholders' equity, and cash flows for the year ended December 31, 2005 (the 2005 financial statements before the effects of the reclassifications to discontinued operations discussed in Note 17 are not presented herein). These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above, before the effects of the reclassifications to discontinued operations described in Note 17, present fairly, in all material respects, Mission West Properties, Inc.'s results of its operations and its cash flows for the year ended December 31, 2005, in conformity with accounting principles generally accepted in the United States of America.

We were not engaged to audit, review, or apply any procedures to the reclassifications to discontinued operations described in Note 17 and, accordingly, we do not express an opinion or any other form of assurance about whether such reclassifications are appropriate and have been properly applied. Those reclassifications were audited by Burr, Pilger & Mayer LLP.

\S\ BDO Seidman, LLP

San Francisco, California

February 3, 2006

44

### Report of Independent Registered Public Accounting Firm on Internal Control over Financial Reporting

Board of Directors and Stockholders  
Mission West Properties, Inc.  
Cupertino, California

We have audited the internal control over financial reporting of Mission West Properties, Inc. (the "Company") as of December 31, 2007, based on criteria established in Internal Control--Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (the "COSO criteria"). The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the effectiveness of the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audits included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect that transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, Mission West Properties, Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2007, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Mission West Properties, Inc. as of December 31, 2007 and 2006, and the related consolidated statements of operations, stockholders' equity and cash flows for the years then ended, and the related financial statement schedules listed in the Index at Item 15(a), and our reports dated March 12, 2008 expressed an unqualified opinion thereon.

\S\ Burr, Pilger & Mayer, LLP

San Francisco, California  
March 12, 2008

MISSION WEST PROPERTIES, INC.  
CONSOLIDATED BALANCE SHEETS  
(dollars in thousands, except per share data)

ASSETS	Dece
	----- 2007 -----
Real estate:	
Land	\$ 312,152
Buildings and improvements	764,665
Real estate related intangible assets	2,119



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	-----
	1,078,936
Less accumulated depreciation and amortization	(156,819)
	-----
Total investments in real estate, net	922,117
Cash and cash equivalents	23,691
Restricted cash	65,509
Deferred rent receivable, net	14,833
Investment in unconsolidated joint venture	2,735
Other assets, net	25,000
	-----
Total assets	\$1,053,885
	=====

LIABILITIES AND STOCKHOLDERS' EQUITY

Liabilities:

Mortgage notes payable	\$ 337,520
Mortgage note payable (related parties)	9,224
Interest payable	1,331
Security deposits	4,754
Deferred rental income	3,302
Dividends and distributions payable	16,832
Accounts payable and accrued expenses	15,618

Total liabilities	-----	388,581
	-----	

Commitments and contingencies (Note 16)

Minority interests	-----	526,626
	-----	

Stockholders' equity:

Preferred stock, \$.001 par value, 20,000,000 shares authorized, none issued and outstanding	-
Common stock, \$.001 par value, 200,000,000 shares authorized, 19,664,087 and 19,443,587 shares issued and outstanding at December 31, 2007 and 2006	20
Additional paid-in capital	153,024
Distributions in excess of accumulated earnings	(14,366)

Total stockholders' equity	-----	138,678
	-----	

Total liabilities and stockholders' equity	-----	\$1,053,885
	=====	

See notes to consolidated financial statements.

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	Year Ended	
	2007	2006
Revenues:		
Rental revenue from real estate	\$80,337	\$90,000
Above market lease intangible asset amortization	(4,091)	(4,091)
Tenant reimbursements	13,355	13,355
Other income, including lease terminations, settlements and interest	65,068	65,068
	-----	-----
	154,669	129,332
Expenses:		
Property operating, maintenance and real estate taxes	20,371	19,875
Interest	20,131	20,131
Interest (related parties)	724	724
General and administrative	3,035	3,035
Depreciation and amortization of real estate	22,588	22,588
	-----	-----
	66,849	66,353
Income before equity in earnings of unconsolidated joint venture and minority interests	87,820	59,979
Equity in earnings of unconsolidated joint venture	1,408	1,408
Minority interests	(71,471)	(41,408)
	-----	-----
Income from continuing operations	17,757	19,979
Discontinued operations, net of minority interests:		
Gain from disposal of properties classified as discontinued operations	1,126	1,126
Income attributable to discontinued operations	5	5
	-----	-----
Income from discontinued operations	1,131	1,131
Net income to common stockholders	\$18,888	\$21,110
Net income to minority interests	\$76,960	\$76,960
Income per share from continuing operations:		
Basic	\$0.90	\$1.00
Diluted	\$0.89	\$0.99
Income per share from discontinued operations:		
Basic	\$0.06	\$0.06
Diluted	\$0.06	\$0.06
Net income per share to common stockholders:		
Basic	\$0.96	\$1.06
Diluted	\$0.95	\$1.05
Weighted average shares of common stock (basic)	19,627,234	19,060,000
Weighted average shares of common stock (diluted)	19,854,411	19,290,000

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Weighted average O.P. Units	85,162,240	85,51
Outstanding common stock	19,664,087	19,44
Outstanding O.P. Units	85,533,935	85,20

See notes to consolidated financial statements.

47

MISSION WEST PROPERTIES, INC.  
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY  
(dollars in thousands, except per share data)

	Shares of Common Stock Outstanding	Common Stock	Additional Paid-in Capital
Balance, December 31, 2004	18,097,191	\$18	\$134,539
Net income			
Dividends declared at \$0.64 per share			
Issuance of common stock upon O.P. Unit conversion	296,600		3,019
Issuance of common stock upon option exercise	55,000		480
Balance, December 31, 2005	18,448,791	18	138,038
Net income			
Dividends declared at \$0.64 per share			
Issuance of common stock upon O.P. Unit conversion	881,896	1	10,279
Issuance of common stock upon option exercise	112,900		1,014
Stock-based compensation			210
Balance, December 31, 2006	19,443,587	19	149,541
Net income			
Dividends declared at \$0.64 per share			
Issuance of common stock upon O.P. Unit conversion	220,500	1	2,854
Stock-based compensation			629
Balance, December 31, 2007	19,664,087	\$20	\$153,024

See notes to consolidated financial statements.

48

MISSION WEST PROPERTIES, INC.

# Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

## CONSOLIDATED STATEMENTS OF CASH FLOWS (dollars in thousands)

	Year Ended	
	2007	
Cash flows from operating activities:		
Net income from continuing operations	\$17,757	\$
Net income from discontinued operations	1,131	
Adjustments to reconcile income from continuing operations to net cash provided by operating activities:		
Minority interests income from continuing operations	71,471	
Minority interests income from discontinued operations	5,489	
Minority interests distributions	(55,313)	
Depreciation and amortization of real estate and in-place leases	22,588	
Depreciation and amortization from discontinued operations	147	
Amortization of above market lease	4,091	
Gain from disposal of properties classified as discontinued operations	(6,529)	
Equity in earnings of unconsolidated joint venture	(1,408)	
Distributions from unconsolidated joint venture	2,141	
Interest earned on restricted cash	(1,631)	
Lease termination fee income related to restricted cash	(35,636)	
Stock-based compensation expense	629	
Other	147	
Change in operating assets and liabilities, net of liabilities assumed:		
Deferred rent receivable	3,656	
Other assets	(389)	
Interest payable	(44)	
Security deposits	(2,230)	
Deferred rental income	(3,572)	
Accounts payable and accrued expenses	1,006	
Net cash provided by operating activities	23,501	
Cash flows from investing activities:		
Improvements to real estate	(4,878)	
Proceeds from sales of real estate	15,431	
Purchase of real estate	(47,491)	
Restricted cash held in escrow	(15,431)	
Restricted cash released for purchase of real estate	43,191	
Excess cash from release of restricted cash	630	
Net cash used in investing activities	(8,548)	
Cash flows from financing activities:		
Proceeds from mortgage loan payable	-	
Principal payments on mortgage notes payable	(10,581)	
Principal payments on mortgage notes payable (related parties)	(430)	
Net payments under line of credit (related parties)	-	
Payment on loan payable	-	
Net payments under revolving line of credit	-	
Loan escrow	(1,500)	
Refund of appeal bond	-	
Net proceeds from exercise of stock options	-	
Minority interests distributions in excess of earnings	-	

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Dividends paid	(12,536)	
Net cash (used in)/provided by financing activities	(25,047)	
Net (decrease)/increase in cash and cash equivalents	(10,094)	
Cash and cash equivalents, beginning of year	33,785	
Cash and cash equivalents, end of year	\$23,691	

See notes to consolidated financial statements.

49

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share data)

### 1. ORGANIZATIONS AND FORMATION OF THE COMPANY

Mission West Properties, Inc. ("the Company") is a fully integrated, self-administered and self-managed real estate company that acquires and manages research and development ("R&D")/office properties in the portion of the San Francisco Bay Area commonly referred to as Silicon Valley. In July 1998, the Company purchased an approximate 12.11% of four existing limited partnerships (referred to collectively as the "operating partnerships") and obtained control of these partnerships by becoming the sole general partner in each one effective July 1, 1998 for financial accounting and reporting purposes. The Company purchased an approximate 12.11% interest in each of the operating partnerships. All limited partnership interests in the operating partnerships were converted into 59,479,633 operating partnership ("O.P.") Units, which represented a limited partnership ownership interest of approximately 87.89% of the operating partnerships. The operating partnerships are the vehicles through which the Company holds its real estate investments, makes real estate acquisitions, and generally conducts its business.

As of December 31, 2007, the Company owns a controlling general partnership interest of 19.94%, 21.78%, 16.26% and 12.48% in Mission West Properties, L.P., Mission West Properties, L.P. I, Mission West Properties, L.P. II and Mission West Properties, L.P. III, respectively, for an 18.73% general partnership interest in the operating partnerships, taken as a whole, on a consolidated weighted average basis.

The Company, through the operating partnerships, owns interests in 109 R&D properties at December 31, 2007, all of which are located in the Silicon Valley.

#### BUSINESS SEGMENT INFORMATION

The Company's primary business is the ownership and management of R&D/office real estate with a geographic concentration in the Silicon Valley of the San Francisco Bay Area. Accordingly, the Company has concluded it currently has a single reportable segment for Statement of Financial Accounting Standards ("SFAS") 131 purposes.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### PRINCIPLES OF CONSOLIDATION AND FINANCIAL STATEMENT PRESENTATION

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

The accompanying consolidated financial statements include the accounts of the Company and its controlled subsidiaries, the operating partnerships (the "Company"). All significant intercompany transactions have been eliminated in consolidation.

The Company consolidates all variable interest entities in which it is deemed to be the primary beneficiary in accordance with FASB Interpretation No. 46 (Revised December 2003), "Consolidation of Variable Interest Entities" ("FIN 46R").

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenue and expenses during the reporting periods. Accounting and disclosure decisions with respect to material transactions that are subject to significant management judgments or estimates include impairment of long lived assets, realizability of deferred rent receivables, and allocation of purchase price relating to property acquisitions and the related depreciable lives assigned. Actual results could differ materially from those estimates.

### REAL ESTATE ASSETS AND RELATED INTANGIBLE ASSETS

Real estate assets are stated at cost. Cost includes expenditures for improvements or replacements. Maintenance and repairs are charged to expense as incurred.

For purchases of real estate that were consummated subsequent to June 30, 2001, the effective date of SFAS 141, "Business Combinations," the fair value of the real estate acquired is allocated to the acquired tangible assets, consisting of land, building and tenant improvements, and identified intangible assets and liabilities, consisting of the value of above-market and below-market leases, other value of in-place leases and value of tenant relationships, based in each case on their relative fair values.

The fair value of the tangible assets of an acquired property, which includes land, building and tenant improvements, is determined by valuing the property as if it were vacant, and the "as-if-vacant" value is then allocated to land, building and tenant improvements based on management's determination of the relative fair values of these assets. Factors considered by management in performing these analyses include certain costs during the lease-up periods considering current market conditions and costs to execute similar leases. These costs include estimates of lost rental revenue, leasing commissions, and tenant improvements.

50

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

In allocating the fair value of the identified intangible assets of the acquired property, above-market in-place lease value is recorded based on the present value, using an interest rate which reflects the risks associated with the lease acquired, of the difference between (i) the contractual amounts to be paid pursuant to the in-place lease and (ii) management's estimate of fair market lease rate for the corresponding in-place lease, measured over a period equal to the remaining non-cancelable lease term. The capitalized above-market lease value, included in real estate related intangible assets, is amortized as an

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

offset to rental revenue from real estate over the remaining non-cancelable lease term. The value of in-place leases, exclusive of the value of above-market in-place lease, is amortized to expense over the remaining non-cancelable periods of the respective leases. If a lease were to be terminated prior to its stated expiration, all unamortized amounts relating to that lease would be written off in the period that the lease is terminated.

### DEPRECIATION AND AMORTIZATION

Depreciation and amortization are computed using the straight-line method over estimated useful lives as follows:

Building shell and base building improvements of newly acquired properties	-	Weighted average
Base building improvements made subsequent to initial property acquisition	-	25 years acquisition
Tenant improvements and furniture and fixtures	-	Lesser of life or term of lease
Above-market and in-place lease value	-	Term of lease

### IMPAIRMENT OF LONG-LIVED ASSETS

The Company reviews real estate assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable in accordance with SFAS 144, "Accounting for the Impairment and Disposal of Long-Lived Assets." If the carrying amount of the asset, including any intangible assets associated with that asset, exceeds its estimated undiscounted net cash flow, before interest, the Company will recognize an impairment loss equal to the difference between its carrying amount and its estimated fair value. If impairment is recognized, the reduced carrying amount of the asset will be accounted for as its new cost. For a depreciable asset, the new cost will be depreciated over the asset's remaining useful life. Generally, fair values are estimated using discounted cash flow, replacement cost or market comparison analyses. The analysis that the Company prepares in connection with determining if there may be any asset impairment loss under SFAS 144 considers several assumptions: holding period of ten years, 36 months lease up period and cap rate ranging from 8% to 9%. The process of evaluating for impairment requires estimates as to future events and conditions, which are subject to varying market and economic factors, such as the vacancy rates, rental rates and operating costs for R&D facilities in the Silicon Valley area and related submarkets. Therefore, it is reasonably possible that a change in estimate resulting from judgments as to future events could occur which would affect the recorded amounts of the property. No impairment losses were recorded for the years ended December 31, 2007 and 2006.

### ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS

In accordance with SFAS 144, the results of operations and gains or losses on the sale of property are presented as discontinued operations if both the following criteria are met: (a) the operation and cash flows of the property have been (or will be) eliminated from the ongoing operations of the Company as a result of the disposal transaction; and (b) the Company will not have any significant involvement in the operations of the property after the disposal transaction. SFAS 144 also requires prior period results of operations for these properties to be retrospectively adjusted and presented in discontinued operations in prior consolidated statements of operations.

An asset is generally classified as held for sale once management has committed to an action to sell the asset, the asset is available for immediate sale in its present condition (subject to terms that are usual and customary for sales of such assets), an active program to locate a buyer is initiated, the sale is probable, the asset is being actively marketed for sale at a price that is reasonable in relation to its current fair value and actions required to

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

complete the plan indicate that it is unlikely that significant changes to the plan will be made or that the plan will be withdrawn. Properties for sale with significant contingencies that may prevent their sale, such as obtaining rezoning approval from the city, are not classified as assets held for sale. Upon the classification of a real estate asset as held for sale, the carrying value of the asset is reduced to the lower of its net book value or its fair value, less costs to sell the asset. Subsequent to the classification of assets as held for sale, no further depreciation expense is recorded. Real estate assets held for sale are stated separately on the accompanying consolidated balance sheets. The operating results of real estate assets held for sale and sold are reported as discontinued operations in the accompanying consolidated statements of operations. The income/(loss) from discontinued operations includes the revenues and expenses, including depreciation, associated with the assets. This classification of operating results as discontinued operations applies retroactively for all periods presented for assets designated as held for sale. Additionally, gains and losses on assets designated as held for sale are classified as part of discontinued operations.

### CASH AND CASH EQUIVALENTS

The Company considers highly liquid short-term investments with initial maturities of three months or less to be cash equivalents. Cash and cash equivalents are primarily held in one or more financial institutions, and at times, such balances may be in excess of the Federal Deposit Insurance Corporation insurance limit.

51

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

### RESTRICTED CASH

Restricted cash totaled \$65,509 as of December 31, 2007. Of this amount, \$48,358 represents a balance the Company consolidated due to its adoption of FIN 46R, \$15,651 represents proceeds received plus interest earned from the Northport and Morse property sales held in a separate cash account at a trust company for future use in tax-deferred exchanges, and the remaining \$1,500 represents a certificate of deposit setup for a current loan escrow. The Company does not possess or control these funds or have any rights to receive them except as provided in the applicable agreements. Therefore, restricted cash is not available for distribution to stockholders.

### OTHER ASSETS

Included in other assets are costs associated with obtaining debt financing and commissions associated with new leases. Such debt financing costs are being amortized over the term of the associated debt, by a method that approximates the effective interest method and such lease commissions are amortized straight-line over the term of the related lease. If the lease is terminated prior to the end of the lease term, the Company charges any unamortized capitalized lease commission cost to expense in the period that the lease is terminated. Also included in other assets are commitments from the Berg Group of approximately \$7,494 to construct a building at 245 Caspian Drive in Sunnyvale, California and \$2,529 in tenant improvements at 5345 Hellyer Avenue in San Jose, California (see Note 13 below).

### MINORITY INTERESTS

Minority interests in the operating partnerships represent the proportionate share of the equity in the operating partnerships of the limited partners. Minority interests in net income is calculated by taking the net income of the operating partnerships (on a stand-alone basis) multiplied by the respective minority interests ownership percentage.



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

### REVENUE RECOGNITION

Rental income is derived from operating leases and recognized on the straight-line method of accounting required by GAAP under which contractual rent payment increases are recognized evenly over the lease term. The difference between recognized rental income and rental cash receipts is recorded as "Deferred rent receivable" on the consolidated balance sheets. Certain lease agreements contain terms that provide for additional rents based on reimbursement of certain costs including property operating expenses, maintenance and real estate taxes. These additional rents from tenant reimbursements are reflected on the accrual basis.

Rental revenue is affected if existing tenants terminate or amend their leases. The Company tries to identify tenants who may be likely to declare bankruptcy, cease operations or otherwise terminate leases prior to the end of the lease term, such as tenants who do not occupy all or a large portion of the property being leased. By anticipating these events in advance, the Company expects to take steps to minimize their impact on its reported results of operations through lease renegotiations and other appropriate measures. Reserves against "Deferred rent receivable" are estimated by management based on known financial conditions of tenants and management's estimate of net realizability of such receivables based on existing or expected negotiations with tenants. The Company's judgments and estimations about tenants' capacity to continue to meet their lease obligations will affect the rental revenue recognized. To date, actual reductions in revenue as a result of early terminations and the tenants' inability to pay have been within management's estimates. However, material differences may result in the amount and timing of the Company's rental revenue for any period if it made different judgments or estimations.

Lease termination fees are recognized in other income when there is a signed termination letter agreement, all of the conditions of the agreement have been met, the tenant is no longer occupying the property and the termination consideration is probable of collection. These fees are paid by tenants who want to terminate their lease obligations before the end of the contractual term of the lease by agreement with us. There is no way of predicting or forecasting the timing or amounts of future lease termination fees.

The Company recognizes income from rent, tenant reimbursements and lease termination fees and other income once all of the following criteria are met in accordance with SEC Staff Accounting Bulletin 104, "Revenue Recognition":

- the agreement has been fully executed and delivered;
- services have been rendered;
- the amount is fixed and determinable; and
- the collectability is reasonably assured.

52

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

### INCOME TAXES

The Company has been taxed as a real estate investment trust ("REIT") under the Internal Revenue Code of 1986, as amended, (the "Code") commencing with the taxable year ended December 31, 1999. In order for the Company to qualify as a REIT, it must distribute annually at least 90% of its REIT taxable income, as defined in the Code, to its stockholders and comply with certain other requirements. Accordingly, for the years ended December 31, 2007, 2006 and 2005, no provision for federal income taxes has been included in the accompanying consolidated financial statements.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

For the year ended December 31, 2007, the Company's total dividends paid or payable to the stockholders represented approximately 97% ordinary income, 2% capital gain and 1% unrecaptured section 1250 gain for income tax purposes (unaudited). For the year ended December 31, 2006, the Company's total dividends paid or payable to the stockholders represented 100% ordinary income for income tax purposes (unaudited). For the year ended December 31, 2005, the Company's total dividends paid or payable to the stockholders represented 89% ordinary income and 11% return of capital for income tax purposes (unaudited).

### NET INCOME PER SHARE

The computation of net income per share is based on the weighted average number of common shares outstanding during the period. Diluted earnings per share amounts are based upon the weighted average of common and common equivalent shares outstanding during the year.

### ACCOUNTING FOR STOCK-BASED COMPENSATION

In December 2004, the FASB issued SFAS 123 (Revised 2004), "Share-Based Payment" ("SFAS 123R"), which addresses the accounting for employee, director and consultant stock options. SFAS 123R requires that the cost of stock options, as well as other equity-based compensation arrangements, be reflected in the consolidated financial statements based on the estimated fair value of the awards. SFAS 123R is an amendment to SFAS 123 and supersedes Accounting Principles Board Opinion 25, "Accounting for Stock Issued to Employees" ("APB 25"). SFAS 123R is applicable to any award that is settled or measured in stock, including stock options, restricted stock, stock appreciation rights, stock units, and employee stock purchase plans. As of December 31, 2007, the Company had one stock-based compensation plan. The Company has adopted the requirements of SFAS 123R effective January 1, 2006 using the modified prospective method of transition. Accordingly, prior periods have not been restated. The adoption of this standard did not have a material effect on the Company's consolidated results of operations, cash flows or financial position.

The Company measures compensation cost for its stock options at fair value on the date of grant and recognizes compensation expense relating to the remaining unvested portion of outstanding stock options at the time of adoption ratably over the vesting period, generally four years. The fair value of the Company's stock options is determined using the Black-Scholes option pricing model. Compensation expense related to the Company's share-based awards is included in general and administrative expenses in the Company's accompanying consolidated statements of operations. For the year ended December 31, 2007, under SFAS 123R, the Company recorded \$629 of expense for share-based compensation relating to stock options.

As of December 31, 2007, there was \$495 of total unrecognized compensation cost related to unvested share-based compensation arrangements granted under the compensation plan. That cost is expected to be recognized over a weighted-average period of three years.

For 2005 and all prior years, the Company had elected to follow APB 25 and related interpretations in accounting for its employee and non-employee director stock options. SFAS 123, "Accounting for Stock-Based Compensation," encourages, but does not require, companies to record compensation cost for stock-based employee compensation plans at fair value prior to year 2006. Under APB 25, no compensation expense related to stock options had been recognized because the exercise price of the granted options equaled the market price of the underlying stock on the date of grant. Although the Company had elected to follow APB 25 for previously granted options prior to January 1, 2006, pro forma information regarding net income and net income per share is required by SFAS 123R for all periods presented prior to 2006. This information has been determined as if the Company had accounted for stock options under the fair value method under SFAS 123.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

The following table illustrates the unaudited pro forma effect on consolidated net income available to common stockholders and consolidated earnings per share if the fair value method had been applied to all outstanding and unvested stock options for the year ended December 31, 2005.

53

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

	December 31, 2005
	-----
	(dollars in thousands, except per share data)
Historical net income to common stockholders	\$10,027
Add back compensation expense for stock options included in historical net income to common stockholders	-
Deduct compensation expense for stock options determined under fair value based method	(161)
Allocation of expense to minority interests	134
	-----
Pro forma net income to common stockholders	\$10,000
	-----
Earnings per share - basic:	
Historical net income to common stockholders	\$0.55
Pro forma net income to common stockholders	\$0.55
Earnings per share - diluted:	
Historical net income to common stockholders	\$0.55
Pro forma net income to common stockholders	\$0.55

In 2007, stock options to purchase 710,000 shares of common stock were granted to four employees, three non-employee directors and four consultants. The options vest monthly for 48 months from date of grant, subject to continued employment or other service to the Company. Each option grant has a term of six years from the date of grant subject to earlier termination in certain events related to termination of employment. The options were granted at an exercise price of \$12.09 per share. The estimated fair value of the options granted in 2007 was \$1.45 per share on the date of grant using the Black-Scholes option pricing model with the following assumptions: dividend yield of 5.29%, volatility of 18.94%, risk free rates of 4.53% and an expected life of six years. All options were granted at the fair market value at the date of grant. There were no stock options granted in 2006.

In 2005, stock options to purchase 710,000 shares of common stock were granted to four employees and three non-employee directors. The options vest monthly for 33 months from date of grant, subject to continued employment or other service to the Company. Each option grant has a term of six years from the date of grant subject to earlier termination in certain events related to termination of employment. The options were granted at an exercise price of \$10.00 per share. The estimated fair value of the options granted in 2005 was \$1.12 per share on the date of grant using the Black-Scholes option pricing model with the following assumptions: dividend yield of 6.40%, volatility of 21.97%, risk free rates of 4.20% and an expected life of six years. All options were granted at the fair market value at the date of grant.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

In April 2005, the Company's Compensation Committee of the Board of Directors, in accordance with the provisions of the 2004 Equity Incentive Plan, unanimously approved the following awards of dividend equivalent rights ("DERs"), each such DER representing the current right to receive the dividend paid on one share of the Company's common stock, when paid by the Company:

- The three non-employee outside directors each received 45,000 DERs effective as of the second quarter of 2005, which will remain in effect as long as the individual continues to serve on the Board of Directors; and
- Key employees of the Company received a total of 155,000 DERs effective as of the second quarter of 2005, which will remain in effect for each key employee as long as he continues to be employed by the Company.

In April 2005, a total of 290,000 DERs were awarded by the Company's Board of Directors. The Company recorded DER compensation expense of approximately \$186, \$186 and \$139 in 2007, 2006 and 2005, respectively.

### FAIR VALUE OF FINANCIAL INSTRUMENTS

The Company's financial instruments include cash and cash equivalents, accounts receivable, accounts payable, and debt. Considerable judgment is required in interpreting market data to develop estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts that the Company could realize in a current market exchange. The use of different market assumptions and/or estimation methodologies may have a material effect on the estimated fair value amounts. Cash and cash equivalents, accounts receivable, and accounts payable are carried at amounts that approximate their fair values due to their short-term maturities. For fixed rate debt, the Company estimates fair value by using discounted cash flow analyses based on borrowing rates for similar kinds of borrowing arrangements. The fair value of the Company's fixed rate debt at December 31, 2007 was approximately \$444,288 as compared to its carrying value of \$346,744.

### RECLASSIFICATIONS

Certain amounts from prior year's consolidated financial statements have been reclassified to conform to the presentation of the current year's consolidated financial statements.

54

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

### CONCENTRATION OF CREDIT RISK

The Company's properties are not geographically diverse, and its tenants operate primarily in the information technology industry. Additionally, because the properties are leased to 79 tenants at December 31, 2007, default by any major tenant could significantly impact the results of the consolidated total. One tenant, Microsoft Corporation, accounted for approximately 15.1%, 12.5% and 10.0% of the Company's cash rental income for the years ended December 31, 2007, 2006 and 2005, respectively, of total cash rental income. Cash rental income from Microsoft Corporation was \$12,288, \$11,728 and \$10,089 for the years ended December 31, 2007, 2006 and 2005, respectively. Future minimum rents from this tenant are \$89,043. One other tenant accounted for approximately 10.8%, 10.0% and 8.9% of the Company's cash rental income for the years ended December 31, 2007, 2006 and 2005, respectively, of total cash rental income. During 2007, six of the Company's tenants relocated or ceased operations.

### NEW ACCOUNTING PRONOUNCEMENTS

In June 2006, the FASB issued Interpretation 48, "Accounting for Uncertainty in Income Taxes" ("FIN 48"). FIN 48 clarifies the accounting for uncertainty in

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

income taxes recognized in our financial statements in accordance with SFAS 109, "Accounting for Income Taxes." FIN 48 provides guidance on derecognition, classification, interest and penalties, and accounting in interim periods and requires expanded disclosure with respect to the uncertainty in income taxes. The provisions of FIN 48 are effective for the fiscal year beginning January 1, 2007. Based on the Company's evaluation, it has concluded that there are no significant uncertain tax positions requiring recognition in its financial statements. The adoption of FIN 48 on January 1, 2007 did not have a material impact on the Company's consolidated results of operations, financial position or cash flows.

In September 2006, the FASB issued SFAS 157, "Fair Value Measurements" ("SFAS 157"). SFAS 157 defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosures about fair value measurements. The provisions of SFAS 157 are effective for the fiscal year beginning January 1, 2008. The FASB has approved a one-year deferral for the implementation of the Statement for non-financial assets and non-financial liabilities that are recognized or disclosed at fair value in the financial statements on a nonrecurring basis. The Company is currently evaluating the impact of the provisions of SFAS 157 and currently cannot estimate the impact to its consolidated results of operations or financial position.

In February 2007, the FASB issued SFAS 159, "The Fair Value Option for Financial Assets and Financial Liabilities" ("SFAS 159"). SFAS 159 provides companies with an option to report selected financial assets and liabilities at fair value. SFAS 159's objective is to reduce both complexity in accounting for financial instruments and the volatility in earnings caused by measuring related assets and liabilities differently. SFAS 159 is effective for financial statements issued for fiscal years beginning after November 15, 2007. The Company does not expect the implementation of SFAS 159 to have a material impact on its consolidated financial statements.

In December 2007, the FASB issued revised SFAS 141, "Business Combinations" ("SFAS 141R"). SFAS 141R will change the accounting for business combinations. Under SFAS 141R, an acquiring entity will be required to recognize all the assets acquired and liabilities assumed in a transaction at the acquisition date fair value with limited exceptions. SFAS 141R will change the accounting treatment and disclosure for certain specific items in a business combination. SFAS 141R applies prospectively to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. Early adoption is prohibited. The Company is currently evaluating the impact SFAS 141R will have on its consolidated financial statements.

In December 2007, the FASB issued SFAS 160, "Noncontrolling Interests in Consolidated Financial Statements" ("SFAS 160"). SFAS 160 requires that noncontrolling interests be presented as a component of consolidated stockholders' equity, eliminates "minority interest accounting" such that the amount of net income attributable to the noncontrolling interests will be presented as part of consolidated net income on the consolidated statement of operations and not as a separate component of income and expenses. SFAS 160 is effective for fiscal years beginning on or after December 15, 2008. Early adoption is prohibited. The Company is currently evaluating the impact SFAS 160 will have on its consolidated financial statements.

### 3. DEFERRED RENT RECEIVABLE, NET

The following table represents activity in the allowance against deferred rent receivable, net for the years ended December 31, 2007, 2006 and 2005.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

MISSION WEST PROPERTIES, INC.  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
 (Dollars in thousands, except per share data)

	Beginning Balance	Provision Against Revenue	Charge-off	Ending Balance
-----				
(dollars in thousands)				
Year ended December 31, 2005	\$2,000	\$785	\$785	\$2,000
Year ended December 31, 2006	\$2,000	\$1,216	\$1,216	\$2,000
Year ended December 31, 2007	\$2,000	\$4,457	\$2,707	\$250

#### 4. STOCK TRANSACTIONS

As of December 31, 2007 and 2006, \$1,970 and \$1,833 remained outstanding under notes issued in connection with the Company's purchase of its general partnership interests in 1998 (the "demand notes"), respectively. The demand notes which accrue interest at 7.25%, along with the interest expense (interest income to the operating partnerships), are eliminated in consolidation and are not included in the corresponding line items within the consolidated financial statements. However, the interest income earned by the operating partnerships, which is interest expense to the Company, in connection with this debt, is included in the calculation of minority interest as reported on the consolidated statements of operations, thereby reducing the Company's net income by this same amount. The Company and the operating partnerships have agreed to extend the due date of the demand notes to September 30, 2009. At present, the Company's only means for repayment of this debt is through distributions received from the operating partnerships in excess of the amount of dividends to be paid to the Company's stockholders or by raising additional equity capital.

The limited partners of the operating partnerships have the right to tender their O.P. Units to the Company for shares of common stock or, at the Company's election, for cash. Each of the limited partners of the operating partnerships (other than Carl E. Berg and Clyde J. Berg) has the annual right to exercise put rights and cause the operating partnerships to purchase a portion of the limited partner's O.P. Units at a purchase price based on the average market value of the common stock for the 10-trading day period immediately preceding the date of tender, generally limited to one-third of the aggregate number of O.P. Units owned by each limited partner. Upon the exercise of any such right by a limited partner, the Company will have the option to purchase the tendered O.P. Units with available cash, borrowed funds or the proceeds of an offering of newly issued shares of common stock. These put rights are available once a year. If the total purchase price of the O.P. Units tendered by all of the eligible limited partners in one year exceeds \$1 million, the Company or the operating partnerships is entitled in its discretion to reduce proportionately the number of O.P. Units to be acquired from each tendering limited partner so that the total purchase price does not exceed \$1 million.

There were no stock option exercises in 2007.

During the year ended December 31, 2006, stock options to purchase 80,000 shares of the Company's common stock were exercised at \$8.25 per share and stock options to purchase 32,900 shares of the Company's common stock were exercised at \$10.00 per share. Total proceeds to the Company were approximately \$989.

During the year ended December 31, 2005, stock options to purchase 40,000 shares

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

of the Company's common stock were exercised at \$8.25 per share and stock options to purchase 15,000 shares of the Company's common stock were exercised at \$10.00 per share. Total proceeds to the Company were approximately \$480.

In 2007, 2006 and 2005, 220,500, 881,896 and 296,600 O.P. Units were exchanged for 220,500, 881,896 and 296,600 shares of the Company's common stock, respectively, under the terms of the Exchange Rights Agreement among the Company and all limited partners of the operating partnerships.

### 5. MINORITY INTERESTS

Minority interests represent the separate private ownership of the operating partnerships, by the Berg Group and other non-affiliate interests. In total, these interests account for 81.27% and 81.77%, on a weighted average basis, of the ownership interests in the real estate operations of the Company as of December 31, 2007 and 2006, respectively. Minority interests in earnings have been calculated by taking the net income of the operating partnerships (on a stand-alone basis) multiplied by the respective minority interests ownership percentage.

The operating partnerships have ownership interests of 83.33%, 75% and 50% and act as the managing member in three separate joint ventures, which were established to hold properties. The operating partnerships control the joint ventures, and accordingly, these joint ventures are consolidated in the Company's consolidated financial statements. The minority interests in the joint ventures are reflected as a component of minority interests of the operating partnerships. For the years ended December 31, 2007, 2006 and 2005, income

56

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

associated with the minority interests held by the third parties of the three consolidated joint ventures was \$502, \$499 and \$479, respectively.

### 6. REAL ESTATE

#### PROPERTY ACQUISITIONS

In March 2007, the Company acquired approximately 50 acres of vacant land in Morgan Hill, California, which could support approximately 725,000 rentable square feet of space. The land is currently zoned for industrial use and a portion has the potential to be rezoned for residential use. The acquisition price for this property was approximately \$25,543 and was funded from a portion of the proceeds received from the Samaritan property sale (see below under "Property Dispositions"), which were held by a third party and classified as restricted cash as of December 31, 2006.

In April 2007, the Company acquired three office/R&D buildings comprised of approximately 149,000 rentable square feet at Montague Expressway in Milpitas, California for approximately \$15,351. The acquisition was funded from a portion of the proceeds received from the Samaritan property sale (see below under "Property Dispositions"), which were held by a third party. With the exception of one lease, the property was purchased without any long-term tenants. The Company has allocated the purchase price to land and building based upon the estimated relative fair values of such assets. There was no purchase price allocation to lease intangible assets.

In April 2007, the Company acquired approximately five acres of vacant land in Morgan Hill, California, which could support approximately 73,000 rentable square feet of space. The land is currently zoned for industrial use. The

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

acquisition price for this property was approximately \$2,297 and was funded from the remaining proceeds received from the Samaritan property sale (see below under "Property Dispositions"), which were held by a third party.

In September 2007, the Company acquired an approximately 99,000 rentable square foot newly constructed R&D building located at 5845 Hellyer Avenue in San Jose, California from the Berg Group under the Berg Land Holdings Option Agreement. The total acquisition price for this property was approximately \$10,903. The Company acquired this property by issuing 548,236 O.P. Units to the Berg Group and \$4,300 in cash, which was paid in the fourth quarter of 2007. The Company has allocated the purchase price to land and building based upon the estimated relative fair values of such assets. Since the property was vacant when acquired, there was no purchase price allocation to lease intangible assets.

In March 2006, the Company acquired two fully leased office/R&D properties with approximately 95,700 rentable square feet located at 233 South Hillview Drive in Milpitas, California from Sipex Corporation in a tax-deferred exchange under section 1031 of the Internal Revenue Code of 1986. The total acquisition price for this property was approximately \$13,411 and was funded from the proceeds received from the 800 Embedded Way property sale, which were held by a third party and classified as restricted cash as of December 31, 2005. The purchase price was allocated to long-lived assets and the value of an in-place lease. The in-place lease was valued at fair market so there was no intangible asset allocated to above-or-below market lease value. The Company recorded \$1,374 of the purchase price as real estate related intangible assets in the accompanying consolidated balance sheet for the value of an in-place lease. The intangible assets are being amortized over the applicable remaining lease term.

In April 2006, the Company acquired a fully leased office/R&D property with approximately 42,100 rentable square feet located at 1875 Charleston Road in Mountain View, California by purchasing Mission West Charleston, LLC, an entity controlled by Carl E. Berg. The total acquisition price for this entity of \$2,615 was paid in cash. The property is subject to a ground lease with an unrelated party for the underlying land that runs through June 2057. The purchase price was allocated to long-lived assets and the value of an in-place lease. The in-place lease was valued at fair market so there was no intangible asset allocated to above-or-below market lease value. The Company recorded \$745 of the purchase price as real estate related intangible assets in the accompanying consolidated balance sheet for the value of an in-place lease. The intangible assets are being amortized over the applicable remaining lease term.

The purchase price allocation for these property acquisitions was determined in accordance with the following principles under SFAS 141:

- The fair value of the tangible assets of an acquired property, which includes land, building and tenant improvements, is determined by valuing the property as if it were vacant, and the "as-if-vacant" value is then allocated to land, building and tenant improvements based on management's determination of the relative fair values of these assets. Factors considered by management in performing these analyses include certain costs during the lease-up periods considering current market conditions and costs to execute similar leases. These costs include estimates of lost rental revenue, leasing commissions and tenant improvements.

57

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

- The capitalized in-place lease value, included in real estate related



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

intangible assets in the accompanying consolidated balance sheets, is amortized to expense as amortization of real estate over the remaining non-cancelable lease term. If a lease were to be terminated prior to its stated expiration, all unamortized amounts relating to that lease would be written off in the period that the lease is terminated.

### PROPERTY DISPOSITIONS

In August 2007, the Company disposed of one R&D property located at 45700 Northport Loop in Fremont, California consisting of approximately 39,000 rentable square feet. A total net gain of approximately \$1,699 was recognized and classified as discontinued operations, net of minority interests, on the total sales price of \$7,742. Proceeds from the sale were classified as restricted cash to be used in tax-deferred property exchanges as of December 31, 2007.

In September 2007, the Company disposed of one R&D property located at 1170 Morse Avenue in Sunnyvale, California consisting of approximately 48,000 rentable square feet. A total net gain of approximately \$4,830 was recognized and classified as discontinued operations, net of minority interests, on the total sales price of \$8,301. Proceeds from the sale were classified as restricted cash to be used in tax-deferred property exchanges as of December 31, 2007.

In October 2006, the Company disposed of three vacant R&D properties at 2033-2243 Samaritan Drive in San Jose, California consisting of approximately 235,000 rentable square feet. A total net gain of approximately \$18,102 was recognized and classified as discontinued operations, net of minority interests, on the total sales price of \$43,271. These properties were subject to a contract of sale from an unrelated party for the purchase of a total of three R&D properties located at Samaritan Drive that the Company signed on July 17, 2006. Proceeds from the sale were classified as restricted cash to be used in tax-deferred property exchanges as of December 31, 2006.

### BERG LAND HOLDINGS OPTION AGREEMENT

Under the terms of the Berg Land Holdings Option Agreement, the Company, through the operating partnerships, has the option to acquire any future R&D property developed by the Berg Group on land currently owned or optioned, or acquired for these purposes in the future, directly or indirectly, by Carl E. Berg or Clyde J. Berg. This agreement will expire on December 31, 2010, after which the Company will no longer have the right to acquire properties from the Berg Group or the pre-determined terms provided in that agreement. At present, there are approximately 84 acres of Silicon Valley land, including land under development, owned directly or under 50% joint venture entities by certain members of the Berg Group that are subject to the terms of the Berg Land Holdings Option Agreement. The owners of the future R&D property developments may obtain cash or, at their option, O.P. Units valued at the average closing price of the shares of common stock over the 30-trading-day period preceding the acquisition date. To date, the Company has completed 22 acquisitions under the Berg Land Holdings Option Agreement representing approximately 2,133,000 rentable square feet. The acquired properties cost approximately \$218,707, for which the Company issued 8,482,085 O.P. Units and assumed debt of approximately \$122,342. Upon the Company's exercise of an option to purchase any of the future R&D property developments, the acquisition price will equal the sum of (a) the full construction cost of the building; plus (b) 10% of the full construction cost of the building; plus (c) interest at LIBOR (London Interbank Offered Rate) plus 1.65% on the amount of the full construction cost of the building for the period from the date funds were disbursed by the developer to the close of escrow; plus (d) the original acquisition cost of the parcel on which the improvements will be constructed, which range from \$8.50 to \$20.00 per square foot for land currently owned; plus (e) 10% per annum of the amount of the original acquisition cost of the parcel from the later of January 1, 1998 or the seller's acquisition date to the close of escrow; minus (f) the aggregate principal

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

amount of all debt encumbering the acquired property, or a lesser amount as approved by the members of the Independent Directors committee of the Company's Board of Directors. Generally, the Company will not acquire any projects until they are fully completed and leased.

No estimate can be given at this time as to the total cost to the Company to acquire future projects under the Berg Land Holdings Option Agreement, or the timing as to when the Company will acquire such projects. In addition to any projects currently under development, the Company has the right to acquire future developments by the Berg Group on up to 84 additional acres of land currently controlled by the Berg Group, which could support approximately 1.4 million square feet of new developments. Under the Berg Land Holdings Option Agreement, as long as the Berg Group ownership in the Company and the operating partnerships taken as a whole is at least 65%, or until December 31, 2010, whichever occurs first, the Company also has an option to purchase all land acquired, directly or indirectly, by Carl E. Berg or Clyde J. Berg in the future which has not been improved with completed buildings and which is zoned for, intended for or appropriate for R&D, office and/or industrial development or use in the states of California, Oregon, and Washington.

Although the Company has the right to acquire the new properties available to it under the terms of the Berg Land Holdings Option Agreement, there can be no assurance that the Company actually will consummate any intended transactions. Furthermore, the

58

### MISSION WEST PROPERTIES, INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED (Dollars in thousands, except per share data)

Company has not yet determined the means by which it would acquire and pay for any such properties or the impact of any of the acquisitions on its business, results of operations, financial condition or available cash for distribution.

#### 7. VARIABLE INTEREST ENTITY

In December 2003, the FASB issued FIN 46R. Under FIN 46R, a variable interest entity ("VIE") must be consolidated by a company if that company is subject to a majority of the entity's expected losses or entitled to receive a majority of the entity's expected residual returns or both. FIN 46R requires disclosures about variable interest entities that a company is not required to consolidate, but in which it has a significant variable interest.

Under FIN 46R, for an entity to qualify as a VIE one or more of the following three characteristics must exist:

1. The equity investment at risk is not sufficient to permit the entity to finance its activities without additional subordinated financial support by any parties, including the equity holders.
2. The equity investors lack one or more of the following essential characteristics of a controlling financial interest:
  - a. the direct or indirect ability to make decisions about the entity's activities through voting or similar rights;
  - b. the obligation to absorb the expected loss of the entity;
  - c. the right to receive the expected residual returns of the entity; or
3. The equity investors have voting rights that are not proportionate to their economic interests, and the activities of the entity involve or are conducted on behalf of an investor with a disproportionately small voting interest.

In August 2007, one of the Company's tenants, Ciena Corporation, entered into an

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

assignment of lease agreement with an unrelated party, M&M Real Estate Control & Restructuring, LLC ("M&M"), in connection with leases for approximately 445,000 rentable square feet located in San Jose, California. As a result of the assignment, M&M assumed all of Ciena's remaining obligations under these leases and received a payment from Ciena of \$53,000, of which \$7,000 was reserved for tenant improvements. At the same time, the Company entered into a consent for assignment of lease with both parties and a mutual release agreement with Ciena, pursuant to which all of Ciena's obligations under these leases were effectively transferred to M&M. M&M is obligated to continue to perform all of the obligations under the assumed Ciena leases and has the right to sublease any or all of the 445,000 rentable square feet vacated by Ciena for the remainder of the current lease term, which expires in 2011. Under the terms of the assignment of lease agreement, the Company will receive monthly rent payments of approximately \$789 from July 2007 through June 2008, \$818 from July 2008 through June 2009, \$849 from July 2009 through June 2010, \$881 from July 2010 through June 2011 and \$915 from July 2011 through December 2011. Based upon the provisions of FIN 46R, the Company determined that M&M is a VIE. The Company further determined that it is the primary beneficiary of this VIE and therefore has consolidated this entity for financial reporting purposes. Upon consolidation, the Company recognized a gross lease termination fee of \$46,000 in August 2007.

In March 2006, one of the Company's tenants, JDS Uniphase Corporation ("JDS"), entered into an assignment of lease agreement with M&M, in connection with leases for approximately 252,000 rentable square feet located in San Jose, California that expired in November 2007 as a result of the assignment. M&M assumed all of JDS's remaining obligations under these leases, acquired certain personal property of JDS located on the premises and received a payment of approximately \$11,147. At the same time, the Company entered into a consent for assignment of lease with both parties and a mutual release agreement with JDS, pursuant to which all of the JDS's obligations under these leases were effectively transferred to M&M. M&M was obligated to continue to perform all of the obligations under the assumed JDS leases and had the right to sublease any or all of the 252,000 rentable square feet vacated by JDS for the remainder of the terms of the assigned leases. Under the terms of the assignment of lease agreement, the Company received monthly rent payments of approximately \$733 from April 2006 through December 2006, \$545 from January 2007 through August 2007 and \$330 from September 2007 through November 2007. Based upon the provisions of FIN 46R, the Company determined that M&M is a VIE. The Company further determined that it is the primary beneficiary of this VIE and therefore has consolidated this entity for financial reporting purposes. Upon consolidation, the Company recognized a gross lease termination fee of approximately \$11,147 in March 2006.

Factors considered by the Company in determining whether M&M should be considered a VIE for financial reporting purposes included the following:

- No equity was contributed by the partners in the formation of M&M.
- At present, the assigned leases are the only properties under management by M&M.

59

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

- Because M&M does not have an operating history that demonstrates its ability to finance its activities without additional subordinated financial support.
- All revenues, other than interest income, are generated by M&M from the Company in the form of fees or commissions.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

The Company remains at risk with respect to the assigned leases because if M&M's operating expenses exceed its interest income, fees and commissions there would be insufficient funds to meet the assigned lease obligation without additional financial support from equity holders or other parties. The Company, which had released the original tenant from its obligations under the lease, would have to absorb the majority of any loss, making it the primary beneficiary of M&M's activities.

### 8. DEBT

The following table sets forth certain information regarding debt outstanding as of December 31, 2007 and 2006.

Debt Description	Collateral Properties	Balance December
		2007
		(dollars in t
Line of Credit:		
Santa Clara Valley National Bank(1)	Not Applicable	-
Mortgage Notes Payable(related parties):	5300-5350 Hellyer Avenue, San Jose, CA	\$9,224
Mortgage Notes Payable: (2)		
Prudential Insurance Co. of America (3)	10300 Bubb Road, Cupertino, CA 10500 North De Anza Blvd, Cupertino, CA 4050 Starboard Drive, Fremont, CA 45700 Northport Loop, Fremont, CA 45738 Northport Loop, Fremont, CA 450 National Ave, Mountain View, CA 6311 San Ignacio Avenue, San Jose, CA 6321 San Ignacio Avenue, San Jose, CA 6325 San Ignacio Avenue, San Jose, CA 6331 San Ignacio Avenue, San Jose, CA 6341 San Ignacio Avenue, San Jose, CA 6351 San Ignacio Avenue, San Jose, CA 3236 Scott Blvd, Santa Clara, CA 3560 Bassett Street, Santa Clara, CA 3570 Bassett Street, Santa Clara, CA 3580 Bassett Street, Santa Clara, CA 1135 Kern Avenue, Sunnyvale, CA 1212 Bordeaux Lane, Sunnyvale, CA 1230 E. Arques, Sunnyvale, CA 1250 E. Arques, Sunnyvale, CA 1170 Morse Avenue, Sunnyvale, CA 1600 Memorex Drive, Santa Clara, CA 1688 Richard Avenue, Santa Clara, CA 1700 Richard Avenue, Santa Clara, CA 3540 Bassett Street, Santa Clara, CA 3542 Bassett Street, Santa Clara, CA 3544 Bassett Street, Santa Clara, CA 3550 Bassett Street, Santa Clara, CA	112,543
Northwestern Mutual Life Ins. Co. (4)	1750 Automation Parkway, San Jose, CA 1756 Automation Parkway, San Jose, CA 1762 Automation Parkway, San Jose, CA	84,959

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	6320 San Ignacio Avenue, San Jose, CA 6540-6541 Via Del Oro, San Jose, CA 6385-6387 San Ignacio Avenue, San Jose, CA 2251 Lawson Lane, Santa Clara, CA 1325 McCandless Drive, Milpitas, CA 1650-1690 McCandless Drive, Milpitas, CA 20605-20705 Valley Green Dr., Cupertino, CA	
Allianz Life Insurance Co. (I) (5)	5900 Optical Court, San Jose, CA	23,825
Allianz Life Insurance Co. (II) (5)	5325-5345 Hellyer Avenue, San Jose, CA 1768 Automation Parkway, San Jose, CA 2880 Scott Boulevard, Santa Clara, CA 2890 Scott Boulevard, Santa Clara, CA 2800 Scott Boulevard, Santa Clara, CA 20400 Mariani Avenue, Cupertino, CA 10450-10460 Bubb Road, Cupertino, CA	116,193
		----- 337,520
Total		----- \$346,744 =====

60

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

- (1) Santa Clara Valley National Bank ("SCVNB") was formerly known as Cupertino National Bank. Interest rate for the SCVNB line of credit is LIBOR plus 1.75%. SCVNB was acquired by Wells Fargo Bank and the Company transferred its day-to-day primary banking relationship to Heritage Bank of Commerce. The SCVNB line of credit expired on December 22, 2007.
- (2) Mortgage notes payable generally require monthly installments of interest and principal ranging from \$177 to \$840 over various terms extending through the year 2025. The weighted average interest rate of mortgage notes payable was 5.85% and 5.84% at December 31, 2007 and 2006, respectively.
- (3) The Prudential Insurance loan is payable in monthly installments of \$827, which includes principal (based upon a 30-year amortization) and interest. A limited partner, who is not a member of the Berg Group, has guaranteed approximately \$12,000 of this debt. Costs and fees incurred with obtaining this loan aggregated approximately \$900, which were deferred and amortized over the loan period. In the third quarter of 2007, the Company sold 45700 Northport Loop in Fremont, California and 1170 Morse Avenue in Sunnyvale, California, which were collateral properties under the Prudential Insurance loan. Prudential Insurance has agreed to release these two properties without delivery of substitute properties provided that the Company pay a fee of \$20 and deposit a \$1.5 million certificate of deposit in escrow with Prudential Insurance for a full year. The Prudential loan contains certain customary covenants as defined in the loan agreement. As of December 31, 2007, the Company was in compliance with these loan covenants.
- (4) The Northwestern loan is payable in monthly installments of \$696, which includes principal (based upon a 20-year amortization) and interest. Costs and fees incurred with obtaining this loan aggregated approximately \$664, which were deferred and amortized over the loan period. The Northwestern

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

loan contains certain customary covenants as defined in the loan agreement. As of December 31, 2007, the Company was in compliance with these loan covenants.

- (5) The Allianz loans are payable in monthly installments of \$1,017, which includes principal (based upon a 20-year amortization) and interest. Costs and fees incurred with obtaining these loans aggregated approximately \$1,125, which were deferred and amortized over the loan periods. The Allianz loans contain certain customary covenants as defined in the loan agreements. As of December 31, 2007, the Company was in compliance with these loan covenants.

Scheduled principal payments on debt as of December 31, 2007 are as follows:

	Fixed Rate Debt (Including Related Parties)
December 31, 2008	\$121,589
December 31, 2009	9,561
December 31, 2010	10,105
December 31, 2011	10,681
December 31, 2012	11,032
Thereafter	183,776
Total	\$346,744

### INTEREST RATE DERIVATIVE

In 2005, the Company entered into a cash flow interest rate derivative as a means to hedge exposure to an increase in interest rates prior to securing a loan commitment in connection with a refinancing of certain variable rate debt to fixed rate long term mortgage debt. The Company secured a 20 year fixed rate mortgage loan commitment for \$125,000 at 5.22% annual interest rate and closed the derivative contracts. Since the interest rate derivative contracts did not qualify as a designated cash flow interest rate hedge in accordance with SFAS 133, "Accounting for Derivative Instruments and Hedging Activities," the Company recorded an interest expense of \$834 in 2005. The Company did not obtain any interest rate derivatives in 2006 or 2007.

### 9. OPERATING PARTNERSHIP AND STOCKHOLDER DISTRIBUTIONS

Holders of the Company's common stock and O.P. Units are entitled to dividend distributions as determined and declared by the Company's Board of Directors. Under the Exchange Rights Agreement limited partners have the right to tender O.P. Units to the Company, and, at the Company's election, to receive common stock on a one-for-one basis at then-current market value, an equivalent amount of cash, or a combination of cash and common stock in exchange for the O.P. Units tendered, subject to the 9% overall ownership limit imposed on non-Berg Group stockholders under the Company's charter document, or the overall 20% Berg Group ownership limit, as the case may be. O.P. Unit holders are entitled to vote when their O.P. Units are converted to shares of the Company's common stock. Once in each 12-month period beginning each December 29, the limited partners, other than Carl E. Berg and Clyde J. Berg, may exercise a put right to sell their O.P. Units to the operating partnerships at a price equal to the average market price of the common stock for the 10-trading day period immediately preceding the date of tender. Upon any exercise of the put rights,

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

the Company will have the opportunity for a period of 15 days to elect to fund the purchase of the O.P. Units and purchase additional general partner interests in the operating partnerships for cash, unless the purchase price exceeds \$1 million in the aggregate for all tendering limited partners, in which case, the operating partnerships or the Company will be entitled, but not required, to reduce proportionally the number of O.P. Units to be acquired from each tendering limited partner so that the total purchase price is not more than \$1 million.

During 2007, the Company, as general partner of the operating partnerships, declared quarterly dividends/distributions aggregating \$0.64 per common share and O.P. Unit for total dividends/distributions of \$67,152, including \$16,832 payable in January 2008. Total distributions attributable to O.P. Units owned by various members of the Berg Group were \$50,271.

61

### MISSION WEST PROPERTIES, INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED (Dollars in thousands, except per share data)

During 2006, the Company, as general partner of the operating partnerships, declared quarterly dividends/distributions aggregating \$0.64 per common share and O.P. Unit for total dividends/distributions of \$66,948, including \$16,745 payable in January 2007. Total distributions attributable to O.P. Units owned by various members of the Berg Group were \$50,151.

During 2005, the Company, as general partner of the operating partnerships, declared quarterly dividends/distributions aggregating \$0.64 per common share and O.P. Unit for total dividends/distributions of \$66,887, including \$16,725 payable in January 2006. Total distributions attributable to O.P. Units owned by various members of the Berg Group were \$50,209.

#### 10. EQUITY-BASED COMPENSATION AND RETIREMENT INVESTMENT PLANS

The Company's 1997 Stock Option Plan ("1997 Plan") was approved by the Company's stockholders on November 10, 1997. On November 24, 2004, the 2004 Equity Incentive Plan ("2004 Plan") was approved by the Company's stockholders and replaced the 1997 Plan. The Company's board of directors approved the 2004 Plan in September 2004. No further options are available or will be granted under the 1997 Plan. In replacing the 1997 Plan, the 2004 Plan:

- transferred up to 3,991,089 remaining shares available for issuance under the Company's 1997 Plan and terminated the 1997 Plan for any new grants;
- transferred up to an additional 767,000 shares subject to outstanding options under the 1997 Plan if they expire without being exercised, of which 272,000 shares had been transferred as of December 31, 2007; and
- includes the ability to grant restricted stock, restricted stock units, performance units, dividend equivalent rights, and other stock-based compensation, including O.P. Units of the Operating Partnerships, as well as incentive and non-statutory stock options.

The 2004 Plan was adopted so that the Company may attract and retain the high quality employees, consultants and directors necessary to build the Company's infrastructure and to provide ongoing incentives to the Company's employees in the form of options to purchase the Company's common stock by enabling them to participate in the Company's success.

The 2004 Plan provides for the granting to employees, including officers (whether or not they are directors) of "incentive stock options" within the meaning of Section 422 of the Code, and for the granting of non-statutory options to employees, consultants and directors of the Company. 2,843,089 and

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

3,553,089 shares of common stock were available for future option or award grants under the 2004 Plan as of December 31, 2007 and 2006, respectively.

In 2007, stock options to purchase 710,000 shares of common stock were granted to four employees, three non-employee directors and four consultants, which options vest monthly for 48 months from date of grant, subject to continued employment or other service to the Company. Each option grant has a term of six years from the date of grant subject to earlier termination in certain events related to termination of employment. The options were granted at an exercise price of \$12.09 per share. The estimated fair value of the options was \$1.45 per share on the date of grant using the Black-Scholes option pricing model with the following assumptions: dividend yield of 5.29%, volatility of 18.94%, risk free rates of 4.53% and an expected life of six years. All options were granted at the fair market value at the date of grant.

No options were granted in year 2006.

In 2005, stock options to purchase 710,000 shares of common stock were granted to four employees and three non-employee directors, which vest monthly for 33 months from date of grant, subject to continued employment or other service to the Company. Each option grant has a term of six years from the date of grant subject to earlier termination in certain events related to termination of employment. The options were granted at an exercise price of \$10.00 per share. The estimated fair value of the options was \$1.12 per share on the date of grant using the Black-Scholes option pricing model with the following assumptions: dividend yield of 6.40%, volatility of 21.97%, risk free rates of 4.20% and an expected life of six years. All options were granted at the fair market value at the date of grant.

The remaining contractual lives of unexercised option grants range from April 2009 to January 2013.

The following table shows the activity and detail for the 2004 Plan for each of the three years in the period ended December 31, 2007.

62

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

	Options Outstanding	Weighted Average Exercise Price Per Share
	-----	-----
Balance, December 31, 2004	767,000	\$11.44
Options granted	710,000	\$10.00
Options exercised	(55,000)	\$8.73
	-----	
Balance, December 31, 2005	1,422,000	\$10.83
Options exercised	(112,900)	\$8.76
Options cancelled	(272,000)	\$13.00
	-----	
Balance, December 31, 2006	1,037,100	\$10.48
Options granted	710,000	\$12.09
	-----	
Balance, December 31, 2007	1,747,100	\$11.13
	=====	



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Available for grant at December 31, 2007	2,843,089
	=====
Available for grant at December 31, 2006	3,553,089
	=====

The following table summarizes information regarding options outstanding for the 2004 Plan at December 31, 2007:

Range of Exercise Prices	Options Outstanding	Options Exercisable	Op
	Options	Options	Options
	Weighted Average Contractual Life in Years	Weighted Average Exercise Price	Weighted Average Exercise Price
\$10.00	662,100	3.33	\$10.00
\$11.33	375,000	1.33	\$11.33
\$12.09	710,000	5.00	\$12.09
\$10.00 to \$12.09	1,747,100	3.58	\$11.13
	=====		=====

None of the options granted are contingent upon the attainment of performance goals or subject to other restrictions. As of December 31, 2007 and 2006, "in-the-money" outstanding options to purchase zero and 779,596 shares of common stock, respectively, were exercisable.

The 2004 Plan allows the Company to grant to employees and directors a wider range of awards than is permitted under the 1997 Plan, including restricted stock, stock grants, restricted stock units, performance units, other stock-based compensation, including O.P. Units exchangeable for shares of common stock, and dividend equivalent rights, which will help the Company achieve its goal of attracting, retaining and motivating its personnel which is necessary to build the Company's infrastructure, achieve the Company's business goals and enhance stockholder value. No options or awards may be granted under the 2004 Plan after November 24, 2014.

Awards and options granted under the 2004 Plan may be granted to any employees, non-employee directors or consultants of the Company and any corporation or other entity affiliated with the Company, including the Operating Partnerships. Only employees of the Company or a corporate subsidiary may receive incentive stock options. Options can be granted to non-employee directors and consultants of the Company and to employees of the Company or a corporate subsidiary. No individual may receive in any one calendar year awards covering more than 500,000 of the total number of shares of stock.

The options generally are granted at the fair market value of the Company's common shares at the date of grant, vest over a four-to-six year period, are exercisable upon vesting and expire six-to-eight years from the date of grant. The exercise price for all incentive stock options under the 2004 Plan shall not be less than the fair market value of the underlying common shares at the time the option was granted.

Under the 2004 Plan, each non-employee member of the board of directors who became or becomes a member of the board of the directors after November 24, 2004, the date on which the Plan was approved by the Company's stockholders,

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

will receive automatically a grant of an option to purchase 50,000 shares of common stock at an exercise price equal to 100% of the fair market value of the common stock at the date of grant of such option. Such options become exercisable cumulatively with respect to 1/48th of the underlying shares on the first day of each month following the date of grant. Generally, the options must be exercised while the optionee remains a director. In addition, the board of directors may authorize annual option grants or awards to non-employee directors in the board's discretion as long as the number of shares or equivalent number of underlying shares of common stock in the case of certain awards, does not exceed 50,000 per year. A disinterested majority of the board also may authorize additional options and awards to a director serving as a Committee chair or providing other extraordinary service to the Board. The 2004 Plan further provides that upon an acquisition of the Company in which more than 50% of the total voting power of the Company's outstanding

63

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

securities is transferred to the acquirer or acquiring parties, options and awards held by non-employee directors will vest in full and become exercisable prior to their expiration.

The board of directors may terminate the 2004 Plan at any earlier time or make modifications of the 2004 Plan as it deems advisable. Awards and options granted at any time during the term of the 2004 Plan will not expire solely because of the termination of the 2004 Plan, and no amendment or modification of the 2004 Plan shall affect the terms of any outstanding award unless the board expressly provides otherwise. Termination or amendment of the 2004 Plan may not adversely affect the rights of the recipient of an award without his or her consent. The Compensation Committee of the Board of Directors may amend the terms of any option or award previously granted, but such amendment may not impair the rights of the recipient without his or her consent.

A total of 4,263,089 shares of common stock are reserved for issuance under the 2004 Plan, in addition to 375,000 shares subject to outstanding options if they expire unexercised. At no time may the number of shares issued pursuant to or subject to outstanding awards granted under the 2004 Plan exceed this number, subject to the provisions for increase and adjustment set forth in the 2004 Plan. If any option or award expires, terminates or is cancelled without being exercised in full, or any other award is forfeited, the shares forfeited or not purchased will be available for future grant of awards.

The Company has adopted an employee investment plan (the "Plan"), under Section 401(k) of the Internal Revenue Code. Employees who are at least 21 years old and who have completed six months of eligibility service may become participants in the Plan. Each participant may make contributions to the Plan through salary deferrals in amounts of at least 1% to a maximum of 15% of the participant's compensation, subject to certain limitations imposed by the Internal Revenue Code. The Company contributes an amount up to 15% of the participant's compensation, based upon management's discretion. A participant's contribution to the Plan is 100% vested and non-forfeitable. A participant will become vested in 100% of the Company's contributions after two years of eligible service. For the years ended December 31, 2007, 2006 and 2005, the Company recognized \$123, \$103 and \$103 of expense for employer contributions made in connection with this Plan, respectively.

### 11. NET INCOME PER SHARE

Basic net income per share is computed by dividing net income by the

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

weighted-average number of common shares outstanding for the period. Diluted net income per share is computed by dividing net income by the sum of weighted-average number of common shares outstanding for the period plus the assumed exercise of all dilutive securities.

The following table provides a reconciliation of net income to common stockholders and the number of shares used in the computations of "basic" net income per share to common stockholders and "diluted" net income per share to common stockholders.

	Year Ended December 31, 2007	Year Ended December 31,
	-----	-----
	(dollars in thousands, except per share data)	
Numerator:		
Income from continuing operations	\$17,757	\$11,45
Income from discontinued operations	1,131	3,17
	-----	-----
Net income to common stockholders	\$18,888	\$14,63
	=====	=====
Denominator:		
Weighted average shares of common stock (basic)	19,627,234	19,066,58
Effect of dilutive securities:		
Incremental shares from assumed stock options exercise	227,177	232,08
	-----	-----
Weighted average shares of common stock (diluted)	19,854,411	19,298,66
	=====	=====
Per share data:		
Basic net income per share:		
Net income to common stockholders before discontinued operations	\$0.90	\$0.6
Discontinued operations	0.06	0.1
	-----	-----
Net income to common stockholders	\$0.96	\$0.7
	=====	=====
Diluted net income per share:		
Net income to common stockholders before discontinued operations	\$0.89	\$0.5
Discontinued operations	0.06	0.1
	-----	-----
Net income to common stockholders	\$0.95	\$0.7
	=====	=====

Outstanding options to purchase 647,000 shares in 2005 were excluded from the computation of diluted net income per share under the treasury stock method because the option exercise price was greater than the weighted average exercise price of the Company's

common stock during the respective periods. The outstanding O.P. Units have been excluded from the diluted net income per share calculation as there would be no

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

effect on the diluted net income per share since the minority interests' share of income would also be added back to net income. O.P. Units outstanding at December 31, 2007, 2006 and 2005 were 85,533,935, 85,206,199 and 86,088,095, respectively.

### 12. OTHER INCOME

Other income from continuing operations was approximately \$65,068, \$20,566 and \$4,590 for the years ended December 31, 2007, 2006 and 2005, respectively. For the year ended December 31, 2007, termination fees, prior tenant bankruptcy settlements, management fee income, interest income, security deposit forfeitures and miscellaneous income accounted for approximately \$57,515, \$300, \$981, \$3,087, \$1,799 and \$1,386, respectively, of other income. For the year ended December 31, 2006, termination fees, prior tenant bankruptcy settlements, management fee income, interest income, security deposit forfeitures and miscellaneous income accounted for approximately \$16,068, \$183, \$1,070, \$2,344, \$104 and \$797, respectively, of other income. For the year ended December 31, 2005, termination fees, prior tenant bankruptcy settlements, management fee income, interest income, security deposit forfeitures and miscellaneous income accounted for approximately \$2,407, \$108, \$935, \$567, \$455 and \$118, respectively, of other income. Management fee is paid by the tenant to the landlord for the administration and supervision of the property.

### 13. RELATED PARTY TRANSACTIONS

As of December 31, 2007 and 2006, the Berg Group owned 77,902,384 and 77,392,648 O.P. Units, respectively, of the total 85,533,935 and 85,206,199 O.P. Units issued and outstanding, respectively. The Berg Group's interest in the Company represents 74.1% and 74.0% of the Company as of December 31, 2007 and 2006, respectively, assuming conversion of the O.P. Units into common shares of the Company.

The Company periodically acquires un-leased properties, which include land, the building shell and base building improvements, from the Berg Group under the Berg Group Land Holdings Options Agreement. These acquisitions from the Berg Group are made for properties where the Company has previously identified a tenant, and in conjunction with the acquisition, the Company executes a lease agreement with the tenant. In many of the acquisitions from the Berg Group, lease commissions relating to these leasing activities conducted by the Company are paid by the Berg Group and reimbursed by the Company in connection with the acquisition. These lease commissions are recorded separately in "Other assets" on the Company's consolidated balance sheets.

#### PROPERTY ACQUISITION

In September 2007, the Company acquired an approximately 99,000 rentable square foot newly constructed R&D building located at 5845 Hellyer Avenue in San Jose, California from the Berg Group under the Berg Land Holdings Option Agreement. The total acquisition price for this property was approximately \$10,903. The Company acquired this property by issuing 548,236 O.P. Units and paying \$4,300 in cash to the selling members of the Berg Group. The transaction was approved by the Independent Directors Committee of the Company's Board of Directors.

In April 2006, the Company acquired a fully leased office/R&D property with approximately 42,100 rentable square feet located at 1875 Charleston Road in Mountain View, California by purchasing Mission West Charleston, LLC, an entity controlled by Carl E. Berg for \$2,615. The property is subject to a ground lease with an unrelated party for the underlying land that runs through June 2057. The acquisition was paid in cash. The transaction was approved by the Independent Directors Committee of the Company's Board of Directors.

#### DEBT WITH THE BERG GROUP

As of December 31, 2007 and 2006, debt in the amount of \$9,224 and \$9,654,

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

respectively, was due the Berg Group under a mortgage note established May 15, 2000 in connection with the acquisition of a 50% interest in Hellyer Avenue Limited Partnership, the obligor under the mortgage note. The mortgage note bears interest at 7.65%, and is due in ten years with principal payments amortized over 20 years. Interest expense incurred in connection with the Berg Group mortgage note was \$724, \$755 and \$784 for the years ended December 31, 2007, 2006 and 2005, respectively.

The Berg Group line of credit was originally scheduled to mature in March 2006, but through mutual agreement it was terminated in October 2005 by the Company and the Berg Group. For the year ended December 31, 2005, interest expense incurred in connection with the Berg Group line of credit was \$188.

65

### MISSION WEST PROPERTIES, INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED (Dollars in thousands, except per share data)

#### TRANSFER OF INTEREST TO BERG GROUP IN CONSOLIDATED JOINT VENTURE

In July 2000, the Hellyer Avenue Limited Partnership ("Hellyer LP") was formally organized as a California limited partnership between Mission West Properties, L.P. ("MWP"), of which the Company as the managing general partner, and Republic Properties Corporation ("RPC"), an unaffiliated third party, as general partner and limited partners. MWP was designated as the managing general partner of Hellyer LP. For a 50% ownership interest in Hellyer LP, RPC agreed to cause Stellex Microwave Systems, Inc. ("Stellex") to provide a 15-year lease on approximately 160,000 square foot R&D buildings to be constructed by Berg & Berg Enterprises, Inc. ("BBE") on land owned by another Berg Group member.

As part of the transaction, MWP acquired the underlying land pursuant to the Berg Land Holdings Option Agreement for a price of \$5.7 million by issuing 659,223 O.P. Units to the Berg Group entity that owned the property. Further, under the terms of the Hellyer LP partnership agreement MWP then contributed the land to the partnership at an agreed value of \$9.6 million, which amount was to be amortized and paid to MWP in the form of income and cash flow preferences. The transaction was reviewed and approved by the Independent Directors Committee of the Company's Board of Directors.

In connection with the transaction, BBE built and paid for all improvements on the land. The total cost of the R&D buildings, exclusive of specified tenant improvements obligations, was approximately \$11.4 million. Hellyer LP issued a note for the amount of those construction costs to BBE, which note was secured by the buildings.

Because RPC's interest in Hellyer LP was attributable solely to its commitment to obtain Stellex as a tenant for the property, the partnership agreement provided that if a payment default occurred within the first five years of the Stellex lease, RPC would lose 100% of its interest in the partnership, and if a payment default occurred during the second five year period under the lease, RPC would lose 50% of its interest in Hellyer LP.

Pursuant to RPC's commitment to Hellyer LP, Stellex executed a lease agreement obligating Stellex, among other things, to pay monthly rent starting at \$1.60 per square foot on a triple net basis for 15 years and to reimburse BBE for the tenant improvement obligations, which ultimately totaled approximately \$10.5 million.

Under the lease terms, Stellex was obligated to reimburse BBE in full for the tenant improvement costs no later than August 25, 2000. Several days before the due date, representatives of Stellex met with representatives of MWP and

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

informed them that Stellex could not pay the balance due BBE. Stellex requested MWP immediately to draw down the letter of credit as a result of default on the tenant improvement payment required under the lease.

On September 1, 2000, MWP, as the general partner of Hellyer LP, ceased all allocations of income and cash flow to RPC and exercised the right under the partnership agreement to cancel RPC's entire interest in the partnership. Following discussions with and approval by the Independent Directors Committee, the Company authorized the transfer of RPC's interest in Hellyer LP to BBE. Under the Berg Land Holdings Option Agreement and the Acquisition Agreement dated as of May 14, 1998, the Independent Directors Committee of the Board of Directors had the right, but not the obligation, to reacquire on behalf of the Company the property interest and the related distributions related to the property interest at any time. The transfer was effective as of September 1, 2000.

In January 2002, Stellex was acquired through its bankruptcy proceeding by a division of Tyco Corporation. In connection with the acquisition of Stellex, the purchaser assumed the lease with Hellyer LP, agreed to comply with all terms of lease and reimbursed BBE for the tenant improvements, as required under the lease agreement and the Bankruptcy Court order.

Since the inception of Hellyer LP, the Company has accounted for the properties owned by the partnership on a consolidated basis, with reductions for the minority interest held by the minority partner (first RPC and then BBE). In each period, the Company has accrued amounts payable by Hellyer LP to the minority interest partner, including BBE prior to payment. BBE's share of earnings allocated to its 50% minority interest was \$0.7 million, \$0.8 million and \$0.7 million in 2007, 2006 and 2005, respectively. As of December 31, 2007, accumulated cash flow distributions from Hellyer LP totaling approximately \$4.4 million were accrued and distributed to BBE. If the Company's litigation with RPC (as described under Note 16 below) is ultimately decided in RPC's favor, the Company anticipates that BBE may be required to return RPC's former interest in Hellyer LP and all prior distributions to RPC. As a result of this uncertainty, in October 2003, the Company recorded such distributions as an account receivable from BBE, which is included in "Other assets" on the Company's consolidated balance sheets, with an offsetting account payable to BBE.

If the litigation is ultimately decided in favor of the Company, the Independent Directors Committee of the Board of Directors has the right, but not the obligation, to acquire on behalf of the Company the former RPC interest and related distributions from BBE under the terms of the Berg Land Holdings Option Agreement and the Acquisition Agreement between the Company and the Berg Group.

66

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

### ACQUISITION OF CARL E. BERG'S INTEREST IN UNCONSOLIDATED JOINT VENTURE

In July 1999, TBI, an unrelated party, advised Carl E. Berg that TBI had an option to purchase approximately 78.89 acres of unimproved land zoned for R&D development in Morgan Hill at \$2.50 per square foot that would expire in approximately six months. TBI offered Mr. Berg a 50% interest in the development of this land if Mr. Berg provided 100% financing for the land at 0% interest for three years. Mr. Berg advised TBI of his obligation to offer all R&D development opportunities on the West Coast to the Company and further advised TBI that the Company's Independent Directors Committee must approve the acquisition of any properties and that the Company's policy was only to acquire properties that are leased pursuant to the Berg Land Holdings Option Agreement. The development joint venture between TBI and the Berg Group proceeded on that basis. Building

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

construction was financed through loans facilitated by the Berg Group. In early 2003, TBI formed TBI-MWP, a new limited partnership, to own all the leased buildings. The Berg Group offered its 50% non-controlling limited partnership interest in TBI-MWP to the Company at cost plus an annual interest rate of 7% on the funds advanced by the Berg Group which amounted to \$1.8 million. The Independent Directors Committee and the Berg Group agreed to use a 7% interest rate instead of the rate and fees specified in the Berg Land Holdings Option Agreement because the transaction differed from the standard build-to-suit development specified under that agreement. TBI-MWP owned four fully leased buildings totaling approximately 593,000 rentable square feet. The buildings were subject to mortgage loans totaling \$53.6 million. The Independent Directors Committee approved the Company's acquisition of the Berg Group's 50% interest in the joint venture effective January 1, 2003. The development joint venture between the Berg Group and TBI retained two vacant shell R&D buildings and five unimproved lots. In April 2003, Comcast, Inc. offered to purchase one of the vacant buildings and two acres of adjoining land from the development joint venture for net proceeds of \$2.8 million, after debt repayment. Prior to sale of the property, TBI-MWP acquired this property at no cost under the terms of the Berg Land Holdings Option Agreement, and the Company received a net distribution of \$1.4 million from the sale. The transaction was approved by the Independent Directors Committee. The Berg Group continues to own a 50% interest in the remaining vacant building and five unimproved lots. In July 2006, TBI-MWP sold one R&D property with approximately 126,400 rentable square feet for approximately \$8,450. The total gain on the sale was approximately \$876 of which \$438 was the Company's share. TBI-MWP currently owns three fully leased buildings totaling approximately 466,600 rentable square feet.

### BERG CONTROLLED ENTITIES HAVE FINANCIAL INTERESTS IN CERTAIN TENANTS THAT LEASE SPACE FROM THE COMPANY

During the years ended December 31, 2007, 2006 and 2005, Carl E. Berg or entities controlled by Mr. Berg held financial interests in several companies that lease space from the operating partnerships, which include companies where Mr. Berg has a greater than 10% ownership interest. These related tenants contributed \$1,227, \$1,875 and \$731 in rental revenue in 2007, 2006 and 2005, respectively. Under the Company's Charter, bylaws and agreements with the Berg Group, the individual members of the Berg Group are prohibited from acquiring shares of the Company's common stock if such acquisition would result in their beneficial ownership percentage of the Company's common stock causing the Company to violate any REIT qualification requirement, and currently their share ownership is below a level at which rent from related tenants would be excluded in determining compliance with REIT qualification tests.

### BERG GROUP COMMITMENT TO COMPLETE FUTURE IMPROVEMENTS AND BUILDING IN CONNECTION WITH CERTAIN ACQUISITIONS FROM THE BERG GROUP UNDER THE BERG LAND HOLDINGS OPTION AGREEMENT

The Berg Group has an approximately \$2,529 commitment to complete certain tenant improvements in connection with the Company's 2002 acquisition of 5345 Hellyer Avenue in San Jose, California. The Company recorded this portion of its purchase consideration paid to the Berg Group as an "Other assets" on its consolidated balance sheets. The Berg Group is in the process of satisfying this commitment to complete certain tenant improvements.

The Berg Group has an approximately \$7,494 commitment to complete an approximately 75,000 to 90,000 square foot building in connection with the Company's 2001 acquisition of 245 Caspian Drive in Sunnyvale, California which is comprised of approximately three acres of unimproved land. The Company recorded this portion of its purchase consideration paid to the Berg Group as an "Other assets" on its consolidated balance sheets. The Berg Group plans to satisfy this commitment to construct a building when requested by the Company following the approval of the Independent Directors Committee.

### LAND LEASE RENT REIMBURSEMENT TO CARL E. BERG

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

One tenant was leasing four R&D buildings from the Company and was also leasing raw land from Carl E. Berg. Total rent from the tenant was paid directly to the Company, which included the land rent. The Company reimbursed Carl E. Berg \$85 per month for the land rent. That tenant terminated its lease obligations with the Company effective July 1, 2007, and the Company acquired the land in connection with a completed 99,000 rentable square feet shell building (see "Property Acquisitions" above under Note 6) and after July 1, 2007 no further rent was paid to Carl E. Berg.

67

MISSION WEST PROPERTIES, INC.  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
 (Dollars in thousands, except per share data)

BERG GROUP HIRED TO PERFORM RESTORATIONS

In March 2006, the Company and Fujitsu Limited, or Fujitsu, agreed to the termination of a lease for one building consisting of approximately 125,000 rentable square feet. Fujitsu was responsible for repairing damages to the building and with the Company's Independent Directors Committee approval hired Berg & Berg Enterprises to perform the restoration work for a total of approximately \$4,500, which was completed in 2007.

LEASING AND OVERHEAD REIMBURSEMENTS PROVIDED BY BERG CONTROLLED ENTITY

The Company currently leases office space owned by Berg & Berg Enterprises for the Company's headquarters. Rental amount and overhead reimbursements paid to Berg & Berg Enterprises, Inc. were \$95, \$90 and \$90 for the years ended December 31, 2007, 2006 and 2005.

14. FUTURE MINIMUM RENTS

The Company, through the operating partnerships, owns interests in 109 R&D properties that are leased to tenants under net operating leases with initial terms extending to the year 2020, and are typically subject to fixed increases. Generally, the leases grant tenants renewal options. Future minimum rentals under non-cancelable operating leases as of December 31, 2007, excluding tenant reimbursements of expenses, are as follows:

Year	Minimum Rent
-----	
(dollars in thousands)	
2008	\$70,914
2009	68,886
2010	63,749
2011	55,911
2012	43,197
Thereafter	101,358
-----	
Total	\$404,015
=====	

15. SUPPLEMENTAL CASH FLOW INFORMATION

Cash paid for interest was approximately \$20,617, \$20,137 and \$21,842 for the years ended December 31, 2007, 2006 and 2005, respectively.

In connection with a property acquisition from the Berg Group, the Company



## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

issued 548,236 O.P. Units for a total acquisition value of approximately \$6,603 for the year ended December 31, 2007.

Amounts of approximately \$50,189, \$50,166 and \$50,223 were paid to the Berg Group for distributions declared to O.P. Unit holders during the years ended December 31, 2007, 2006 and 2005, respectively. The amount paid in 2005 was treated as draws under the Berg Group line of credit.

For the years ended December 31, 2007, 2006 and 2005, 220,500, 881,896 and 296,600 O.P. Units were exchanged for 220,500, 881,896 and 296,600 shares of the Company's common stock, respectively, under the terms of the Exchange Rights Agreement among the Company and all limited partners of the operating partnerships. These non-cash transactions were valued at approximately \$2,855, \$10,280 and \$3,019 for the years ended December 31, 2007, 2006 and 2005, respectively, based on the market closing price on the day of the transactions.

### 16. COMMITMENTS AND CONTINGENCIES

The Company and the operating partnerships, from time to time, are parties to litigation arising out of the normal course of business. The Company is currently involved in the following legal proceedings, and does not believe the ultimate outcome of any of these proceedings will have a material adverse effect on its financial condition or operating results.

MISSION WEST PROPERTIES, L.P. V. REPUBLIC PROPERTIES CORPORATION, ET AL. SANTA CLARA COUNTY SUPERIOR COURT, CASE NO. CV 796249. In February 2001, while a related case in Maryland was pending, the Company filed a suit against Republic Properties Corporation ("RPC") in the Superior Court of the State of California for the County of Santa Clara, Case No. CV 796249. The case was stayed pending resolution of the Maryland case, and the Company dismissed its suit on March 4, 2005. In April 2005, RPC submitted a motion asking the Superior Court to reinstate the case, which the Court granted on May 25, 2005. In April 2006, the Maryland case was dismissed by the highest court in Maryland for lack of personal jurisdiction. On July 5, 2006, RPC filed a cross-complaint in the case seeking partnership distributions to which the Company demurred. The Court sustained the Company's demurrer with leave to

68

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

amend. Subsequently, RPC filed an amended complaint and the Company submitted another demurrer seeking dismissal of the claims on statute of limitations grounds. On February 20, 2007, the Court overruled the Company's demurrer. The Company sought a writ from the California State Court of Appeal for the Sixth District to direct the lower court to reverse its decision, but the petition for the writ was denied. A trial in the California Superior Court will commence in early 2008.

### GUARANTEES

Under its articles of incorporation and bylaws, the Company has agreed to indemnify its officers and directors for certain events or occurrences arising as a result of the officer or director's serving in such capacity. The maximum potential amount of future payments the Company could be required to make under these indemnification agreements is unlimited. The Company believes the estimated fair value of these indemnification agreements is minimal and has recorded no liabilities for these agreements as of December 31, 2007.

The Company also enters into indemnification provisions under its agreements with other companies in its ordinary course of business, typically with lenders,

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

joint venture partners, contractors, and tenants. Under these provisions the Company typically agrees to indemnify and hold harmless the indemnified party for losses suffered or incurred by the indemnified party as a result of certain kinds of activities or inactions of the Company. These indemnification provisions generally survive termination of the underlying agreement. The maximum potential amount of future payments the Company could be required to make under these indemnification provisions is unlimited. The Company has not incurred material costs to defend lawsuits or settle claims related to these indemnification agreements. As a result, the Company believes the estimated fair value of these agreements is minimal. Accordingly, the Company has recorded no liabilities for these agreements as of December 31, 2007.

### SEISMIC ACTIVITY

The Company's properties are located in an active seismic area of Silicon Valley. Insurance policies currently maintained by the Company do not cover seismic activity, although they do cover losses from fires after an earthquake.

### ENVIRONMENTAL ISSUES

The environmental investigations that have been conducted on the Company's properties have not revealed any environmental liability that it believes would have a material adverse effect on its financial condition, results of operations and assets, and the Company is not aware of any such liability. Nonetheless, it is possible that there are material environmental liabilities of which the Company is unaware. The Company cannot assure you that future laws, ordinances, or regulations will not impose any material environmental liability, or that the current environmental condition of the properties has not been, or will not be, affected by tenants and occupants of the properties, by the condition of properties in the vicinity of the properties, or by third parties unrelated to the Company.

### ASSET DISPOSITION SUBJECT TO CERTAIN CONDITIONS

The Company has entered into a sales agreement with unrelated parties subject to numerous material conditions, including but not limited to re-zoning of the property and negotiating certain agreements with the local municipality acceptable to the buyer. As a result of the conditions agreed to by the Company and the respective buyers, these assets do not meet the criteria set forth in SFAS 144 to be classified as assets held for sale. The following summarizes the assets for which the Company has executed a sales contract as of December 31, 2007 that are subject to material conditions as previously described:

Property	Number of Buildings	Rentable Square Feet	Acres	Sales
McCandless Drive Milpitas, California	8	427,000	23.03	\$76,

### 17. REAL ESTATE ASSET HELD FOR SALE AND DISCONTINUED OPERATIONS

The Company follows SFAS 144, which addresses financial accounting and reporting for the impairment and disposal of long lived assets. In general, income or loss attributable to the operations and sale of property and the operations related to property held for sale are classified as discontinued operations in the consolidated statements of operations. Prior period consolidated statements of operations presented in this report have been reclassified to reflect the income or loss related to properties that were held for sale or sold and presented as discontinued operations for the years ended December 31, 2007, 2006 and 2005. Additionally, all periods presented in this report will likely require further reclassification in future periods if additional properties are held for sale or property sales occur.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

As of December 31, 2007, there were no properties under contract to be sold or otherwise disposed of which would qualify as assets held for sale.

69

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

There was one R&D property under contract to be sold or otherwise disposed of which did qualify as an asset held for sale as of December 31, 2004. Based on the expected net proceeds of the sale of that property, the Company recorded an asset impairment charge of (\$2,193) in 2004. The property was sold for \$8,500 in January 2005. The Company decided to sell the property after an unsolicited offer was made from an unrelated third party.

In 2005, the Company sold three R&D properties for a total sales price of \$27,855 (including the one sold in January 2005) resulting in a net gain of \$2,206. In 2006, the Company sold three R&D properties for a total sales price of \$43,271 resulting in a net gain of \$18,102. In 2007, the Company sold two R&D properties for a total sales price of \$16,043 resulting in a net gain of \$6,529. Results of operations for these properties for the years ended December 31, 2007, 2006 and 2005 are as follows:

	Year Ended December	
	2007	2006
	(dollars in thousands)	
<b>Revenues:</b>		
Rental revenue from real estate	\$389	\$2,271
Tenant reimbursements	83	317
Other income	1	291
	473	2,879
<b>Expenses:</b>		
Property operating, maintenance and real estate taxes	233	683
Interest	1	1
Depreciation of real estate	148	694
	382	1,378
Income from discontinued operations	91	1,501
Gain from disposal of discontinued operations	6,529	18,102
Minority interests in earnings from discontinued operations	(5,489)	(16,431)
	\$1,131	\$3,172

For the years ended December 31, 2007, 2006 and 2005, income from discontinued operations included results of operations from two R&D properties sold in 2007, three R&D properties sold in 2006 and three R&D properties sold in 2005.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

### 18. PROPERTY ACQUISITIONS

In March 2007, the Company acquired approximately 50 acres of vacant land in Morgan Hill, California for approximately \$25,543 from an unrelated party in a tax-deferred exchange transaction. The entire purchase price was allocated to land.

In April 2007, the Company acquired three R&D/office properties at Montague Expressway in Milpitas, California for approximately \$15,351 from an unrelated party in a tax-deferred exchange transaction. With the exception of one lease, the property was purchased without any long-term tenants. The purchase price was allocated to land and building based upon the estimated relative fair values of such assets. There was no purchase price allocation to lease intangible assets due to vacant buildings and short-term leases of one to two months.

In April 2007, the Company acquired approximately five acres of vacant land in Morgan Hill, California for approximately \$2,297 from an unrelated party in a tax-deferred exchange transaction. The entire purchase price was allocated to land.

In September 2007, the Company acquired an approximately 99,000 rentable square foot newly constructed R&D building located at 5845 Hellyer Avenue in San Jose, California from the Berg Group under the Berg Land Holdings Option Agreement for approximately \$10,903. The purchase price was allocated to land and building based upon the estimated relative fair values of such assets. Since the property was acquired vacant, there was no purchase price allocation to lease intangible assets.

70

MISSION WEST PROPERTIES, INC.  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
 (Dollars in thousands, except per share data)

In March 2006, the Company acquired two R&D properties at 233 South Hillview Drive in Milpitas, California for \$13,411 from an unrelated party in a tax-deferred exchange transaction. The purchase price was allocated to long-lived assets and the value of an in-place lease as follows:

Land	\$3,335
Buildings and improvements	8,702
In-place lease	1,374
	-----
Total cash purchase price	\$13,411
	=====

In April 2006, the Company acquired one R&D property at 1875 Charleston Road in Mountain View, California for \$2,615 by purchasing Mission West Charleston, LLC, an entity controlled by Carl E. Berg. The acquisition is subject to a ground lease with an unrelated party for the underlying property that runs through June 2057. The purchase price was allocated to long-lived assets and the value of an in-place lease as follows:

Buildings and improvements	\$1,870
In-place lease	745
	-----
Total cash purchase price	\$2,615

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

=====

The results of operations for the six property acquisitions have been included in the Company's consolidated statements of operations since the date of acquisition. The intangible assets are being amortized over the applicable remaining lease terms. Amortization expense related to in-place leases of \$2,153, \$1,613 and \$1,444 was recorded for the years ended December 31, 2007, 2006 and 2005, respectively.

Details of real estate related intangible assets at December 31, 2007 and 2006 are as follows:

	December 31,	
	2007	2006
	(dollars in thousands)	
Amortizable intangible assets:		
Above-market lease	-	\$11,172
In-place leases	\$2,119	8,357
Gross real estate related intangible assets	2,119	19,529
Less accumulated amortization	(741)	(11,907)
Net real estate related intangible assets	\$1,378	\$7,622

The estimated aggregate amortization expense for the real estate related intangible assets for each of the four succeeding fiscal years is as follows:

Year	Estimated In-place Lease Amortization (expense)
	(dollars in thousands)
2008	\$413
2009	413
2010	413
2011	139
Total	\$1,378

19. SUPPLEMENTAL FINANCIAL INFORMATION (Unaudited)

Quarterly financial information for the year ended December 31, 2007 (1) is as follows:

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	March 31,	For the Three Months June 30, (Unaudited)	Sept
Rental revenue from continuing operations, net	\$17,111	\$21,148	
Income before gain on sales of assets, equity in earnings of unconsolidated joint venture and minority interests	\$16,850	\$9,658	
Income from continuing operations (2)	\$3,366	\$2,001	
Income from discontinued operations (2)	\$9	\$3	
Net income to common stockholders	\$3,375	\$2,004	
Per share data:			
Basic net income per share	\$0.17	\$0.10	
Diluted net income per share	\$0.17	\$0.10	
Weighted average shares of common stock (basic)	19,582,787	19,639,928	19,
Weighted average shares of common stock (diluted)	19,889,453	20,020,596	19,

Quarterly financial information for the year ended December 31, 2006 (1) is as follows:

	March 31,	For the Three Months June 30, (Unaudited)	Sept
Rental revenue from continuing operations, net	\$23,441	\$21,452	
Income before gain on sales of assets, equity in earnings of unconsolidated joint venture and minority interests	\$27,630	\$10,124	
Income from continuing operations (2)	\$5,059	\$2,023	
Income from discontinued operations (2)	\$93	\$98	
Net income to common stockholders	\$5,152	\$2,121	
Per share data:			
Basic net income per share	\$0.28	\$0.11	
Diluted net income per share	\$0.28	\$0.11	
Weighted average shares of common stock (basic)	18,455,897	19,028,240	19,
Weighted average shares of common stock (diluted)	18,520,297	19,123,945	19,

- (1) The summation of the quarterly financial data may not equal the annual number reported on the consolidated statements of operations due to rounding differences.
- (2) Amounts may not equal previously reported results due to reclassification between income from continuing operations and income from discontinued operations.

## 20. SUBSEQUENT EVENTS

On January 1, 2008, the Company granted a total of 1,025,000 stock options to purchase shares of common stock to certain key employees, consultants and Directors. The stock options vest monthly for 48 months from date of grant, subject to continued employment or other service to the Company. Each option grant has an exercise price of \$9.51 per share and has a term of six years from the date of grant. The estimated fair value of the options was \$0.57 per share on the date of grant. Compensation expense will be charged to earnings over the

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

respective vesting period.

On January 3, 2008, the Company paid dividends of \$0.16 per share of common stock to all common stockholders of record as of December 31, 2007. On the same date, the operating partnerships paid a distribution of \$0.16 per O.P. Unit to all holders of O.P. Units. Aggregate dividends and distributions amounted to approximately \$16,832.

On January 7, 2008, the Company borrowed \$3,000 from Carl E. Berg on a short-term basis to fund an anticipated property acquisition. The \$3,000 loan was repaid on January 30, 2008. The transaction was approved by the Independent Directors Committee of the Company's Board of Directors.

On February 6, 2008, the Company announced that its Board of Directors declared its regular quarterly dividend on the Company's common stock for the first quarter of 2008. The declared dividend represents a 25.0%, or \$0.04 per share, increase over the Company's prior quarterly dividend of \$0.16 per share. The common stock dividend is \$0.20 per share and is payable on April 3, 2008 to all common stockholders of record as of March 31, 2008.

72

MISSION WEST PROPERTIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED  
(Dollars in thousands, except per share data)

On February 6, 2008, the Company's Board of Directors approved the decision to de-list its common stock from the American Stock Exchange and to become listed on the NASDAQ Stock Market effective on or about March 24, 2008.

On February 29, 2008, the Company acquired one fully leased R&D/office property comprised of approximately 75,000 rentable square feet at 2904 Orchard Parkway in San Jose, California for approximately \$16,696. The acquisition was partially funded from the proceeds received from the Morse property sale, which were held by a third party and classified as restricted cash as of December 31, 2007.

On March 4, 2008, the Company entered into an agreement with Heritage Bank of Commerce for an unsecured revolving line of credit of \$10,000. The revolving line of credit carries a variable interest rate based on the one-month LIBOR plus 1.75% per annum, adjustable monthly. The revolving line of credit contains certain customary covenants as defined in the loan agreement. The revolving line of credit matures June 15, 2009. The Company paid \$10 in fees in obtaining the revolving line of credit.

73

Report of Independent Registered Public Accounting Firm on  
Financial Statement Schedule

Board of Directors and Stockholders  
Mission West Properties, Inc.  
Cupertino, California

The audit referred to in our report dated March 12, 2008 relating to the consolidated financial statements of Mission West Properties, Inc., which is

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

contained in Item 8 of this Form 10-K, included the audit of the financial statement schedule listed in the accompanying index as of December 31, 2007 and 2006. This financial statement schedule is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement schedule based upon our audit.

In our opinion such financial statement schedule as of December 31, 2007 and 2006 presents fairly, in all material respects, the information set forth therein.

\S\ Burr, Pilger & Mayer, LLP

San Francisco, California  
March 12, 2008

74

INTENTIONALLY BLANK

75

MISSION WEST PROPERTIES, INC.  
Schedule III  
Real Estate and Accumulated Depreciation and Amortization  
December 31, 2007  
(dollars in thousands)

Property Name	City		Initial Cost		
			December 31, 2007 Encumbrances	Land	Buildings and Improvements
5300-5350 Hellyer Avenue	San Jose	C	\$9,224	\$5,742	\$11,366
10401-10411 Bubb Road	Cupertino	A		633	3,000
45365 Northport Loop	Fremont			2,447	5,000
45738 Northport Loop	Fremont	F		891	4,000
4050 Starboard Drive	Fremont	F		1,329	6,000
3501 W. Warren Ave/Fremont	Fremont			1,866	9,000
48800 Milmont Blvd	Fremont			1,013	4,000
4750 Patrick Henry Drive	Santa Clara			1,604	7,000
3520 Bassett Street	Santa Clara	D		1,104	5,000
3530 Bassett Street	Santa Clara	B,D		849	4,000
5850-5870 Hellyer Avenue	San Jose			2,787	6,000
5750 Hellyer Avenue	San Jose			3,266	3,000
800 Embedded Way	San Jose	K		1,794	



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

5500 Hellyer Avenue	San Jose		4,735	12,
5550 Hellyer Avenue	San Jose		3,261	3,
5400 Hellyer Avenue	San Jose		3,238	5,
5325 Hellyer Avenue	San Jose	H	4,684	10,
5345 Hellyer Avenue	San Jose	H	4,866	5,
5905-5965 Silver Creek Valley Rd	San Jose		8,437	17,
5905-5965 Silver Creek Valley Rd	San Jose		3,438	2,
5845 Hellyer Avenue	San Jose		6,090	5,
855 Embedded Way	San Jose		3,289	6,
1065-1105 La Avenida Street	Mountain View		46,832	109,
1875 Charleston Road	Mountain View	M	-	2,
1750 Automation Parkway	San Jose	G	4,789	11,
1756 Automation Parkway	San Jose	G	4,378	10,
1762 Automation Parkway	San Jose	G	4,804	12,
1768 Automation Parkway	San Jose	H	8,195	19,
255 Caspian Drive	Sunnyvale		3,491	7,
245 Caspian Drive	Sunnyvale		5,894	
5970 Optical Court	San Jose		2,758	8,
5900 Optical Court	San Jose	H	3,634	12,
2630 Orchard Parkway	San Jose		2,931	5,
2610 Orchard Parkway	San Jose	J	2,615	5,
55 West Trimble Road	San Jose	J	4,435	8,
2001 Walsh Avenue	Santa Clara	E,I	4,610	3,
2880 Scott Boulevard	Santa Clara	E,H,I	14,501	22,
2890 Scott Boulevard	Santa Clara	E,H,I	3,081	9,
2770-2800 Scott Boulevard	Santa Clara	E,H	7,138	7,
2300 Central Expressway	Santa Clara	E,I	2,390	2,
2220 Central Expressway	Santa Clara	E,I	3,304	3,
2330 Central Expressway	Santa Clara	E	3,673	3,
233 South Hillview Drive	Milpitas	N	3,335	10,
2251 Lawson Lane	Santa Clara	G	1,952	9,
1230 East Arques	Sunnyvale	F	540	2,
1250 East Arques	Sunnyvale	F	1,335	6,
20400 Mariani Avenue	Cupertino	H	1,670	8,
10500 De Anza Blvd	Cupertino	F	7,666	37,
20605-20705 Valley Green Drive	Cupertino	G	3,490	16,
10300 Bubb Road	Cupertino	F	635	3,
10440 Bubb Road	Cupertino		434	2,
10460 Bubb Road	Cupertino	H	994	4,
1135 Kern Avenue	Sunnyvale	F	407	1,
450 National Avenue	Mountain View	F	611	2,
3301 Olcott Street	Santa Clara		1,846	8,
2800 Bayview Avenue	Fremont		1,070	5,
5521 Hellyer Avenue	San Jose		4,534	9,
6850 Santa Teresa Blvd	San Jose		377	1,
6810 Santa Teresa Blvd	San Jose		2,567	5,

76

MISSION WEST PROPERTIES, INC.  
Schedule III  
Real Estate and Accumulated Depreciation and Amortization  
December 31, 2007  
(dollars in thousands)

Total Cost

-----

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Property Name	Land	Buildings and Improvements	Total	Accumulated Depreciation & Amortization
5300-5350 Hellyer Avenue	\$5,742	\$11,442	\$17,184	\$2,181
10401-10411 Bubb Road	633	3,078	3,711	733
45365 Northport Loop	2,447	5,722	8,169	1,047
45738 Northport Loop	891	4,343	5,234	1,034
4050 Starboard Drive	1,329	6,475	7,804	1,540
3501 W. Warren Ave/Fremont	1,866	10,464	12,330	2,916
48800 Milmont Blvd	1,013	4,932	5,945	1,173
4750 Patrick Henry Drive	1,604	8,210	9,814	2,113
3520 Bassett Street	1,104	5,371	6,475	1,276
3530 Bassett Street	849	4,133	4,982	983
5850-5870 Hellyer Avenue	2,787	6,633	9,420	1,530
5750 Hellyer Avenue	3,266	6,481	9,747	882
800 Embedded Way	1,794	-	1,794	-
5500 Hellyer Avenue	4,735	12,524	17,259	2,159
5550 Hellyer Avenue	3,261	3,478	6,739	612
5400 Hellyer Avenue	3,238	5,222	8,460	1,141
5325 Hellyer Avenue	4,684	10,270	14,954	1,836
5345 Hellyer Avenue	4,866	5,822	10,688	1,000
5905-5965 Silver Creek Valley Rd	8,437	17,316	25,753	2,814
5905-5965 Silver Creek Valley Rd	3,438	2,727	6,165	426
5845 Hellyer Avenue	6,090	5,029	11,119	32
855 Embedded Way	3,289	6,589	9,878	1,150
1065-1105 La Avenida Street	46,832	109,340	156,172	23,916
1875 Charleston Road	-	2,615	2,615	330
1750 Automation Parkway	4,789	11,489	16,278	2,441
1756 Automation Parkway	4,378	10,920	15,298	2,110
1762 Automation Parkway	4,804	13,556	18,360	2,468
1768 Automation Parkway	8,195	19,263	27,458	3,423
255 Caspian Drive	3,491	8,818	12,309	1,940
245 Caspian Drive	5,894	-	5,894	-
5970 Optical Court	2,758	8,395	11,153	840
5900 Optical Court	3,634	12,760	16,394	1,804
2630 Orchard Parkway	2,931	5,885	8,816	877
2610 Orchard Parkway	2,615	5,231	7,846	763
55 West Trimble Road	4,435	8,869	13,304	1,294
2001 Walsh Avenue	4,610	3,887	8,497	466
2880 Scott Boulevard	14,501	22,555	37,056	2,689
2890 Scott Boulevard	3,081	9,721	12,802	1,156
2770-2800 Scott Boulevard	7,138	7,245	14,383	860
2300 Central Expressway	2,390	2,459	4,849	295
2220 Central Expressway	3,304	4,243	7,547	636
2330 Central Expressway	3,673	4,609	8,282	604
233 South Hillview Drive	3,335	10,076	13,411	892
2251 Lawson Lane	1,952	9,498	11,450	2,257
1230 East Arques	540	2,667	3,207	666
1250 East Arques	1,335	6,499	7,834	1,544
20400 Mariani Avenue	1,670	8,991	10,661	2,018
10500 De Anza Blvd	7,666	37,304	44,970	8,863
20605-20705 Valley Green Drive	3,490	16,984	20,474	4,037
10300 Bubb Road	635	3,090	3,725	735
10440 Bubb Road	434	2,226	2,660	584
10460 Bubb Road	994	6,117	7,111	1,582
1135 Kern Avenue	407	1,982	2,389	474
450 National Avenue	611	3,045	3,656	733
3301 Olcott Street	1,846	9,021	10,867	2,144
2800 Bayview Avenue	1,070	5,265	6,335	1,298

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

5521 Hellyer Avenue	4,534	9,650	14,184	859
6850 Santa Teresa Blvd	377	2,655	3,032	864
6810 Santa Teresa Blvd	2,567	6,765	9,332	1,477

MISSION WEST PROPERTIES, INC.  
 Schedule III  
 Real Estate and Accumulated Depreciation and Amortization  
 December 31, 2007  
 (dollars in thousands)

Property Name	City	December 31, 2007 Encumbrances	Initial Cost	
			Land	Buildings and Improvements
140-160 Great Oaks Blvd	San Jose		1,402	6,
6541 Via del Oro/6385 San Ignacio	San Jose G		1,039	5,
6311-6351 San Ignacio Avenue	San Jose F		6,247	30,
6320-6360 San Ignacio Avenue	San Jose G		2,616	12,
75 E. Trimble Rd/2610 N. First St	San Jose		3,477	16,
3236 Scott Blvd	Santa Clara F		1,234	6,
1212 Bordeaux Lane	Sunnyvale F		2,250	10,
1325-1810 McCandless Drive	Milpitas G		13,994	66,
1600 Memorex Drive	Santa Clara F		1,221	5,
1688 Richard Avenue	Santa Clara F		1,248	2,
1700 Richard Avenue	Santa Clara F		1,727	4,
Morgan Hill Land	Morgan Hill		25,543	
Morgan Hill Land	Morgan Hill		2,297	
300 Montague Expressway	Milpitas		2,609	2,
337 Trade Zone Boulevard	Milpitas		2,264	2,
324-368 Montague Expressway	Milpitas		2,968	2,
3506-3510 Bassett Street	Santa Clara D		943	4,
3540-3544 Bassett Street	Santa Clara F,D		1,565	7,
3550 Bassett Street	Santa Clara F,D		1,079	5,
3560 Bassett Street	Santa Clara F,D		1,075	5,
3570-3580 Bassett Street	Santa Clara F,D		1,075	5,
Prudential Insurance Company of America Loan	F	112,543		
Northwestern Mutual Life Insurance Company	G	84,959		
Allianz Life Insurance Company	H	140,018		
		\$346,744	\$312,152	\$747,

MISSION WEST PROPERTIES, INC.  
 Schedule III  
 Real Estate and Accumulated Depreciation and Amortization  
 December 31, 2007  
 (dollars in thousands)

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Property Name	Total Cost			Accumulated Depreciation & Amortization
	Land	Buildings and Improvements	Total	
140-160 Great Oaks Blvd	1,402	7,576	8,978	1,975
6541 Via del Oro/6385 San Ignacio	1,039	5,138	6,177	1,240
6311-6351 San Ignacio Avenue	6,247	30,566	36,813	7,372
6320-6360 San Ignacio Avenue	2,616	13,171	15,787	3,207
75 E. Trimble Rd/2610 N. First St	3,477	17,004	20,481	4,109
3236 Scott Blvd	1,234	6,005	7,239	1,428
1212 Bordeaux Lane	2,250	10,948	13,198	2,603
1325-1810 McCandless Drive	13,994	67,668	81,662	16,452
1600 Memorex Drive	1,221	5,951	7,172	1,398
1688 Richard Avenue	1,248	2,919	4,167	697
1700 Richard Avenue	1,727	4,030	5,757	852
Morgan Hill Land	25,543	-	25,543	-
Morgan Hill Land	2,297	-	2,297	-
300 Montague Expressway	2,609	2,499	5,108	42
337 Trade Zone Boulevard	2,264	2,168	4,432	36
324-368 Montague Expressway	2,968	2,843	5,811	47
3506-3510 Bassett Street	943	4,773	5,716	1,191
3540-3544 Bassett Street	1,565	7,811	9,376	1,871
3550 Bassett Street	1,079	5,284	6,363	1,284
3560 Bassett Street	1,075	5,241	6,316	1,253
3570-3580 Bassett Street	1,075	5,233	6,308	1,245
	<u>\$312,152</u>	<u>\$766,784</u>	<u>\$1,078,936</u>	<u>\$156,819</u>

- (A) 16.67% of this property's ownership is held by unaffiliated parties outside the operating partnerships of the Company.
- (B) 25% of this property's ownership is held by unaffiliated parties outside the operating partnerships of the Company.
- (C) 50% of this property's ownership is held by an affiliated party since September 2000.
- (D) Part of the property group referred to as the Triangle Technology Park.
- (E) Part of the property group referred to as the San Tomas Technology Park.
- (F) Encumbered by the \$112,543 Prudential Insurance Company of America loan - full amount of loan shown at the bottom of the schedule.
- (G) Encumbered by the \$84,959 Northwestern Mutual Life Insurance Company loan - full amount of loan shown at the bottom of the schedule.
- (H) Encumbered by the \$140,018 Allianz Life Insurance Company loan - full amount of loan shown at the bottom of the schedule.
- (I) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$18,284. Approximately \$17,410 and \$874 was fully amortized in 2007 and 2005, respectively, and the asset cost and its related accumulated amortization was removed from the accounts.
- (J) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$1,367. The amount was fully amortized in 2004 and the asset cost and its related accumulated amortization was removed from the accounts.
- (K) This property was sold in October 2005. The Company retained 32.5%, or approximately 7.9 acres, of raw land.

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- (L) Depreciation is computed based on the following estimated lives:
1. Building shell and base building tenant improvements of newly acquired properties are being depreciated on a weighted average composite useful life of 40 years.
  2. Real estate intangible assets allocated pursuant to SFAS 141 are being amortized over the remaining life of the underlying leases.
  3. Tenant improvements, furniture and fixtures are being depreciated over their estimated useful lives ranging from 5 to 10 years.
- (M) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$745.
- (N) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$1,374.

MISSION WEST PROPERTIES, INC.  
 Schedule III  
 Real Estate and Accumulated Depreciation and Amortization  
 December 31, 2006  
 (dollars in thousands)

Property Name	City		Initial Cost		
			December 31, 2007 Encumbrances	Land	Buildi and Improve
5300-5350 Hellyer Avenue	San Jose	C	\$9,654	\$5,742	\$11,
10401-10411 Bubb Road	Cupertino	A		633	3,
45365 Northport Loop	Fremont			2,447	5,
45700 Northport Loop	Fremont	F		1,184	5,
45738 Northport Loop	Fremont	F		891	4,
4050 Starboard Drive	Fremont	F		1,329	6,
3501 W. Warren Ave/Fremont Blvd	Fremont			1,866	9,
48800 Milmont Blvd	Fremont			1,013	4,
4750 Patrick Henry Drive	Santa Clara			1,604	7,
3520 Bassett Street	Santa Clara	D		1,104	5,
3530 Bassett Street	Santa Clara	B,D		849	4,
5850-5870 Hellyer Avenue	San Jose			2,787	6,
5750 Hellyer Avenue	San Jose			3,266	3,
800 Embedded Way	San Jose	K		1,794	
5500 Hellyer Avenue	San Jose			4,735	12,
5550 Hellyer Avenue	San Jose			3,261	3,
5400 Hellyer Avenue	San Jose			3,238	5,
5325 Hellyer Avenue	San Jose	H		4,684	10,
5345 Hellyer Avenue	San Jose	H		4,866	5,
5905-5965 Silver Crk Valley Rd	San Jose			8,437	17,
5905-5965 Silver Crk Valley Rd	San Jose			3,438	2,
855 Embedded Way	San Jose			3,289	6,
1065-1105 La Avenida Street	Mt. View			46,832	109,
1875 Charleston Road	Mt. View	M		-	2,
1750 Automation Parkway	San Jose	G		4,789	11,
1756 Automation Parkway	San Jose	G		4,378	10,
1762 Automation Parkway	San Jose	G		4,804	12,
1768 Automation Parkway	San Jose	H		8,195	19,

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

255 Caspian Drive	Sunnyvale		3,491	7,
245 Caspian Drive	Sunnyvale		5,894	
5970 Optical Court	San Jose		2,758	8,
5900 Optical Court	San Jose	H	3,634	12,
2630 Orchard Parkway	San Jose		2,931	5,
2610 Orchard Parkway	San Jose	J	2,615	5,
55 West Trimble Road	San Jose	J	4,435	8,
2001 Walsh Avenue	Santa Clara	E,I	4,610	5,
2880 Scott Boulevard	Santa Clara	E,H,I	14,501	25,
2890 Scott Boulevard	Santa Clara	E,H,I	3,081	10,
2770-2800 Scott Boulevard	Santa Clara	E,H	7,138	7,
2300 Central Expressway	Santa Clara	E,I	2,390	14,
2220 Central Expressway	Santa Clara	E,I	3,304	3,
2330 Central Expressway	Santa Clara	E	3,673	3,
233 South Hillview Drive	Milpitas	N	3,335	10,
2251 Lawson Lane	Santa Clara	G	1,952	9,
1230 East Arques	Sunnyvale	F	540	2,
1250 East Arques	Sunnyvale	F	1,335	6,
20400 Mariani Avenue	Cupertino	H	1,670	8,
10500 De Anza Blvd	Cupertino	F	7,666	37,
20605-20705 Valley Green Dr.	Cupertino	G	3,490	16,
10300 Bubba Road	Cupertino	F	635	3,
10440 Bubba Road	Cupertino		434	2,
10460 Bubba Road	Cupertino	H	994	4,
1135 Kern Avenue	Sunnyvale	F	407	1,
450 National Avenue	Mt. View	F	611	2,
3301 Olcott Street	Santa Clara		1,846	8,
2800 Bayview Avenue	Fremont		1,070	5,
5521 Hellyer Avenue	San Jose		4,534	9,
6850 Santa Teresa Blvd	San Jose		377	1,

78

MISSION WEST PROPERTIES, INC.  
Schedule III  
Real Estate and Accumulated Depreciation and Amortization  
December 31, 2006  
(dollars in thousands)

Property Name	Total Cost			Accumulated Depreciation & Amortization
	Land	Buildings and Improvements	Total	
5300-5350 Hellyer Avenue	\$5,742	\$11,442	\$17,184	\$1,895
10401-10411 Bubba Road	633	3,078	3,711	656
45365 Northport Loop	2,447	5,722	8,169	904
45700 Northport Loop	1,184	5,767	6,951	1,226
45738 Northport Loop	891	4,343	5,234	926
4050 Starboard Drive	1,329	6,475	7,804	1,378
3501 W. Warren Ave/Fremont	1,866	10,295	12,161	2,424
48800 Milmont Blvd	1,013	4,932	5,945	1,049
4750 Patrick Henry Drive	1,604	8,210	9,814	1,836
3520 Bassett Street	1,104	5,371	6,475	1,142
3530 Bassett Street	849	4,133	4,982	880

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

5850-5870 Hellyer Avenue	2,787	6,611	9,398	1,346
5750 Hellyer Avenue	3,266	5,809	9,075	454
800 Embedded Way	1,794	-	1,794	-
5500 Hellyer Avenue	4,735	12,523	17,258	1,857
5550 Hellyer Avenue	3,261	3,478	6,739	515
5400 Hellyer Avenue	3,238	5,222	8,460	996
5325 Hellyer Avenue	4,684	10,270	14,954	1,581
5345 Hellyer Avenue	4,866	5,822	10,688	848
5905-5965 Silver Crk Valley Rd	8,437	17,316	25,753	2,381
5905-5965 Silver Crk Valley Rd	3,438	2,727	6,165	358
855 Embedded Way	3,289	6,589	9,878	977
1065-1105 La Avenida Street	46,832	109,340	156,172	21,182
1875 Charleston Road	-	2,615	2,615	141
1750 Automation Parkway	4,789	11,489	16,278	2,154
1756 Automation Parkway	4,378	10,231	14,609	1,803
1762 Automation Parkway	4,804	12,244	17,048	2,083
1768 Automation Parkway	8,195	19,144	27,339	2,923
255 Caspian Drive	3,491	8,818	12,309	1,637
245 Caspian Drive	5,894	-	5,894	-
5970 Optical Court	2,758	8,395	11,153	630
5900 Optical Court	3,634	12,760	16,394	1,475
2630 Orchard Parkway	2,931	5,885	8,816	731
2610 Orchard Parkway	2,615	5,231	7,846	632
55 West Trimble Road	4,435	8,869	13,304	1,072
2001 Walsh Avenue	4,610	5,245	9,855	1,488
2880 Scott Boulevard	14,501	25,501	40,002	4,416
2890 Scott Boulevard	3,081	10,844	13,925	1,516
2770-2800 Scott Boulevard	7,138	7,245	14,383	676
2300 Central Expressway	2,390	14,418	16,808	7,800
2220 Central Expressway	3,304	4,243	7,547	433
2330 Central Expressway	3,673	4,609	8,282	409
233 South Hillview Drive	3,335	10,076	13,411	403
2251 Lawson Lane	1,952	9,498	11,450	2,020
1230 East Arques	540	2,667	3,207	595
1250 East Arques	1,335	6,499	7,834	1,382
20400 Mariani Avenue	1,670	8,125	9,795	1,729
10500 De Anza Blvd	7,666	37,304	44,970	7,931
20605-20705 Valley Green Dr.	3,490	16,984	20,474	3,613
10300 Bubb Road	635	3,090	3,725	658
10440 Bubb Road	434	2,214	2,648	514
10460 Bubb Road	994	6,090	7,084	1,412
1135 Kern Avenue	407	1,982	2,389	424
450 National Avenue	611	3,045	3,656	644
3301 Olcott Street	1,846	9,021	10,867	1,912
2800 Bayview Avenue	1,070	5,265	6,335	1,168
5521 Hellyer Avenue	4,534	9,650	14,184	556
6850 Santa Teresa Blvd	377	2,655	3,032	753

MISSION WEST PROPERTIES, INC.

Schedule III

Real Estate and Accumulated Depreciation and Amortization

December 31, 2006

(dollars in thousands)

December 31,

Buildi

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Property Name	City		2007		and
			Encumbrances	Land	
6810 Santa Teresa Blvd	San Jose			2,567	5,
140-160 Great Oaks Blvd.	San Jose			1,402	6,
6541 Via del Oro/6385 San Ig.	San Jose	G		1,039	5,
6311-6351 San Ignacio Ave.	San Jose	F		6,247	30,
6320-6360 San Ignacio Ave.	San Jose	G		2,616	12,
75 E. Trimble Rd/2610 N. 1st	San Jose			3,477	16,
1170 Morse Avenue	Sunnyvale	F		658	3,
3236 Scott Blvd	Santa Clara	F		1,234	6,
1212 Bordeaux Lane	Sunnyvale	F		2,250	10,
1325-1810 McCandless Drive	Milpitas	G		13,994	66,
1600 Memorex Drive	Santa Clara	F		1,221	5,
1688 Richard Avenue	Santa Clara	F		1,248	2,
1700 Richard Avenue	Santa Clara	F		1,727	4,
3506-3510 Bassett Street	Santa Clara	D		943	4,
3540-3544 Bassett Street	Santa Clara	F,D		1,565	7,
3550 Bassett Street	Santa Clara	F,D		1,079	5,
3560 Bassett Street	Santa Clara	F,D		1,075	5,
3570-3580 Bassett Street	Santa Clara	F,D		1,075	5,
Prudential Ins. Co. of America	F		114,994		
Northwestern Mutual Life Insurance Co.	G		88,411		
Allianz Life Insurance Company	H		144,696		
			\$357,755	\$272,223	\$761,

79

MISSION WEST PROPERTIES, INC.  
Schedule III  
Real Estate and Accumulated Depreciation and Amortization  
December 31, 2006  
(dollars in thousands)

Property Name	Total Cost			Accumulated Depreciation & Amortization
	Land	Buildings and Improvements	Total	
6810 Santa Teresa Blvd	2,567	6,225	8,792	1,234
140-160 Great Oaks Blvd.	1,402	7,576	8,978	1,744
6541 Via del Oro/6385 San Ig.	1,039	5,129	6,168	1,100
6311-6351 San Ignacio Ave.	6,247	30,566	36,813	6,592
6320-6360 San Ignacio Ave.	2,616	13,171	15,787	2,865
75 E. Trimble Rd/2610 N. 1st	3,477	17,004	20,481	3,677
1170 Morse Avenue	658	3,201	3,859	682
3236 Scott Blvd	1,234	6,005	7,239	1,278
1212 Bordeaux Lane	2,250	10,948	13,198	2,330
1325-1810 McCandless Drive	13,994	67,633	81,627	14,671
1600 Memorex Drive	1,221	5,951	7,172	1,250
1688 Richard Avenue	1,248	2,919	4,167	624
1700 Richard Avenue	1,727	4,030	5,757	751
3506-3510 Bassett Street	943	4,773	5,716	1,062



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

3540-3544 Bassett Street	1,565	7,810	9,375	1,671
3550 Bassett Street	1,079	5,284	6,363	1,148
3560 Bassett Street	1,075	5,241	6,316	1,121
3570-3580 Bassett Street	1,075	5,233	6,308	1,115

-----	-----	-----	-----
\$272,223	\$776,125	\$1,048,348	\$149,459
=====	=====	=====	=====

- (A) 16.67% of this property's ownership is held by unaffiliated parties outside the operating partnerships of the Company.
- (B) 25% of this property's ownership is held by unaffiliated parties outside the operating partnerships of the Company.
- (C) 50% of this property's ownership is held by an affiliated party since September 2000.
- (D) Part of the property group referred to as the Triangle Technology Park.
- (E) Part of the property group referred to as the San Tomas Technology Park.
- (F) Encumbered by the \$114,994 Prudential Insurance Company of America loan - full amount of loan shown at the bottom of the schedule.
- (G) Encumbered by the \$88,411 Northwestern Mutual Life Insurance Company loan - full amount of loan shown at the bottom of the schedule.
- (H) Encumbered by the \$144,696 Allianz Life Insurance Company loan - full amount of loan shown at the bottom of the schedule.
- (I) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$18,284. Approximately \$874 was fully amortized in 2005 and the asset cost and its related accumulated amortization was removed from the accounts.
- (J) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$1,367. The amount was fully amortized in 2004 and the asset cost and its related accumulated amortization was removed from the accounts.
- (K) This property was sold in October 2005. The Company retained 32.5%, or approximately 7.9 acres, of raw land.
- (L) Depreciation is computed based on the following estimated lives
  - 1. Building shell and base building tenant improvements of newly acquired properties are being depreciated on a weighted average composite useful life of 40 years.
  - 2. Real estate intangible assets allocated pursuant to SFAS 141 are being amortized over the remaining life of the underlying leases.
  - 3. Tenant improvements, furniture and fixtures are being depreciated over their estimated useful lives ranging from 5 to 10 years.
- (M) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$745.
- (N) Purchase price allocated to real estate related intangible assets pursuant to SFAS 141 amounted to \$1,374.

MISSION WEST PROPERTIES, INC.  
 NOTE TO SCHEDULE III  
 December 31, 2007 and 2006  
 (dollars in thousands)

- 1. Reconciliation of real estate and accumulated depreciation and amortization:

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

	2007
Real estate investments:	
Balance at beginning of year	\$1,048,34
Additions	58,97
Dispositions	(10,97)
Reclassification	(17,41)
Balance at end of year	\$1,078,93
Accumulated depreciation and amortization:	
Balance at beginning of year	\$149,45
Additions	26,82
Dispositions	(2,05)
Reclassification	(17,41)
Balance at end of year	\$156,81
Net investments in real estate	\$922,11

80

ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

None.

ITEM 9A. CONTROLS AND PROCEDURES

(a) Evaluation of Disclosure Controls and Procedures

As required by SEC Rule 13a-15(b) we conducted an evaluation, under the supervision and with the participation of our management, including our Chief Executive Officer, President and Vice President of Finance, of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15(f) or Rule 15d-15(f) of the Securities Exchange Act of 1934). Based upon that evaluation, the Chief Executive Officer, President and Vice President of Finance concluded that as of December 31, 2007 our disclosure controls and procedures were effective such that the information required to be disclosed in our reports filed with the Securities and Exchange Commission is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms such information is accumulated and communicated to our management, including our Chief Executive Officer, President and Vice President of Finance, as appropriate, to allow for timely decisions regarding required disclosure.

(b) Management's Report on Internal Control over Financial Reporting

Management of Mission West Properties, Inc. is responsible for establishing and maintaining adequate internal control over financial reporting as defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934. Management assessed the effectiveness of Mission West Properties, Inc.'s internal control over financial reporting as of December 31, 2007. Management

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

based this assessment on the criteria for effective internal control over financial reporting established in Internal Control - Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Management's assessment included an evaluation of the design of Mission West Properties, Inc.'s internal control over financial reporting and testing of the operational effectiveness of its internal control over financial reporting. Management reviewed the results of its assessment with the Audit Committee of the Board of Directors. Based on this assessment, management determined that Mission West Properties, Inc. maintained effective internal control over financial reporting as of December 31, 2007.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect the possibility of human error, misstatements and the circumvention or overriding of controls. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Burr, Pilger & Mayer, LLP, our independent registered public accounting firm, has audited our consolidated financial statements included in this Annual Report on Form 10-K and has issued a report on the effectiveness of our internal control over financial reporting.

### (c) Changes in Internal Control over Financial Reporting

There was no change in our internal control over financial reporting during the fourth fiscal quarter of 2007 that has materially affected, or is reasonably likely to material affect, our internal control over financial reporting.

## ITEM 9B. OTHER INFORMATION

As of December 31, 2007, we have ceased all efforts previously interested to effect an acquisition of the Company with all previously interested parties.

81

## PART III

### ITEM 10. DIRECTORS AND EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE

The information required by Item 10 is incorporated by reference from the sections titled "Management - Directors and Executive Officers," "Corporate Governance" and "Code of Ethics" and "Section 16(a) Beneficial Ownership Reporting Compliance" in the Company's definitive proxy statement for its 2008 annual stockholders' meeting.

### ITEM 11. EXECUTIVE COMPENSATION

The information required by Item 11 is incorporated by reference from the section titled "Executive Compensation" in the Company's definitive proxy statement for its 2008 annual stockholders' meeting, excluding, however, the sections titled "Executive Compensation - Performance Graph" and "Executive Compensation - Report on Executive Compensation by the Compensation Committee of the Board of Directors," none of which are incorporated by reference in response to this item.

### ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS

The information required by Item 12 is incorporated by reference from the

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

sections titled "Share Ownership" and "Securities Authorized for Issuance Under Equity Compensation Plans" in the Company's definitive proxy statement for its 2008 annual stockholders' meeting.

### ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE

The information required by Item 13 is incorporated by reference from the sections titled "Certain Relationships and Related Transactions" and "Corporate Governance" in the Company's definitive proxy statement for its 2008 annual stockholders' meeting.

### ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES

The information required by Item 14 is incorporated by reference from the sections titled "Principal Accountant Fees and Services" in the Company's definitive proxy statement for its 2008 annual stockholders' meeting.

82

## PART IV

### ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES

(a) The following documents are filed as part of this report:

1. The consolidated financial statements are set forth in Item 8 of this Annual Report on Form 10-K.

The following financial statement schedules should be read in conjunction with the consolidated financial statements included in Item 8 of this Annual Report on Form 10-K.

2. Schedule III - Real Estate and Accumulated Depreciation and Amortization as of December 31, 2007 and 2006, which can be found on pages 76 and 78, respectively.
3. The exhibits listed on the Exhibit Index either are filed with this Annual Report on Form 10-K or have been filed previously with the SEC and are incorporated by reference to those prior filings.

(b) The exhibits required by Item 601 of Regulation S-K, including each management contract or compensatory plan or arrangement required to be filed as an exhibit to this form are listed under Item 15(a)(3).

83

## SIGNATURES

Pursuant to the requirements of the Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

MISSION WEST PROPERTIES, INC.

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

Date: March 13, 2008

By: /s/ Carl E. Berg

-----  
 Carl E. Berg  
 Chief Executive Officer  
 (Principal Executive Officer)

Date: March 13, 2008

By: /s/ Wayne N. Pham

-----  
 Wayne N. Pham  
 Vice President of Finance and Controller  
 (Principal Financial and Accounting  
 Officer)

-----  
 KNOW ALL PERSONS BY THESE PRESENTS, that each person whose signature appears below constitutes and appoints Carl E. Berg his true and lawful attorney-in-fact with the power of substitution, to sign any amendments to this Report on Form 10-K and to file the same, with exhibits thereto and other documents in connection therewith, with the Securities and Exchange Commission, hereby ratifying and confirming all that each of said attorney-in-fact, or his or her substitute, may do or choose to be done by virtue hereof.

Pursuant to the requirements of the Securities Exchange Act of 1934, this Report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

Signature -----	Title -----	Date ----
/s/ Carl E. Berg ----- Carl E. Berg	Chairman of the Board, Chief Executive Officer and Director	March 1
/s/ John C. Bolger ----- John C. Bolger	Director	March 1
/s/ William A. Hasler ----- William A. Hasler	Director	March 1
/s/ Lawrence B. Helzel ----- Lawrence B. Helzel	Director	March 1
/s/ Raymond V. Marino ----- Raymond V. Marino	President, Chief Operating Officer and Director	March 1

Exhibits required by Item 601 of Regulation S-K.

EXHIBIT INDEX

3.2.1	Articles of Amendment and Restatement of Mission West Properties, Inc.(1)
3.2.2	Restated Bylaws of Mission West Properties, Inc.(1)
10.1.1	Amended and Restated Agreement of Limited Partnership of Mission West Prop
10.1.2	Amended and Restated Agreement of Limited Partnership of Mission West Prop
10.1.3	Amended and Restated Agreement of Limited Partnership of Mission West Prop
10.1.4	Amended and Restated Agreement of Limited Partnership of Mission West Prop
10.2	Exchange Rights Agreement between Mission West Properties and the Limited
10.3.1*	1997 Stock Option Plan(3)
10.3.2*	Form of Incentive Stock Option Agreement(1)
10.3.3*	Form of Non-statutory Stock Option Agreement(1)
10.3.4*	Form of Directors Stock Option Agreement(1)
10.4.1	Acquisition Agreement, dated as of May 14, 1998, among Mission West Proper
	and the Berg Group (as defined therein)(1)
10.4.2	Amendment of Acquisition Agreement, dated as of July 1, 1998(1)
10.4.3	Form of Partnership Interest Purchase Demand Note (1)
10.5.1	Stock Purchase Agreement dated as of May 4, 1998, between Mission West Pro
	Common Stock in a private placement of 5,800,000 shares and Subscription A
10.5.2	Stock Purchase Agreement dated as of May 4, 1998 between Mission West Prop
	Common Stock in a private placement of 695,058 shares and Subscription Agr
10.5.3	Form of Registration Rights Agreement for purchasers, who acquired shares
	May 4, 1998 Stock Purchase Agreements (2b)
10.6	Pending Projects Acquisition Agreement among Mission West Properties, the
	Berg Group(2a)
10.7	Berg Land Holdings Option Agreement between Mission West Properties and ce
10.8	Berg & Berg Enterprises, Inc. Sublease Agreement(1)
10.9	Not in use
10.10	Not in use
10.11	Not in use
10.12	Lease Agreement with Apple Computer, Inc.(4a)
10.13	Not in use
10.14	Lease Agreement with Amdahl Corporation(4b)
10.15	Prudential Promissory Note(5)
10.16	Prudential Deed of Trust(5)
10.17	Prudential Certificate Regarding Distribution(5)
10.18	Prudential Guaranty(5)
10.19	Waiver Agreement(6)
10.20	Ownership Limit Exemption Agreement dated December 29, 1998 between Missio
	Paul McCarthy(7)
10.21	Lease Agreement with Microsoft Corporation, dated July 25, 1998(8)
10.21.1	Lease Agreement with Microsoft Corporation, dated December 23, 2004(8a)
10.22	Contribution Agreement(8)
10.23	Not in use
10.24	Not in use
10.25	Not in use
10.26	Supplemental Agreement among Mission West Properties, Inc., Carl E. Berg a
10.27	Berg Group Revolving Credit - \$100,000,000 Secured Promissory Note(10) (Te
10.27.1	Third Amendment to Berg Group \$100,000,000 Revolving Line of Credit(11) (T
10.28	Berg Group Deed of Trust Securing Revolving Promissory Note(12)
10.29	Not in use
10.29.1	Not in use
10.29.2	Not in use

Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

10.29.3 Not in use

85

10.30 Mission West Properties, LP Continuing Guaranty(13)  
 10.31 Mission West Properties, LP II Continuing Guaranty(13)  
 10.32 Mission West Properties, L.P. Promissory Note to Northwestern Mutual Life  
 10.33 Mission West Properties, L.P. I Promissory Note to Northwestern Mutual Life  
 10.34 Mission West Properties, L.P. II Promissory Note to Northwestern Mutual Life  
 10.35 Mission West Properties, L.P. Deed of Trust and Security Agreement (First  
 10.36 Mission West Properties, L.P. Deed of Trust and Security Agreement (Second  
 10.37 Mission West Properties, L.P. I Deed of Trust and Security Agreement (Firs  
 10.38 Mission West Properties, L.P. I Deed of Trust and Security Agreement (Seco  
 10.39 Mission West Properties, L.P. II Deed of Trust and Security Agreement (Fir  
 10.40 Mission West Properties, L.P. II Deed of Trust and Security Agreement (Sec  
 10.41 Mission West Properties, L.P. Absolute Assignment of Leases and Rents (Fir  
 10.42 Mission West Properties, L.P. I Absolute Assignment of Leases and Rents (F  
 10.43 Mission West Properties, L.P. II Absolute Assignment of Leases and Rents (  
 10.44 Not in use  
 10.45 Not in use  
 10.45.1 Not in use  
 10.45.2 Not in use  
 10.45.3 Not in use  
 10.45.4 Not in use  
 10.46\* 2004 Equity Incentive Plan(1(4))  
 10.47 Allianz Loan Secured Installment Note(1(5))  
 10.48 Allianz Loan Deed of Trust, Security Agreement, Fixture Filing with Absolu  
 10.49 Allianz Loan Limited Guaranty(1(5))  
 10.50\* Form of Non-statutory Stock Option Agreement with Dividend Rights under 20  
 10.51 Allianz Loan II Secured Installment Note(1(6))  
 10.52 Allianz Loan II Deed of Trust, Security Agreement, Fixture Filing with Abs  
 10.53 Allianz Loan II Limited Guaranty(1(6))  
 10.54 Allianz Loan II Loan Modification Agreement(1(6))  
 21.1 Subsidiaries of the Registrant (17)  
 23.1 Consent of Independent Registered Public Accounting Firm  
 23.2 Consent of Independent Registered Public Accounting Firm  
 24.1 Powers of Attorney (included on the signature page hereto)  
 31.1 Certification of Chief Executive Officer pursuant to Rule 13a-14(a)  
 31.2 Certification of Chief Operating Officer pursuant to Rule 13a-14(a)  
 31.3 Certification of Chief Financial Officer pursuant to Rule 13a-14(a)  
 32.1 Certificate Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

\*Management contract or compensatory plan or arrangement

- (1) Incorporated herein by reference to the same-numbered exhibit to the Company's Registration Statement on Form S-4/A filed on July 20, 1998 and declared effective on November 23, 1998.
- (2a) Incorporated herein by reference to the same-numbered exhibit to the Company's Post-effective Amendment No. 1 to Registration Statement on Form S-4 filed on Form S-3 on February 11, 1999 (Commission File No. 333-52835-99).
- (2b) Incorporated herein by reference to Exhibit 10.8 to the Company's Post-effective Amendment No. 1 to Registration Statement on Form S-4 filed on Form S-3 on February 11, 1999 (Commission File No. 333-52835-99).
- (3) Incorporated herein by reference to Exhibit E to the Company's Schedule 14A Proxy Statement filed with the Securities and Exchange Commission on October 21, 1997.
- (4a) Incorporated herein by reference to Exhibit 10.15 to the Company's Registration Statement on Form S-4/A filed on June 17, 1998 and declared effective on November 23, 1998.

## Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

- (4b) Incorporated herein by reference to Exhibit 10.17 to the Company's Registration Statement on Form S-4/A filed on June 17, 1998 and declared effective on November 23, 1998.
- (5) Incorporated herein by reference to the same-numbered exhibit to the Company's Registration Statement on Form S-4/A filed on October 27, 1998 and declared effective on November 23, 1998.

86

- (6) Incorporated herein by reference to the same-numbered exhibit to the Registration Statement on Form S-4/A filed on November 16, 1998 and declared effective on November 23, 1998.
- (7) Incorporated herein by reference to the same numbered exhibit to the annual report on Form 10-K for 1998 filed on March 31, 1999.
- (8) Incorporated herein by reference to the same-numbered exhibit to current report on Form 8-K filed on May 14, 1999 (Commission File No. 000-25235).
- (8a) Incorporated herein by reference to the same-numbered exhibit to the quarterly report on Form 10-Q filed on May 10, 2005.
- (9) Incorporated herein by reference to the same-numbered exhibit to the Registration Statement on Form S-11/A filed on June 15, 1999 (Commission File No. 333-80203).
- (10) Incorporated herein by reference to the same-numbered exhibit to the quarterly report on Form 10-Q filed on November 13, 2001.
- (11) Incorporated herein by reference to the same-numbered exhibit to the quarterly report on Form 10-Q filed on August 12, 2003.
- (12) Incorporated herein by reference to the same numbered exhibit to the annual report on Form 10-K for 1999 filed on March 30, 2000.
- (13) Incorporated herein by reference to the same-numbered exhibit to the annual report on Form 10-K for 2002 filed on March 27, 2003.
- (14) Incorporated herein by reference to Appendix II to the Company's Schedule 14A Proxy Statement filed with the Securities and Exchange Commission on October 22, 2004.
- (15) Incorporated herein by reference to the same-numbered exhibit to the quarterly report on Form 10-Q filed on May 10, 2005.
- (16) Incorporated herein by reference to the same-numbered exhibit to the quarterly report on Form 10-Q filed on August 9, 2005.
- (17) Incorporated herein by reference to the same-numbered exhibit to the annual report on Form 10-K for 1998 filed on March 31, 1999.

87

EXHIBIT 23.1

CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Board of Directors and Stockholders  
Mission West Properties, Inc.  
Cupertino, California



Edgar Filing: MISSION WEST PROPERTIES INC - Form 10-K

We hereby consent to the incorporation by reference in the Registration Statement on Form S-3, SEC Nos. 333-133335 and 333-52835-99, and Form S-8, SEC File Nos. 333-80369 and 333-123466 of Mission West Properties, Inc. of our reports dated March 12, 2008, relating to the consolidated financial statements and the effectiveness of Mission West Properties, Inc.'s internal control over financial reporting, which appear in this Annual Report on Form 10-K. We also consent to the incorporation by reference of our report dated March 12, 2008 relating to the financial statement schedule which appear in this Form 10-K.

\S\ Burr, Pilger & Mayer, LLP

San Francisco, California  
March 12, 2008

88

EXHIBIT 23.2

CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Board of Directors and Stockholders  
Mission West Properties, Inc.  
Cupertino, California

We hereby consent to the incorporation by reference in the Registration Statements on Form S-3 (No.'s 333-133335 and 333-52835-99) and Form S-8 (No.'s 333-80369 and 333-123466) of Mission West Properties, Inc. of our report dated February 3, 2006, relating to the consolidated financial statements, which appears in this Form 10-K.

\S\ BDO Seidman, LLP

San Francisco, California  
March 12, 2008

89