



December 16, 2013

## OpenTable Acquires Quickcue

### **Acquisition will accelerate OpenTable development efforts aimed at providing the most elegant mobile waitlist technology available and enhancing its hospitality solutions for restaurants that are primarily walk-in, but accept reservations**

SAN FRANCISCO, Dec. 16, 2013 /PRNewswire/ -- [OpenTable](#), Inc. (NASDAQ: OPEN), the world's leading provider of online restaurant reservations, today announced that it has acquired Quickcue, LLC, a provider of guest management systems for restaurants, for approximately \$11.5 million in cash pursuant to an agreement and plan of merger.

(Logo: <http://photos.prnewswire.com/prnh/20110606/MM07085LOGO> )

"We're excited to welcome the talented Quickcue team to our restaurant technology group," said Joseph Essas, Chief Technology Officer of OpenTable. "We're looking forward to working with the Quickcue engineering team to accelerate our efforts aimed at providing our customers with the most sophisticated mobile waitlist technology on the market and developing our next generation hospitality solutions for restaurants that are primarily walk-in, but accept reservations."

The nine Quickcue team members joining OpenTable will continue to operate from their offices in Chattanooga, Tennessee. OpenTable will support approximately 40 existing Quickcue customers and plans to discontinue offering the current Quickcue product to new customers while it works on its next-generation solution.

The acquisition will be recorded in the fourth quarter 2013 financial statements of OpenTable and is not expected to have a material impact on fourth quarter and full year 2013 financial guidance provided by the Company on November 5, 2013. OpenTable will provide financial guidance for the first quarter and full year 2014 financial outlook when the Company reports fourth quarter 2013 financial results on February 6th.

### **Forward-Looking Statements**

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 that involve risks and uncertainties. These forward-looking statements include guidance for the fourth quarter and full year 2013, the quotations from management and statements regarding the Company's strategic and operational plans in this press release. The Company's actual results may differ materially from those anticipated in these forward-looking statements. Factors that may contribute to such differences include, among others, the Company's ability to accurately forecast revenues and expenses; worldwide economic conditions; the Company's ability to maintain an adequate rate of growth; the Company's ability to effectively manage its growth; the Company's ability to attract new restaurant customers; the Company's ability to increase the number of visitors to its websites and mobile applications and convert those visitors into diners; the Company's ability to retain existing restaurant customers and diners or encourage repeat reservations; the effects of increased competition; the Company's ability to successfully enter new markets and manage its international expansion; the impact of the fluctuations in currency exchange rates; the Company's ability to successfully manage any acquisitions of businesses, solutions or technologies, including the Quickcue acquisition; interruptions in service and any related impact on the Company's reputation; costs associated with defending intellectual property infringement and other claims; and the impact of natural catastrophic events. More information about potential factors that could affect the Company's business and financial results is contained in the Company's annual report on Form 10-K for the year ended December 31, 2012 and the Company's other filings with the SEC. The Company does not intend, and undertakes no duty, to update this information to reflect future events or circumstances.

### **About OpenTable, Inc.**

[OpenTable](#) is the world's leading provider of online restaurant reservations, seating over 12 million diners per month via online bookings across more than 30,000 restaurants. The OpenTable network connects restaurants and diners, helping diners discover and book the perfect table and helping restaurants deliver personalized hospitality to keep guests coming back. The OpenTable service enables diners to see which restaurants have available tables, select a restaurant based on verified diner reviews, menus and other helpful information, and easily book a reservation. In addition to the Company's website and mobile apps, OpenTable powers online reservations for nearly 600 partners, including many of the Internet's most popular global and local brands. For restaurants, the OpenTable hospitality solutions enable them to manage their reservation book, streamline their operations and enhance their service levels. Since its inception in 1998, OpenTable has seated more than 530 million diners around the world. The Company is headquartered in San Francisco, California, and the OpenTable service is available

throughout the United States, as well as in Canada, Germany, Japan, Mexico and the UK. OpenTable also owns and operates [toptable](http://www.toptable.com), the leading consumer destination site for restaurant reservations in the UK. More information is available on <http://www.opentable.com>.

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