

AGM Presentation

June 2017

POSERA



Forward Looking Statements



This presentation contains certain forward-looking statements that are based upon current expectations, which involve risks and uncertainties associated with Posera Ltd.'s business and the environment in which it operates. Any statements contained herein that are not statements of historical facts may be deemed to be forward-looking, including those identified by the expressions “anticipate”, “believe”, “plan”, “estimate”, “expect”, “intend”, and similar expressions to the extent they relate to Posera Ltd. (the “Company”) or its management. The forward-looking statements are not historical facts, but reflect the Company’s current expectations regarding future potential results or events. These forward-looking statements are subject to many risks and uncertainties that could cause actual results or events to differ materially from current expectations, including the matters discussed under “Risks and Uncertainties” in the Company’s Annual Information Form filed on March 31th, 2017 with the securities regulatory authorities and available on SEDAR. The Company assumes no obligation to update the forward-looking statements, or to update the reasons why actual results could differ from those reflected in the forward-looking statements, unless required by law.

Posera Overview



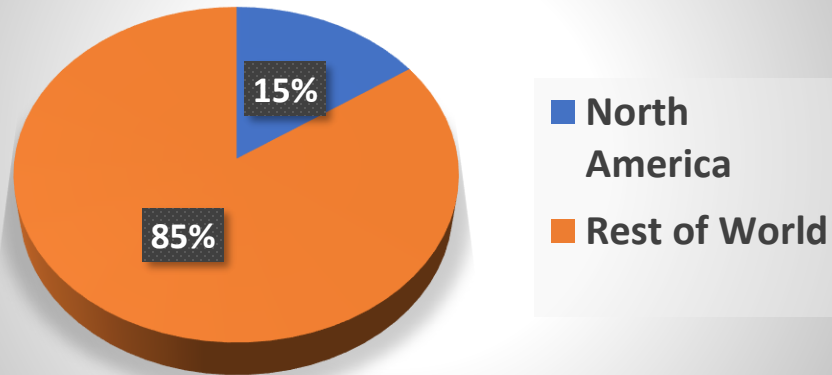
- 30+ year history of supporting merchant business success in the hospitality industry
- Manage merchant transactions and facilitating all aspects of the transaction
- Solutions include POS system software solutions, enterprise management tools, security systems, software to enable secure transaction at the table and kitchen display monitors
- Four business divisions:
 - 1) Maitre'D: Full-Service Hospitality POS
 - 2) FingerPrints: Quick Service POS
 - 3) SecureTablePay: pay-at-the-table software
 - 4) KDS: Kitchen Display System
- Solutions deployed in over 30,000 merchant locations, 25 countries and 8 different languages
- Direct sales force bolstered by a global dealership network of resellers



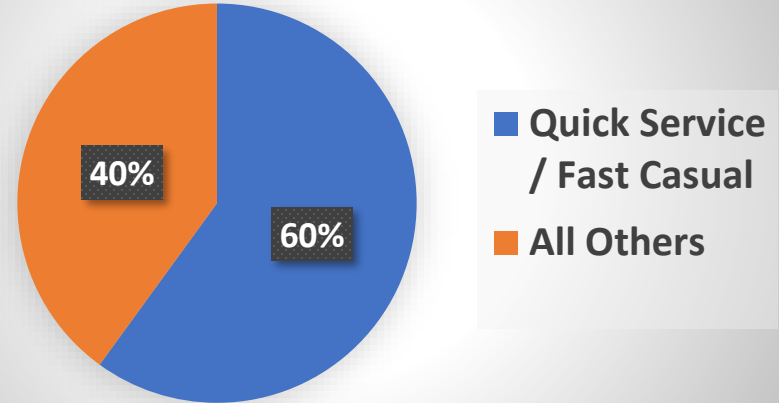
Restaurant Management Technology Addressable Market



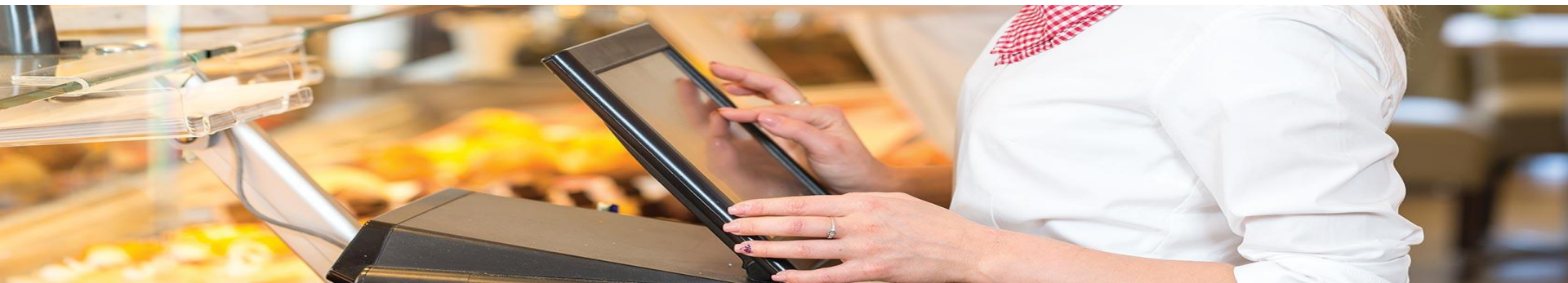
Restaurants Globally



Restaurant Concepts



- Posera's POS Technology is deployed in 1.5% - 2.5% of North American Restaurants



POS Market Overview



TRENDS

North American Market

2016 Revenues of >\$2.2 billion

Strong Growth Trajectory

2017 – 2021 Forecasted Annual Industry Growth of 9.5%

Demand from Food Service

36.4% of all revenues from POS systems are generated from the food service industry, second only to retail

PLAYERS

Moderate Concentration

20+ Significant POS Operators

Consolidation Trend

Payment processors and large RMS Company's have undertaken acquisitions to gain existing estates with cross selling opportunities (i.e. Heartland's of Digital Dining, Xpient and Dinerware)

CANADIAN MARKET

Market Size

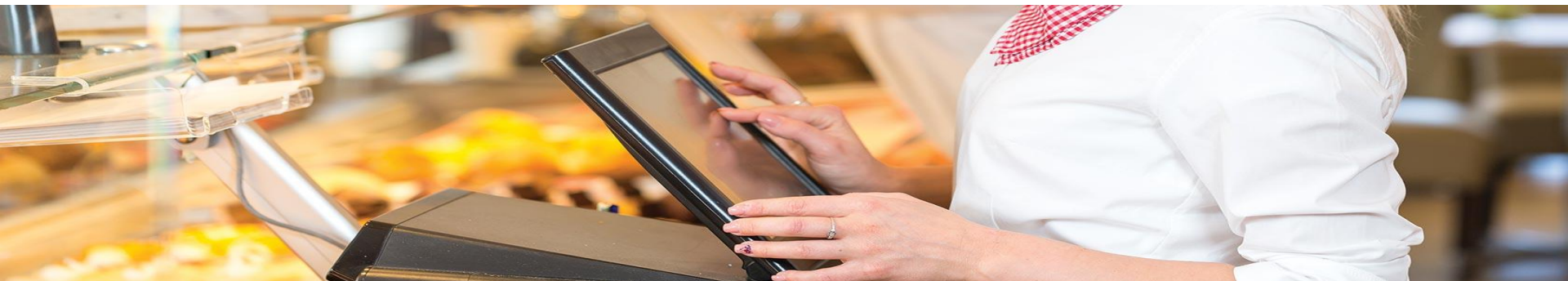
76,000+ Food Service Locations

Transactions

6.82 billion transactions annually representing \$56.8 billion in restaurant sales

Technology Adoption

Adoption of new technologies including NFC, data analytics, mobile, and integrated back-end software



Maitre'D™ is a leading RMS solution provider for the Table Service, QSR, Fast Casual and Hotel Industries worldwide.

- Sold globally through both indirect and direct sales channels
- Developed in Montreal and Seattle
- Supports 8 different languages, multiple currencies and taxation methods
- Installations in over 25 countries
- Deployed in over 30,000 locations worldwide
- Tier-1 client list including Hilton Hotels, St. Hubert, Popeye's Chicken and Quiznos

Maitre'D Product



POS Solution

POS system for use by servers, cashiers, hostesses and managers

- Table Service and Floor Management
- Quick Service and Drive-Through
- Delivery and Dispatch
- Credit and Debit Card / IP Processing
- Bar / Nightclubs



Back-Office

Sales reporting, inventory and labor management functionality to business managers in real-time

- Real-time Inventory Management
- Purchase Order Management
- Accounting and Payroll Interfaces
- Gift and Loyalty Programs
- Hotel Interface
- Flexible Reporting
- Attendance and Scheduling



E-Global

Communication application between corporate office and individual restaurants

- Multi-Concept Management
- Centralized Database and Quality Control
- Broadcasting / Database Management
- Global Reporting
- Off-site Backup
- Communication Program



Mobile Solutions

POS, management, and inventory features

- Remote order-taking
- Manage wait list
- Access recipes at table-side
- Process credit cards
- Access labor and sales reports
- Enter and update inventory counts



- Targeted growth in mid-market (25-250 locations) which has been abandoned by RMS leaders
- White-label Maitre'D for distribution by other channels
- Turnkey SaaS
- Expansion into hotel vertical
 - Approved as select provider to leading worldwide hotel brand
 - Certified in Europe
 - Completing certification in North America
- Changing one-time sales model to recurring revenue with percentage of ~\$20B annually that flows thru Maitre'D
 - Today MD is generating transactional revenues on less than 10% of its install base
- Growth in Senior Housing market
- NF 525 – France Market

KDS - Kitchen Display System



KDS Realization

- MD built an in-house KDS solution for direct customers
- Realization set-in that the KDS should be offered as a stand-alone product from Maitre'D

KDS Product

- Sends orders to kitchen staff instantly
- Fully customizable order display screens, decreasing the average preparation time
- Full touch screen or Bump bar support
- Up to 10 monitors

A screenshot of a KDS interface showing eight monitors arranged in a 2x4 grid. Each monitor displays a list of orders with item names, quantities, and preparation times. The top of the screen shows the time as 3:22 PM and the average order time as 2:07. The orders are categorized by service type: EAT IN, TO GO, and DRIVE THRU. The bottom of each monitor displays the order number, total price, and preparation time.

Monitor 1	Monitor 2	Monitor 3	Monitor 4
1 EAT IN 1 Sm.Pizza Plain =>Pepperoni =>Pineapple 1 Coke Can	2 TO GO 1 Hamburger 1 Hamburger =>Ketchup =>Relish =>Mustard 1 Fries Small 1 Coke Can	3 TO GO 1 Maple Frosting Donut 1 Maple Frosting Donut 1 Choc Donut	4 DRIVE THRU 1 HotDog =>Ketchup 1 Fries Small 1 Coke Can
#31 31461 \$9.26 4:20	#31 31462 \$6.41 4:15	#31 31463 \$2.57 4:13	#31 00348 \$5.60 4:10
5 DRIVE THRU 1 12 Nuggets/Fries 1 Eight Chicken Wings =>Hot Sauce 1 7-Up Can	6 DRIVE THRU 1 Cheeseburger =>Ketchup =>Relish =>Cooked Onions 1 Fries Small 1 Fries Small 1 Coke Can 1 7-Up Can	7 DRIVE THRU 1 Hamburger =>Ketchup =>Relish =>Mustard 1 Hamburger =>Ketchup =>Relish 1 7-Up Can 1 7-Up Can	8 DRIVE THRU 6 Patty 1 Dogs 12 ChNug 16 Wings 4 Fries
#31 00350 \$18.73 4:07	#31 00351 \$10.73 4:02	#31 00352 \$7.49 3:52	

KDS Opportunity

- Currently piloting a location in the US with a need for 3,000 KDS's
- KDS product to be offered to Company's existing dealer network and other RMS providers

FingerPrints™ is a leading RMS solution provider for the QSR industry

- Provider of both hardware and software to the QSR industry
- Fingerprints launched in 2004. QSR legacy technology deployed since 1989
- Products include POS systems, integrated IP DVR security systems, and advanced reporting and statistical management tools
- Deployed in approx. 1,100 active locations across Canada
- Tier-1 client list including major North American QSR brands
- One of only two approved providers of POS software to Canada's largest QSR brand, with 20+ year relationship



POS System – Hardware / Software Solution

- QSR Focused
- Designed for Speed of Service
- Intuitive User Interface
- Fully Redundant System
- Integrated Payment EMV, Loyalty, Gift Cards
- Centralized Menu and Pricing Programming
- Mobile ordering



IP DVR Security System – Hardware and Software

- 2.1 MegaPixel Cameras
- 360° Cameras
- Smart Device Compatibility
- Missing Object Alerts
- Movement Notification Sensors
- Zoom Capabilities
- Integrated with POS for Text Insertion



Back-office Reporting – Software Solution

- Real-Time Transaction Reporting
- Inventory Control
- Daily Sales Reporting
- Recipe/product Costing



- Leading Point-of-Sale system for the QSR industry
- Unique functionality designed specifically for Canada's largest QSR brand
 - Redundancy
 - Speed and quick-training
 - Real-time web/mobile reporting
- One of only two approved POS vendors for Canada's largest QSR brand
 - Unique and almost exclusive access to customer
- Significant international growth opportunity:
 - Fingerprints' largest customer has announced international expansion plans to numerous countries outside of Canada
- Significant customer expansion opportunity:
 - No real sales efforts to date outside Fingerprints' largest customer
 - No dealer network or sales channels leveraging the Fingerprints platform
 - Already installed at franchise level with 5+ leading QSR brands in Canada

SecureTablePay (STP) Business



- Leading PaTT solution in Canada
 - Almost 10 years
 - 2,000+ installations
 - Exclusive relationship with Ingenico in Canada
 - Proprietary technology

- Best PaTT solution in market
 - Pull technology: everything done directly from the pinpad real-time
 - Integrations across industry: 23 leading POSs, major processors
 - Multi-channel: wired, wireless, remote



SecureTable Pay (STP) Opportunity



- Expected US launch of product in Summer 2017
 - Three leading US Payment Processors:
 - Have completed certification
 - Are commencing pilots
 - Solution to be offered to sales channel / networks
- Partnership agreement with Ingenico as their preferred PaTT solution
- Payment Processor Reseller agreements
 - Monthly per terminal license fee
 - Already pre-sold licenses to leading Payment Processors
 - ~\$4.0M annual recurring revenue from pre-sold licenses (based on 5 terminals per site average)
- Rapid deployment of 2,700 pre-sold licenses
- Additional US Payment Processors expected to become STP customers
- STP is the first certified solution to the market and Posera's strategy is to become the "standard" for STP in the US

STP Total Addressable Market (TAM)	
# of Total US Restaurants	660,000
STP sites at 5% market penetration*	33,000
STP sites at 10% market penetration*	66,000
At 5% market penetration: STP terminals Low – 3 per site**	99,000
At 5% market penetration: STP terminals Mid – 5 per site**	165,000

* Market penetration of STP in Canada is 5%.

** Current demands in US is for 5-10 terminals per location, mid-size chain restaurants.

Posera Consolidated Financial Forecast



Pro-forma Projections

(Millions)	2016 Actual	2017 Pro-forma	2018 Pro-forma	2019 Pro-forma
Revenue	\$16.9	\$17.9	\$26.2	\$31.3
Recurring Revenue	\$6.7	\$7.5	\$14.1	\$19.1
EBITDA	(\$4.2)	(\$2.6)	\$5.5	\$10.5

Revenue Assumptions:

- Maitre'D hotel industry expansion
- Maitre'D white-label opportunity
- KDS sold as a stand-alone product
- Fingerprints international expansion
- STP deployment of pre-sold licenses
- STP growth beyond pre-sold licenses while adding new processing partners

Recurring Revenue:

- Maitre'D re-inventing pricing for new installations focused on recurring revenues
- Fingerprints international expansion will grow site counts and recurring revenues
- STP revenue is primarily recurring

EBITDA Assumptions:

- Operational improvements such as
 - Adjustments to headcount
 - Reduction of facility cost
- Growth in recurring revenue initiatives, specifically STP, will improve EBITDA

POSERA

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