

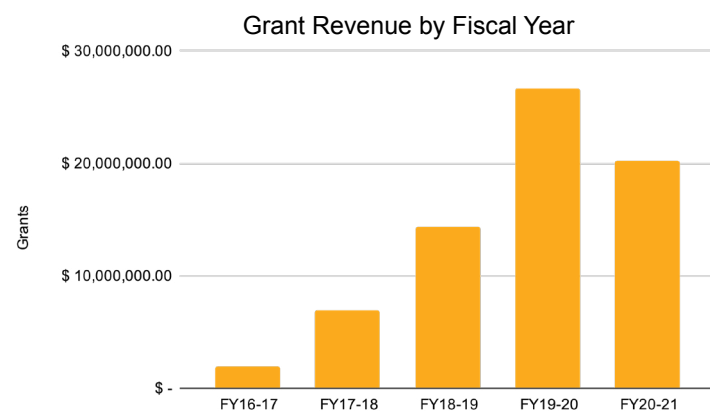
FINANCE

QBI FINANCIAL SUMMARY

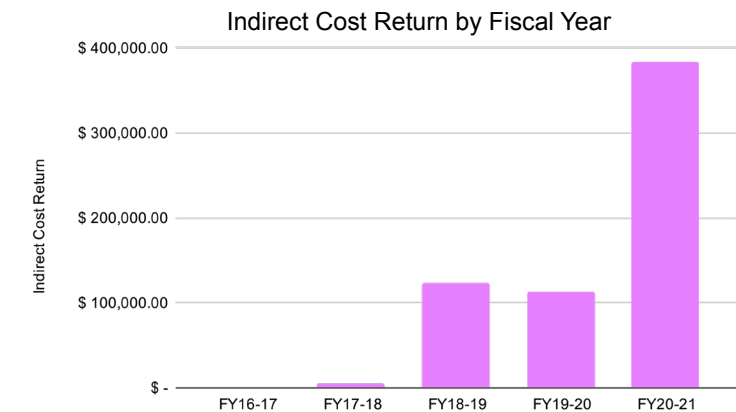
The Quantitative Biosciences Institute has a diverse portfolio of funding sources including federal and industry grants, gifts and sponsorships, chancellor's startup funding and campus funding sources. Refer to the table at the end of this section for a detailed financial report.

Operational Funding – Annual funding from QB3 of \$1.3M support administrative salaries and general infrastructure costs, symposiums and events, travel to establish worldwide partnerships and RFAs for our Bold & Basic program and partnerships with the Curie Institute, Freie Universität Berlin and Tel Aviv University.

Grants – Since obtaining our first grant, the Cancer Cell Mapping Initiative (CCMI) in FY16-17, grant revenue has steadily increased. We have grown from \$1.9M in grant funding in that year to \$26.7M in FY19-20. Our current portfolio includes grants for CCMI, the HIV Accessory & Regulatory Complexes (HARC), Psychiatric Cell Mapping Initiative (PCMI), Host-Pathogen Mapping Initiative (HPMI) from the NIH and multiple projects with DARPA and Roche. Thus far in FY20-21, we have been awarded \$20.2M in funding and have two new center grant proposals under review.



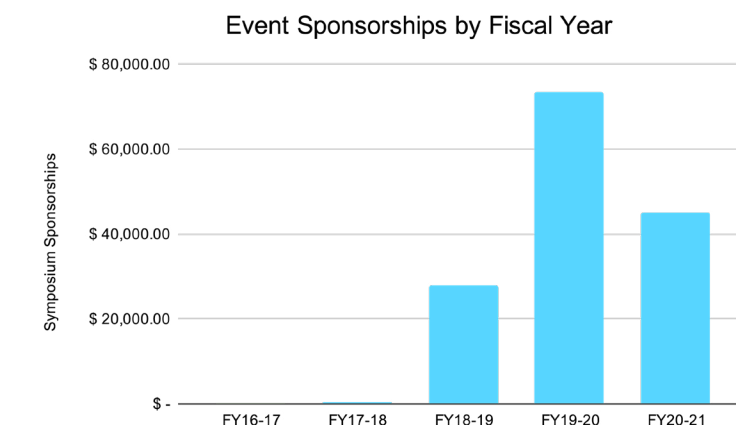
Indirect Cost Return – With the rapid succession of new grants, our Indirect Cost Return has grown. Annual funding has grown to \$384K over the five year span which is used to support administrative salaries for our Finance and HR team. QBI retains Indirect Cost Return for all School of Pharmacy labs as well as DARPA projects but has not been able to receive indirects for School of Medicine labs with our CCMI, HARC, HPMI and PCMI grants. School of Medicine labs received the equivalent of \$201K in FY20-21 from grants sourced through QBI.



General Gifts (non-COVID) – QBI has received periodic general donations from benefactors whose health benefited from discoveries made through our research. These donations began in FY17-18 and have totaled \$60K to date.

QCRG-Specific Gifts – With the establishment of the QBI Coronavirus Research Group (QCRG), we have been able to raise significant funding to support the COVID-19 research across 31 labs at UCSF and beyond. From March to October 2020, we have raised over \$6M, of which almost \$2M has been allocated or spent through direct lab expenditure, direct infusions of funds to participating labs, media consulting and the hiring of a QCRG Science Project Manager.

Event Sponsorships – QBI has obtained significant sponsorships from organizations in support of our many symposiums and events. Sponsorships have grown from \$500 in FY17-18 to \$28K in FY18-19 and \$73.5K in FY19-20. As of October 2020, we have already obtained commitments for \$45K in sponsorships for FY20-21.



School of Pharmacy Administrative Startup – QBI received administrative startup support from the School of Pharmacy to establish a strong administrative and financial team for the ORU. This began with 10% FTE support from the SOP’s Assistant CFO in FY16-17 and FY17-18. During fall FY17-18, 25% FTE was provided for a part-time financial analyst. This led to the hiring of a full time CFO in September 2018, who was supported 100% in the first year and 75% in the second year. Additional support was provided at 25% for an Administrative Officer in FY18-19 and 25% of a Post-Award Analyst from October 2019 to August 2020. In total, the School of Pharmacy has provided \$443K in support for QBI.

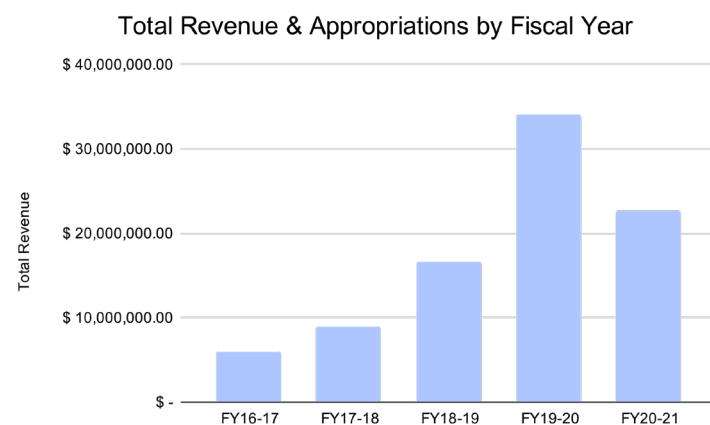
Operation Startup – We received \$1M in operational startup from the Chancellor in FY16-17 which we have used for our Women’s Empowerment Fellowship, website development, media and events and general infrastructure costs.

Equipment Startup – We received an initial infusion of \$1.75M for mass spectrometry equipment from the Chancellor’s Office in FY16-17 along with an additional infusion of \$514K in FY18-19. This funding has allowed us to purchase several mass spectrometry machines and support for associated maintenance agreements.

Non-Sponsored Programmatic Funds – QBI has received funding from the Chancellor’s Office and other units to support specific initiatives. For the Cancer Cell Mapping Initiative, we have received funding from the Chancellor at \$50K per year for five years of CSBC Pilot Projects and \$350K for five years of CSBT Fellowships. For the Psychiatric Cell Mapping Initiative, we received \$200K from the Department of Psychiatry in startup funding in FY17-18 which led to the funding of a U01.

ANNUAL REVENUE & APPROPRIATIONS

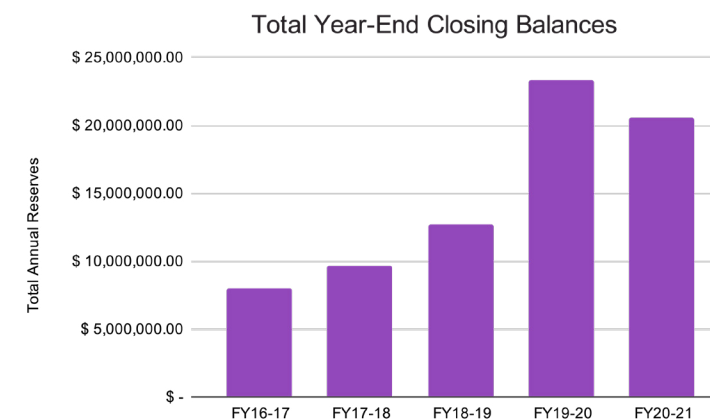
QBI’s revenue and appropriations have grown significantly since its inception. After receiving \$6M in FY16-17, we received \$8.9M in FY17-18, and nearly doubled to \$16M in FY18-19. Revenues and appropriations in FY19-20 doubled again to \$33.8M, thanks to three large grants from DARPA totalling \$13M and over \$5M in donations to the QCRG initiative. As of October 2020, we have \$22.6M in committed revenue and appropriations for FY20-21.



YEAR-END CLOSING BALANCES

Through a growing portfolio of funding and sound financial management, QBI’s year-end balances have grown substantially since our inception. Our year-end balance increased from nearly \$8M in FY16-17 to \$23.3M by the end of FY19-20. Our year end balance is expected to drop slightly to \$20.6M in FY20-21.

However, the majority of our year-end balances are committed funds. Of our FY20-21 closing estimate of \$20.6M, \$12.5M correspond to grants that are committed annually to the research aims of those programs; \$4.2M is from funding raised through QCRG and is committed specifically for COVID research; \$2.8M is from Operational Funding and Indirect Cost Return and committed for Administrative Support; \$500K corresponds to Operational Startup and \$100K is from non-sponsored programmatic support and is committed to future fellowships, scholarships and pilot grants. This leaves only \$500K in uncommitted funding for the ORU.



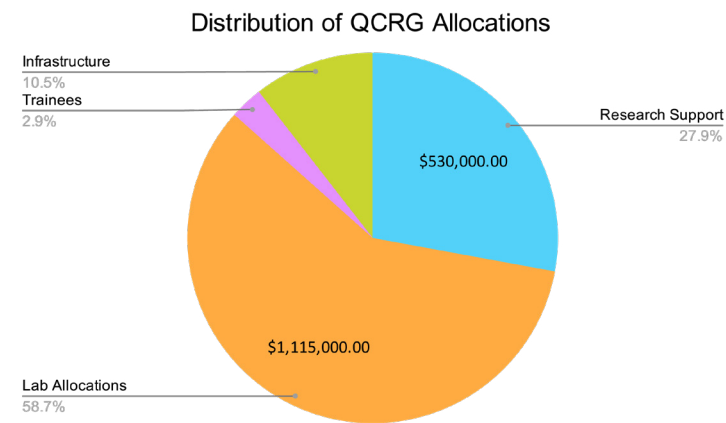
FUNDING DISTRIBUTIONS TO OTHER LABS

As an Organized Research Unit, QBI functions as a collaborative hub. Therefore a significant portion of our funding is shared with a variety of PIs and labs at UCSF and beyond.

Grants – Funding on our four NIH center grants and three DARPA projects are split amongst PIs within UCSF as well as UC San Diego, UC Berkeley, The Gladstone Institute, Fred Hutchinson Cancer Research Center, University of Washington, University of North Carolina, Chemspace, Mt. Sinai and University of Michigan.

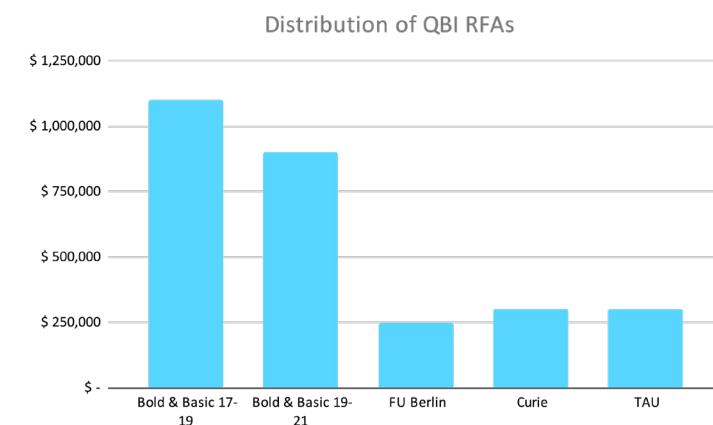
We also have active collaborative pilot projects both within UCSF and with collaborators at UC San Diego, Northwestern University, Howard University, University of Rochester and UC Merced.

QCRG Funding – Since the inception of QCRG in March 2020, we have allocated or spent \$1.9M of our donated funds. Allocations have been provided for trainee support, individual budgets for participating labs, research support funding and infrastructure.



Requests for Application (RFAs) – QBI has generated several Requests for Applications (RFAs) that have benefited the greater UCSF community. Our Bold & Basic program funded four two-year \$225K grants and three one-year \$50K fellowship beginning in the fall of FY17-18. Our second Bold & Basic RFA in the fall of 2019 again supported five two-year grants at \$160K and two one-year fellowships at \$50K. In total, we have given out \$2M in Bold & Basic RFAs.

We have established a series of partnerships with foreign institutions, including Freie Universität Berlin (FUB), the Curie Institute and Tel Aviv University, in which we have provided funding for QBI scientists through joint RFAs. The FUB RFA committed \$50K to five investigative groups in spring of 2020. The Curie RFA committed \$75K each to four groups and our Tel Aviv University RFA will provide a similar commitment in January 2021. In total, we have supported \$850K in collaborative RFAs.



FINANCIAL REPORT & EXPENSE PATTERNS

	FY16-17	FY17-18	FY18-19	FY19-20	FY20-21
Beginning Balances July 1					
Operational Funding	\$ 3,466,680	\$ 4,405,334	\$ 4,170,408	\$ 4,174,782	\$ 3,593,034
Grants	\$ 1,929,032	\$ 1,929,032	\$ 3,542,906	\$ 6,847,893	\$ 13,340,854
Indirect Cost Return	\$ -	\$ 71	\$ 4,046	\$ 90,883	\$ 123,968
QCRG	\$ -	\$ -	\$ -	\$ -	\$ 5,107,072
Gifts	\$ -	\$ -	\$ 13,036	\$ 11,508	\$ 20,270
Symposium Sponsorships	\$ -	\$ -	\$ 500	\$ 28,500	\$ 95,420
Operational Startup	\$ -	\$ 809,549	\$ 684,930	\$ 631,145	\$ 575,898
Equipment Startup	\$ -	\$ 847,009	\$ 785,362	\$ 659,039	\$ 236,880
Non-Sponsored Programatic Funds	\$ -	\$ -	\$ 432,703	\$ 302,608	\$ 216,295
Total Beginning Balance/Carry Forward	\$ 3,466,680	\$ 7,990,995	\$ 9,633,891	\$ 12,746,358	\$ 23,309,691

	FY16-17	FY17-18	FY18-19	FY19-20	FY20-21
Revenue & Appropriations					
Operational Funding	\$ 1,345,221	\$ 1,345,221	\$ 1,345,231	\$ 1,345,231	\$ 1,345,231
Grants	\$ 1,929,032	\$ 6,962,339	\$ 14,398,180	\$ 26,694,852	\$ 20,205,902
Indirect Cost Return	\$ 83	\$ 4,947	\$ 123,483	\$ 112,449	\$ 384,000
QCRG	\$ -	\$ -	\$ -	\$ 5,551,256	\$ 536,882
Gifts	\$ -	\$ 15,000	\$ -	\$ 15,000	\$ 30,000
Symposium Sponsorships	\$ -	\$ 500	\$ 28,000	\$ 73,500	\$ 45,000
Operational Startup	\$ 1,000,000	\$ -	\$ -	\$ -	\$ -
Equipment Startup	\$ 1,750,000	\$ -	\$ 514,000	\$ -	\$ -
Non-Sponsored Programatic Funds	\$ -	\$ 600,000	\$ 50,000	\$ 50,000	\$ 50,000
Total Revenue	\$ 6,024,336	\$ 8,928,007	\$ 16,458,894	\$ 33,842,288	\$ 22,597,015

	FY16-17	FY17-18	FY18-19	FY19-20	FY20-21
Expenses					
Operational Funding	\$ 406,567	\$ 1,580,147	\$ 1,340,857	\$ 1,926,979	\$ 2,500,000
Grants	\$ -	\$ 5,348,465	\$ 11,093,193	\$ 20,201,891	\$ 18,000,000
Indirect Cost Return	\$ 12	\$ 972	\$ 36,646	\$ 79,364	\$ 150,000
QCRG	\$ -	\$ -	\$ -	\$ 444,184	\$ 1,450,000
Gifts	\$ -	\$ 1,964	\$ 1,528	\$ 6,238	\$ 6,320
Symposium Sponsorships	\$ -	\$ -	\$ -	\$ 6,580	\$ 10,000
Operational Startup	\$ 190,451	\$ 124,619	\$ 53,785	\$ 55,247	\$ 50,000
Equipment Startup	\$ 902,991	\$ 61,647	\$ 640,323	\$ 422,159	\$ -
Non-Sponsored Programatic Funds	\$ -	\$ 167,297	\$ 180,095	\$ 136,313	\$ 150,000
Total Expense	\$ 1,500,021	\$ 7,285,111	\$ 13,346,427	\$ 23,278,955	\$ 22,316,320

	FY16-17	FY17-18	FY18-19	FY19-20	FY20-21
Closing Balances - June 30					
Operational Funding	\$ 4,405,334	\$ 4,170,408	\$ 4,174,782	\$ 3,593,034	\$ 2,438,265
Grants	\$ 1,929,032	\$ 3,542,906	\$ 6,847,893	\$ 13,340,854	\$ 15,546,756
Indirect Cost Return	\$ 71	\$ 4,046	\$ 90,883	\$ 123,968	\$ 357,968
QCRG	\$ -	\$ -	\$ -	\$ 5,107,072	\$ 4,193,954
Gifts	\$ -	\$ 13,036	\$ 11,508	\$ 20,270	\$ 43,950
Symposium Sponsorships	\$ -	\$ 500	\$ 28,500	\$ 95,420	\$ 130,420
Operational Startup	\$ 809,549	\$ 684,930	\$ 631,145	\$ 575,898	\$ 525,898
Equipment Startup	\$ 847,009	\$ 785,362	\$ 659,039	\$ 236,880	\$ 236,880
Non-Sponsored Programatic Funds	\$ -	\$ 432,703	\$ 302,608	\$ 216,295	\$ 116,295
Total Closing Balance	\$ 7,990,995	\$ 9,633,891	\$ 12,746,358	\$ 23,309,691	\$ 23,590,386