

**MINUTES OF THE MEETING
OF THE
BOARD OF DIRECTORS
OF
PHOENIX BIOINFORMATICS CORPORATION**

A meeting of the Board of Directors (BOD) of Phoenix Bioinformatics Corporation was held September 14, 2018 at 9 am, Pacific Time, by conference call, upon notice duly given. The following directors, constituting a quorum for the transaction of business, were present via conference call from the start of the meeting: Susan Au, Jonathan Dugan, Anne Haake, Eva Huala, Sam Mankiewicz, Mary Margaret Sprinkle, and Todd Vision. New board member Maliaca Oxnam joined the call at 9:21 am. Tanya Berardini, Connie Ng, and Trilok Prithvi were present at the invitation of the board. Jonathan Dugan chaired the meeting, and Tanya Berardini, as the Secretary of the Corporation, acted as secretary of the meeting.

The Chair called the meeting to order at 9:06 am. The directors proceeded to the first order of business.

Approval of Previous Meeting's Minutes

The first item of business was approval of the minutes of the Board meeting held on June 8, 2018. The meeting minutes were approved unanimously and the Secretary was directed to certify the minutes and have the minutes, so certified, inserted in the corporation's minute book.

Updates on Partner Program and PhyloGenes project

Eva Huala updated the board on progress in integrating two new partners under the Phoenix umbrella, both from the technical and sales/marketing perspectives. Both new partners are expected to begin bringing in revenue for themselves and Phoenix in 2019. Several potential partners are in development and will allow Phoenix to explore different pricing strategies and sustainability solutions other than subscription.

The PhyloGenes project is well underway with multiple user feedback sessions both on location at the Phoenix offices, UC Davis, and two summer plant meetings (ICAR and ASPB) providing essential input into the development process. The collaboration with USC is proceeding smoothly. A public release with basic functionality is planned for early 2019.

Draft 2019 Budget

Eva Huala presented Phoenix Bioinformatics' draft budget for 2019. The presentation included a review of the 2018 finances from January to June and an explanation of how Phoenix is incorporating recommendations from the audit earlier this year into future planning. The recommendations included a change in the recognition of grant funding, the capitalization of software assets, capitalization of equipment costing more than \$2000, and the subsequent depreciation of both types of assets. Several opportunities that were not included in the budget due to their uncertainty were also discussed. Feedback from this meeting as well as additional financial numbers from the second half of 2018 will be incorporated into the

final 2019 budget that will be voted on during the December 2018 meeting. To facilitate budget review in preparation for the December vote, the board requested a recasting of the 5-year budget to reflect the revised reporting changes and updated projections.

Next Meeting

The Board was reminded that the next Board of Directors conference call would be on December 14, 2018, at 9-11 am Pacific Standard Time.

The next in-person Board meeting will be on March 11 and 12, 2019, at the Phoenix offices in Fremont, CA.

Adjournment

There being no further business to come before the board, the meeting was adjourned at 10:34 am, Pacific time.

Respectfully submitted,

Tanya Z. Berardini, Secretary

Minutes approved during Board meeting on December 14, 2018.