

RDE, INC.

INVESTOR PRESENTATION
December 2020



Mission Statement

Utilize our platforms for consumers, business partners, staff and the world at large, to engage socially, have fun, and save money.



Forward Looking Statement

FORWARD LOOKING STATEMENT

(OTC MARKETS: RSTN)

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Act of 1995. Such forward-looking statements are based on current beliefs and expectations of the Company's management, are subject to risks and uncertainties, including, but not limited to, changes in government regulation, generally accepted accounting principles, taxation, competition, consumer demand, general economic conditions and geopolitical conditions, which could cause actual results to differ from the forward-looking statements. The information set forth herein should be read in light of such risks.

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Investment Highlights

- Each Management team with over 20 years of online commerce expertise
- Strong brand domain that is memorable and easy to find, enables effective marketability across the US and establishes we are "all things" restaurant
- Unique business and partnership model that remains stable and relevant as the industry and online marketplace evolve
- A loyal existing base of customers and business clients
- Upgrading technology and platforms



SIMPLE TO USE FORMAT

We guide our customers to easy savings within a few clicks – or taps! – on our websites and platforms. A single destination with a variety of choices for customers is the way to building the future of participatory ecommerce!



VALUE OUR PARTNERS

We diligently maintain an extensive network of long-term partner relationships and we continue to prove our strategic methods add value to their businesses that they cannot find elsewhere.



PRIORITIZE OUR CUSTOMERS

When our customers are hungry for savings, they come to us for the latest deals and promotions, and that says a lot about our commitment to our mission.





Key Financial and Stock Information

TICKER: RSTN

EXCHANGE: OTCQB

SHARES OUTSTANDING: 8.9MIL

FISCAL YEAR-END: DECEMBER 31

52-WEEK HIGH/LOW: \$0.24 - \$9.00

AVERAGE DAILY VOLUME: 2,000

INSIDER BENEFICIAL OWNERSHIP: 40%

REVENUE 2019: \$16.0MIL





Industry at a Glance

KEY STATISTICS

- 1 million+ restaurant locations in the US
- 63% of consumers would rather spend on an experience than purchase an item
- Restaurant industry projected sales in 2020: \$899 billion, up 4% over 2019 (1.2% adjusted for inflation)
- By 2030, the National Restaurant Association projects the industry's sales will top \$1.2 trillion

HIGHLIGHTS

- Consumers' pent-up demand for restaurants is high; nearly half of consumers say they aren't using restaurants as often as they'd like.
- Growth in the restaurant industry for the past several decades has been driven by consumers' desire for convenience, socialization, and high quality food and service. These same drivers will be the catalysts for expansion well into the future, as the restaurant industry continues to innovate and adapt to the everchanging tastes and preferences of consumers.

National Restaurant Association www.restaurant.org





Our Overview

Restaurant.com is a pioneer in the restaurant deal space and the nation's largest restaurant-focused digital deals brand. Founded in 1999, Restaurant.com connects digital consumers, businesses and communities offering thousands of dining and retail deal options nationwide at over 184,000 restaurants and retailers.

Restaurant.com prides itself on offering the best deal, every meal. Our restaurant certificates are available in denominations ranging from \$5 to \$100, and allow customers to save at thousands of restaurants across the country with just a few clicks. Our dining deals never expire, cost a fraction of the face value, and come with an easy exchange policy.

We also offer Restaurant.com Gift Cards. A \$25 Restaurant.com Gift Card can be purchased for \$10, and the recipient gets a \$25 value to Restaurant.com. Restaurant.com Gift Card redemption is available on our websites and through our mobile apps. Restaurant.com Gift Cards include free standard shipping within the United States, and are also available to be printed or emailed instantly.







Our Overview



CORPORATE INCENTIVES BY RESTAURANT.COM

Restaurant.com's B2B program offers high-value, low-cost features, which enable businesses to use Restaurant.com Gift Cards to entice new and existing customers to increase sales, promote customer satisfaction and incent desired behavior.



SPECIALS BY RESTAURANT.COM

Our "Specials by Restaurant.com" division bundles Restaurant.com Gift Cards with a variety of other entertainment options, including theater, movies, live events, attractions and wine.





Our Overview



OUR VISION

Our future is full of opportunity in the online space. Now more than ever, customers are yearning for dining deals. We will continue to offer dining and retail deals while expanding our customer base, with plans to become the online destination for "all things restaurant," such a directory of national restaurant listings, offering reservation and delivery services and new product offerings.



OUR EXPERIENCE

The Restaurant.com management team has a unique blend of leadership skills and capabilities with a history of success across the marketing, ecommerce and dining sectors strategically building consumer loyalty and brand equity. Our management team is among the most experienced in online commerce. This deep knowledge of the essential components of our ecommerce platforms, customer habits and demographics and product sourcing gives us a stable foundation for all of our future efforts.



OUR PLAN

Our objective is to leverage our ecommerce expertise with the Restaurant.com technology, platform, familiar website domain name and customer base to increase our B2B and B2C business as well as to increase revenues through accretive acquisitions. The key elements of our growth strategy are:

- Increase # of restaurants on the program
- Increase # of product offerings
- Expand B2B client base
- Acquisitions to deepen involvement with restaurants & expand in the entertainment industry







Our Opportunity



MARKET SIZE*

- Over 200 million US consumers visited a sit-down restaurant in 2018
- 90% of guests research restaurants online before dining – more than any other business type
- Daily deal industry experienced steady growth over the five years to 2019 with revenue rising at an annualized rate of 12.5% to \$6.0 billion
- The US population is expected to continue growing at a modest pace.
 Total US population will grow at an average annual rate of 0.7% between 2018 and 2030, according to projections by the US Census Bureau



DEMOGRAPHICS*

Restaurant.com has a customer database of 7.8 million. The highly desirable user base is equally split between the core 25-44 and 45-64 age groups. The majority of customers are women, upper-middle class to affluent with a median income of \$87,500. Over 70% of Restaurant.com customers earn an annual income above \$50,000. 40% of our customers have children in the household. The majority are married, with 87% living in urban/suburban areas covering all major metropolitan areas.



We employ technology to improve the experience we offer to customers and merchants, increase the rate at which our customers purchase and enhance the efficiency of our business operations. A component of our strategy is to continue developing and refining our technology. We devote a substantial portion of our resources to developing new technologies and features and improving our core technologies. Our information technology team is focused on the design and development of new features and products, maintenance of our websites & mobile applications, and development and maintenance of our internal operations systems.



2019 State of the Restaurant Industry Report

*<u>www.IBISworld.com</u> March 2019









^{*}Active purchasing customers, 2014

Defining Our Brand Identity and Strategy

Restaurant.com helps customers discover new restaurant experiences, because Restaurant.com offers thousands of restaurant deals that are ready when our customers are. Everything we do comes from the excitement of finding a new favorite restaurant or getting a deal at the best restaurant in town.

Our brand value propositions are what makes Restaurant.com stand out from the daily deal crowd. Our number one value proposition is the DEAL and SAVING MONEY. But Restaurant.com has much more to offer. We're also about:



DISCOVERY: Part of the fun of the dining experience when using Restaurant.com is discovering something new. That might be a new restaurant, a new cuisine, a new deal or even a new way to save through other Restaurant.com offerings, like different certificate denominations and Specials by Restaurant.com.

ALWAYS AVAILABLE, NEVER EXPIRE: Restaurant.com deals are always available and never expire – that means they are ready when our customers are. There's no sitting around waiting for a deal, or rushing to use a certificate before it expires. At Restaurant.com, customers can buy the deal when they want it, and use it on their schedule.





Defining Our Brand Identity and Strategy



UNIQUE DINING EXPERIENCES: Restaurant.com has thousands of independently owned restaurants, each of which provides a unique dining experience. Not only do our customers get to experience and taste something new, they support small business.

EASY EXCHANGE: If a dining experience does not live up to expectations or customers simply change their mind, customers can exchange their certificates at any time, no questions asked.





Strategic Action Plan

- Continue to forge long-term restaurant partnerships
- Technology review, upgrades and enhancements to improve and expand restaurant and affiliate partnership network, and advance customer usability
- Enhance consumer marketing and outreach, including brand strengthening
- Leverage additional selling avenues to acquire more customers and business clients
- Expansion of sales and profits by increasing overall product line and expanding the number and diversity of offers
- Complementary strategic partnerships and acquisitions
- Uplist RSTN to the Nasdaq exchange





Our Management Team

Ketan Thakkar CEO & Chairman

With over 20 years of experience in finance and operations, Ketan served as CFO for Apartments. com helping the company to grow from \$20M to \$125M annually. He was also the founder of triprental.com prior to joining Ubid.com in 2013. He is an accredited CPA who holds an MBA from Northwestern University Kellogg School of Management.

Aaron Horowitz President and General Counsel

Aaron joined Restaurant.com in 2010 as general counsel and became President in 2017. Coordinates management initiatives across Restaurant.com, and is responsible for all legal affairs of the Company, e.g. contracts for marketing,

IT, restaurants, advertising, etc. Over 20 years of experience as a general counsel and business executive for direct marketing and e-commerce companies. Juris Doctor from University of Chicago Law School in 1988.





Our Management Team

Josh Randall VP, Technology

Josh joined Restaurant.com in 2019. Josh is responsible for all IT activities, e.g. IT infrastructure, software development, hardware, etc. Over 17 years of experience as an IT professional in the marketing, healthcare, manufacturing and government industries. Extensive experience in cloud computing including infrastructure designer, virtualization, network engineering and systems development. Josh received his B.S. from DeVry in Chicago, and his MBA from Keller Graduate School.

Tim Miller VP, Enterprise B2B Sales

Tim has been with the B2B division since its inception in 2004. Tim manages the Enterprise clients and leads the B2B Division. Sold hundreds of millions of dollars of Restaurant.com product in B2B sales that have helped our business clients grow their business.





Our Directors

Scot Wingo

Mr. Wingo is Executive Chairman of Channel Advisor and has served as chairman of board of directors since our inception in 2001. Prior to founding the company, he served as general manager of GoToAuctions, chief executive officer and co-founder of AuctionRover.com, which was acquired by GoTo.com, and as chief executive officer and co-founder of Stingray Software, which was acquired by Rogue Wave.

Paul Danner

Currently CEO of Pepex Biomedical. His business leadership background includes serving as the Chief Executive Officer of three NASDAQ-listed companies, including most recently with Alliance MMA, Inc., a sports promotion and media firm.

Kevin Harrington

Nearly 40 years experience in product introduction and direct marketing, being one of the first to market products through infomercials in 1984. A serial entrepreneur, Mr. Harrington appeared as one of the original panelists on "Shark Tank," from 2009 to 2011. He currently serves as a director of Celsius Corp., Emergent Health Corp., and Redwood Scientific Technologies, Inc.





THANK YOU FOR YOUR INTEREST IN OUR BRIGHT FUTURE!

"At RDE, we are excited about all the opportunities our future holds. We are busy working on creating a new and exciting platform that will set the standard in this space for many years to come. We welcome your questions, comments and we would love to hear from you and have you join us for what we feel will be the profitable future of our company."

KETAN THAKKER - CEO





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