

PROCESS FOR PROJECTS WITH DIRECT COMMERCIAL OUTPUTS

PlantBio has defined the following process to uniformly handle proposals that are submitted. Proposals may be submitted as Business Plans which will skip steps 1-7 but will still require Step 2.

A. Preproposal Phase

1. PlantBio receives pre-proposal.
2. PIC reviews the pre-proposal and completes a PlantBio Report Sheet.
3. PIC conducts a comprehensive evaluation and discussion
4. Feedback on status of pre-proposals and on rebuilding of the application is sent to the Entrepreneurial Team
5. Summary of key issues and recommendations are presented by PIC to Board members
6. PlantBio seeks approval by Board for completion of Business Plan
7. Feedback is communicated to Entrepreneurial Team

B. Business Plan Phase

8. PlantBio receives Business Plan
9. PIC conducts a comprehensive review and PlantBio compiles the list of comments.
10. PIC reaches an Initial Decision
11. PlantBio lists the main criteria of the proposal.
12. PlantBio develops a list of deal breaking issues
13. PlantBio Team holds a meeting to compare notes and discuss the project
14. Presentation by Entrepreneurial Team to PlantBio Team
15. PlantBio develops a list of key issues
16. PlantBio compiles the Investment Proposal
17. PlantBio Team holds a meeting to compare notes and discuss the project
18. PlantBio conducts Due Diligence on:
 - a. Management
 - b. Technology/IP
 - c. Strategic Issues
 - d. Financial Feasibility
 - e. Legal
 - f. Other

C. Final Negotiation Phase

19. PlantBio finalizes Investment Proposal with terms and remaining due diligence items
20. PlantBio compiles the Term Sheet and secures funding exclusivity
21. PlantBio seeks approval from Board
22. PlantBio completes final Due Diligence items that have cost implications

23. Entrepreneurs fulfill Conditions Precedent and complete a first 100 day plan; PlantBio compiles a list of Suspensive Conditions for agreements

D. Legal Documentation Phase

24. Legal Firm is contracted to draw up Agreements and Contracts with Entrepreneurs and PlantBio
25. Approval of Agreements and Contracts by ALL Board Members
26. Signing of Agreements and Contracts by Entrepreneurs and 2 Board Members
27. Letter (from PlantBio or Legal Firm) to Entrepreneurs noting that Suspensive Conditions have been fulfilled.
28. PlantBio Closes the Deal and Transfers the Funds

E. Monitoring Phase

29. After the transfer of funds has been done, the project goes into a monitoring and evaluation phase until its conclusion. Milestones used to define the project performance and scientific, IP and/or financial deliverables are carefully monitored and evaluated according to the Terms of Investment and Legal Documentation.