This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements appear throughout this presentation, including express or implied forward-looking statements relating to our expectations regarding anticipated financial performance, customer and product opportunities, and assumptions as to future events. Forward-looking statements are subject to a variety of risks and uncertainties, many of which are beyond the Company’s control, that could cause actual results to differ materially from those contemplated in this presentation. Factors that could cause actual results to differ materially, include delays in new product development and/or product introduction, changes in customer product and service demands, concentration of revenues from a small group of customers, product and service competition, risks associated with our ongoing internal investigation into possible violations of the FCPA and similar laws, including sanctions, fines or remedial measures that may be imposed by the DOJ or SEC, additional expenses related to remedial measures, risks associated with our identified material weakness in internal control over financial reporting and any other failure to maintain effective internal controls, and the other factors discussed in our most recent Annual Report on Form 10-K and other filings with the Securities and Exchange Commission. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as may be required under applicable securities law.
PAR Technology Corporation
(NYSE: PAR)

Restaurant/Retail Management Technology

“Cloud” Software
Hardware & Peripherals
Customer Success
Integration & Lifecycle Services

Government Technology

Intelligence Solutions
Mission Systems
Integration Services
Who is PAR?

- 400,000+ Terminals Deployed
- 30,000+ Software Locations
- 18,000+ SureCheck Devices, IoT
- 1,100 PARtners (employees)
- 110 Countries
• NYSE Company –

• Significant growth in Annual Recurring Revenues with New “Cloud Solutions”

• Realignment of Restaurant Technology Business

• New ERP system will produce significant annual operating savings
PAR’s Core Competencies

Food & Beverage Management Technology

• IoT
• Cloud
• Digital

• Restaurant/Retail Technology Management

• 40 year relationships
• Restaurant
• Grocery
• Contract Food & Distribution

• Global Services Infrastructure

PAR Technology Corporation
(NYSE: PAR)

Technology Innovation

Experience/Deep Market Knowledge

Relationships

Customer Success & Satisfaction

Government Technology

• Algorithm development

• Intelligence Solutions
• Mission Systems

• 48+ Year Relationship
• Department of Defense

• Global Services Infrastructure
PAR’s Technology Transfer

Algorithms → Micro Processors → Cloud → IoT

Logos of The Pentagon, McDonald's, Arby's, and Walmart.
How you should know PAR... World Class Customers!

HARDWARE & SERVICES

SURECHECK WORKFORCE EFFICIENCY/FOODSAFETY

GOVERNMENT CONTRACTS

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Restaurant Management Technology Market Overview

Restaurants

Rest of World, 5,500,000
North America, 1,000,000

Concepts

Quick Serve / Fast Casual, 60%
All Others

Quick Serve / Fast Casual
All Others

Rest of World
North America
Targeted Addressable Market

- **Grocery**, 38,000
- **Restaurant**, 250,000
- **C-Store**, 57,000
- **Contract Food**, 27,000
PAR’s Brink POS® is a “Cloud” based restaurant management solution specifically designed for fast casual and quick service chains.

Brink uses cutting edge technology to track sales, enter in-store and online orders, implement effective customer loyalty programs, and manage kitchen operations ....

All for a monthly subscription price.
Brink POS Driving New Customer Wins in non-Traditional Markets

- Predominantly Fast Casual (Fastest Growing Segment in Restaurants)

Brink Installed in 5,200 + Restaurants

SaaS Revenues Grew 48% YoY in the last reported quarter

Diversification Strategy Working
Recent Brink New Customer Wins

3350 store Sandwich Concept based in Atlanta, GA
Deploying Brink solution concept wide

1300 store Hamburger Concept Deploying Complete PAR solution
Software, POS Terminals, Tablets and Lifecycle Support

900 store Smoothie Concept based in New Orleans, LA
Deploying Brink solution concept wide

500 store Sandwich Concept founded in Kingston, Ontario
Deploying Brink POS Software to US Restaurants
PAR’s Workforce Efficiency “Cloud” Solution
Drivers of Adoption

- Workforce and Task Management
  - Multi-Channel Support
- Operational Efficiencies and Cost Reductions
- Food Safety & Quality
- Elimination of Food Waste
- Trust

SureCheck is deployed in over 6000 Walmart locations

And operating in network of 90+ Wegmans stores
The SureCheck, Food Safety and Task Management System is installed in all on-site restaurants and catering kitchens, with plans to expand into other commercial properties owned by the Oneida Nation, including its new brand of convenience stores, Maple Leaf Market, and its second gaming facility Yellow Brick Road Casino in Chittenango, NY.

An international retailer with over 400 stores. SureCheck is deployed in their 92 US based stores. Every store includes a restaurant serving traditional Swedish food, including potatoes with Swedish meatballs and other quick service fare.
EverServ® 8000 – “Reshoring” of Product --

- Introduced family of Mobile POS devices
- SureCheck Advantage IoT
Engage with customers on any channel or device
Deliver effortless experiences on PAR customers’ terms, through any channel and on any device.

Deliver fast, personalized service
Make it easy for PAR representatives to meet rising customer expectations. Intelligent processes guide service personnel to the right action every time.

Learn from every interaction
Continuously improve while reducing our costs to serve using data and intelligence to transform how PAR provides service.

Innovate with a modern and adaptable platform
Able to drive innovation with our applications that are easy to tailor, extend, and connect to other apps and services our customers already use.

Deepen the Customer Experience Utilizing Optima 365 for Optimal Customer Support
PAR Provides Essential Services and Solutions for National Defense and Intelligence

- Significant backlog at end Q1 2018 = $118M

- Annualized Revenues Approx. $60M+

- Margin Model Shifting Higher with ISR Contracts
## Trends and Strategic Initiatives

### Stock Markets

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Q1 2018

• Revenues -- $55.7 Million – 15.5% decrease from Q1 2017 (large Tier 1 H/W Project Lapped)

• Adjusted Net Income – $614,000 vs. Adjusted Net Income $2.1 million reported in 2017

• Adjusted Earnings Per Share – $0.04 vs. Earnings Per Share $0.15 in the same period 2017
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<td>WORKING CAPITAL</td>
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<td>LONG TERM DEBT</td>
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<td>SHAREHOLDERS EQUITY</td>
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Key Drivers

• Complete solution provider for Restaurants & Retail
  • Software + Hardware + Services
  • “Native Cloud” applications, IoT, Loyalty, Mobility, Payment, Tablets
  • Recurring Revenue Growth
  • Annuitizing Business

• Global Sales & Service infrastructure

• Government business returns to profitable growth in 2018 delivering Intel solution
  • 49 years of contracting experience
  • Higher defense spending expected under Trump Administration
• Cloud Solutions – Absolute Growth Mode

• Aggressive growth targets for Brink – Doubled bookings in 2017
  • Doubling again to 10K bookings by end of 2018

• Providing contemporary solutions and technologies to drive adoption and aligned with customer priorities

• Focused on Stakeholders ... growing revenues, margins and EPS

• Continued Realignment of Restaurant Business through OCM with pending ERP System will yield significant savings

• Government Services business is solid Corporate asset with strategic possibilities
Thank You!