

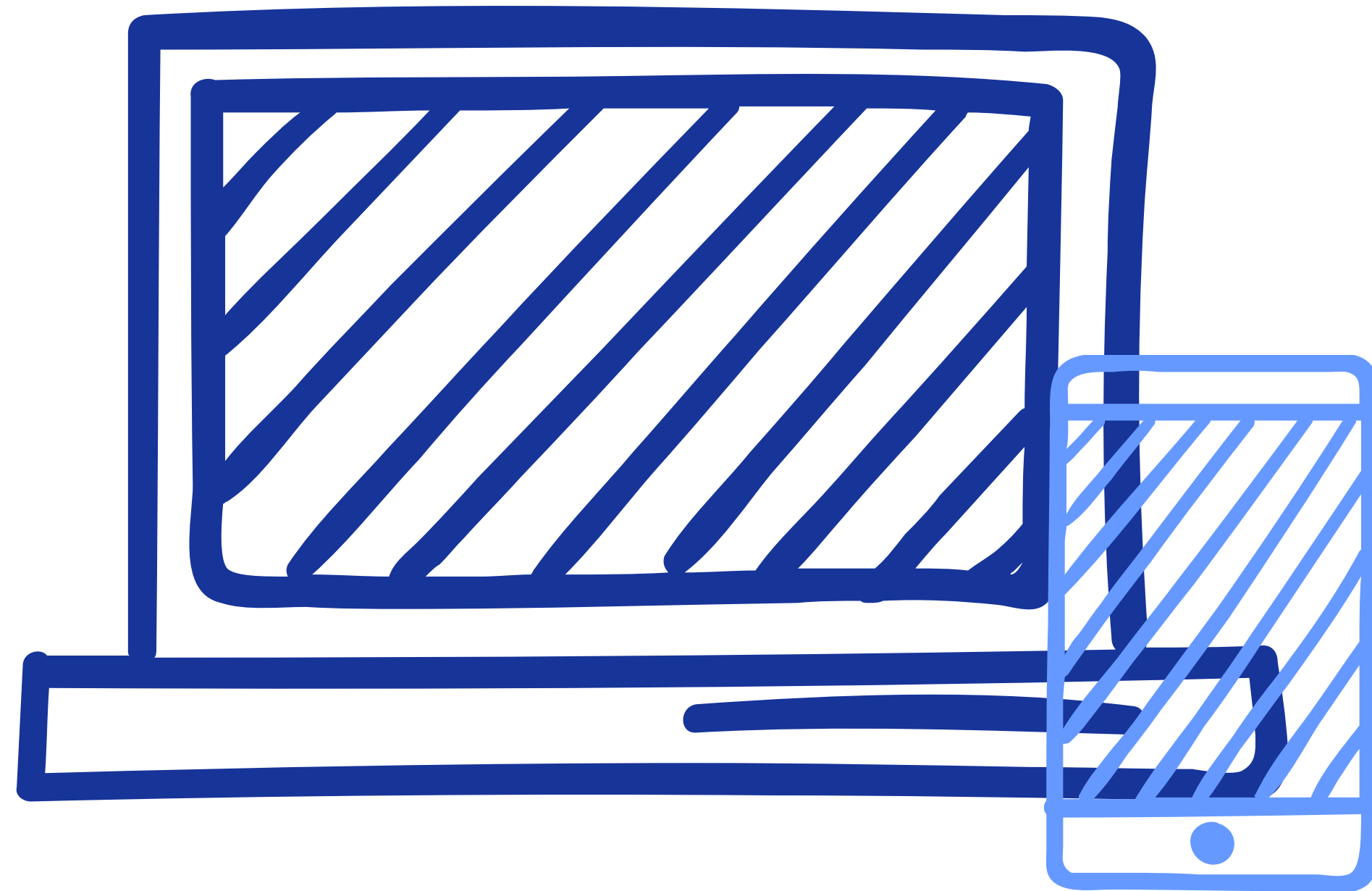




ABOUT US

Salsa Technology, formerly Patagonia Entertainment, is a market-leading developer of Customizable Technology Solutions for the iGaming industry:

- 1. Salsa Technology is a bespoke game development studio**, specializing in localized content that players love to play.
- 2. Salsa Technology also provides a Game Aggregation Platform (GAP)**, that has been created to deliver exclusive and specific localized LATAM, Spain, Portugal & Brazil gaming content from over 30 game developers - each with proven success in the region.



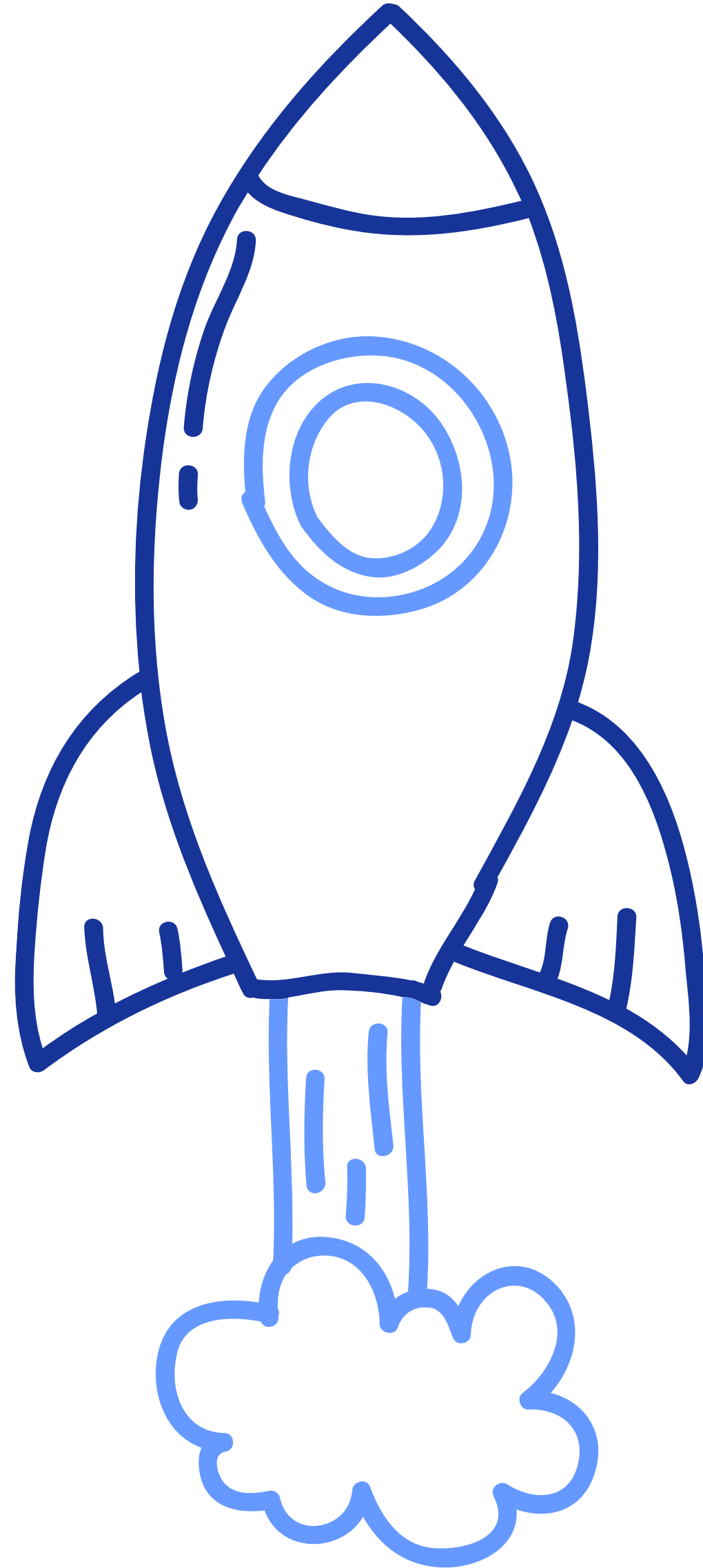
VISION & MISSION

Our **VISION** is to develop and provide specific localized content for an array of markets, emphasizing the importance of location and an in-depth understanding of different cultural player game preferences.

Our **MISSION** is to provide our clients with high-quality, certified and exclusive content that keeps players entertained while maximizing profit for our clients, by anticipating market trends, working with new technologies and analysing the regional cultural differences and preferences.

We develop and provide games that players love to play!

THE BEGINNING



Salsa Technology rebranded from Patagonia Entertainment in January 2020.

Patagonia Entertainment first launched in 2013 developing and supplying Latin American online gaming operators with outstanding localized games and content. Over the past seven years the company has grown to become the dominant force in LATAM and a global player in the iGaming market. To reflect this growth, Patagonia Entertainment rebranded to Salsa Technology.

From the very beginning the company developed the best online Video Bingo games for Brazil, Mexico, Argentina, Peru and Colombia.

These early successes then led to the development of slot games, table games, multiplayer bingo titles and the GAP (Gaming Aggregation Platform). The GAP features over 3,000 popular games from over 30 world renowned game developers.

We provide our content to operators wanting to target the Spanish and Portuguese speaking markets in LATAM, Brazil, Europe, Asia and Africa.



GAME DEVELOPMENT

Salsa Technology games are developed with a strong focus on localization, covering the needs of different markets with **Video Bingos, Slots and Table games.**

Our games provide the best user experience for players, and strong profitability to our clients. This is achieved by anticipating local market trends and understanding the regional cultural differences and preferences.

We develop games that players love to play!

LOCALISED CONTENT

Salsa Technology specializes in developing **LOCALISED** games that locals love to play.

Our experience from LATAM/Brazil and Spanish/Portuguese speaking markets has shown us the importance of localized gaming content. We have learned that players have different behaviours and interests according to their location, language, culture and backgrounds. Understanding these differences has allowed us to develop very specific games titles that locals love to play.

For an operator, localized content is key for success!

LOCALIZED CONTENT WILL:

- Increase player acquisition
- Increase registrations
- Increase conversion
- Increase quantity and values of First Time Depositors (FTDs)





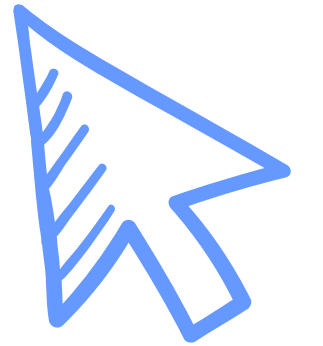
OUR KNOWLEDGE OF THE LATAM MARKET

Countries in Latin America have a very strong Bingo culture history, and players are passionate about it. With this in mind, Salsa Technology has developed game titles that are very specific for each region, such as Mexico, Brazil or Colombia.

Example: Pachinko games are a **MUST** have in the Brazilian market due to the historical and cultural background of these games in the region. Players know these games and they are very attached to them.

Due to Internet connection speed variations in LATAM, all games have quick loading features; they are optimized to load rapidly.

DISTINGUISHING ATTRIBUTES



The standout features of our content portfolio:

01

RESPONSIVE

All Salsa Technology games are **developed in HTML5**. This means that players can access them from any mobile device (mobile phones and tablets running on both iOS and Android). The games are fully responsive, with more than one bonus stage and include auto-play functionality where players can setup automatic rounds.

02

GAME HISTORY

Salsa Technology games portfolio has a Game History feature that allow a player to have control over all their bets and wins (tickets played, extra balls, etc.) of up to 10 rounds previously in the same game session.

03

LOAD SPEED

Salsa Technology game's portfolio is designed to have rapid loading functionality. Each game is optimized in its graphic assets, sounds and animations to have the appropriate size that facilitate and quickens loading. The functionality of rapid loading allows Salsa Technology games to adapt without any problem for different regions with variable internet connections.

04 MULTI-LANGUAGE & MULTI-CURRENCY

All games are Multi-Language, adapting themselves to the market diversity as they are developed in English, Spanish and Brazilian Portuguese (new languages can be added). Games are also multi-currency; they support over 75 different currencies and new ones can be easily added.

05 FREE SPINS MARKETING TOOL

Salsa Technology has developed a powerful marketing tool for operators, the Free Spins tool. Operators can assign Free Spins to their players on any Salsa Technology game. Free Spins correspond to free rounds on games that the operator can manage and directly assign to VIPs and for player acquisition/ reactivation.

06 OMNI-CHANNEL

All Salsa Technology games are omni-channel, meaning that our games can be adapted to both online and retail solutions.

07 INNOVATION AND SPEED

Each Salsa Technology game is developed to match customer emotions and experiences at every stage of the gaming journey. It is all about scale. All our content is carefully created to deliver an unrivalled user experience (UX) and game speed.

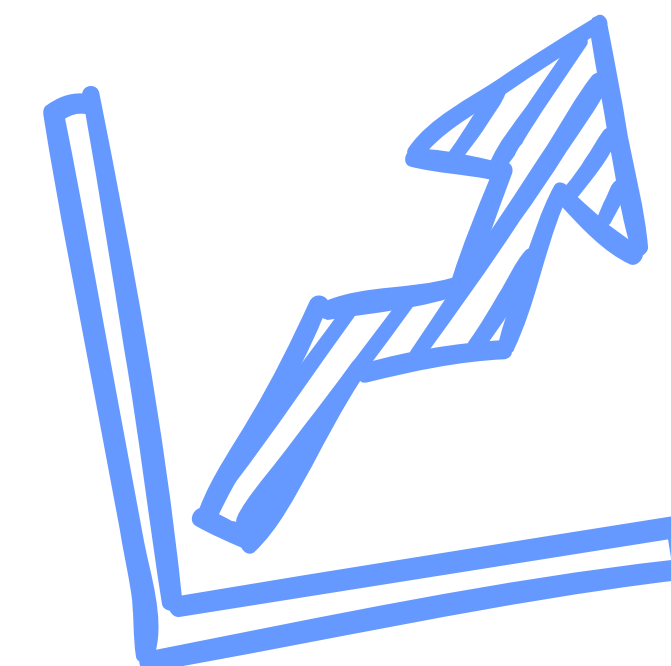


SALSA TECHNOLOGY GAME LOGIC

Salsa Technology games have been developed with captivating features and designs that encourage extensive gaming sessions. This is thanks to the unique random math algorithm and pay-table for Video Bingo & Slot games that help make the games so popular.

The games traditionally have a **pay-out of 94%** to 96% within a sample of one million rounds. For some specific markets we have developed versions of less than 94% pay-out.

Every Video Bingo game has a different style of play and feel. Features such as extra free balls, pay-tables and different bonus structures provide the player with the best user experience.



MARKETS

For historical and religious reasons, Bingo and Video Bingo games form a part of the culture and fabric of different regions around the world, especially in LATAM countries and Brazil.

In Mexico, Brazil, Peru, Argentina, Colombia, Spain, Portugal and Philippines, Video Bingo Games, both land based and online are the top performers.

Video Bingo games with local cultural themes are played on land-based machines as well as online. Social Video Bingo games also rank top in the social games rankings across the region.



PRODUCT OFFERING

Salsa Technology games have been developed with captivating features and designs that encourage extensive gaming sessions.

VIDEO BINGOS:

- ➔ Video Bingo games of 75 and 90 balls
- ➔ Conceptualization of the game (atmosphere, graphics, mascots)
- ➔ Possibility to purchase extra balls
- ➔ Different patterns with prizes
- ➔ Multiple denominations
- ➔ Bonus games
- ➔ Speed of game normal and turbo
- ➔ Buttons for quick plays
- ➔ Game history for players
- ➔ Configuration of automatic plays
- ➔ Fully responsive games
- ➔ Graphic material for marketing campaigns
- ➔ Support and maintenance



PRODUCT OFFERING

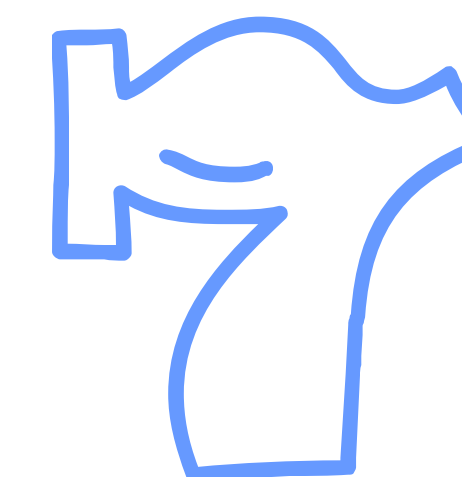
Salsa Technology games have been developed with captivating features and designs that encourage extensive gaming sessions.

SLOT GAMES:

- 3 Reels and 5 reels machines
- Bonus symbols and bonus stages
- Possibility of Cascading Reels on some games
- Expanding Wilds
- Free Spins
- Special symbols, Multipliers and Scatters
- Graphic material for marketing campaigns
- Support and maintenance

TABLE GAMES:

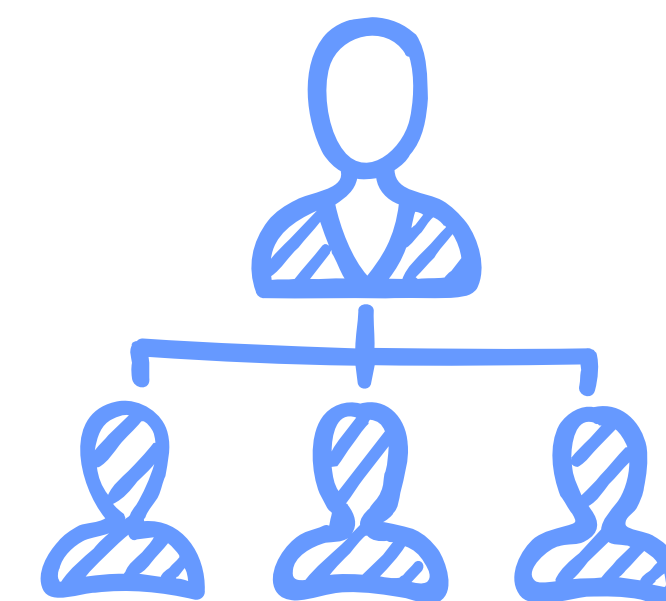
- Truco games
- Localization (Brazilian, Argentinean and Uruguayan truco)
- Raising stakes
- Graphic material for marketing campaigns
- Support and maintenance



TRANSPARENT DATA MANAGEMENT

- Different user levels
- Game Rounds reports of games
- Payout reports of games
- Financial reports
- Players management

- Promotions configuration
- Free Spins assignment
- Purchase history
- Purchase reports/setting



CERTIFICATIONS

The current high standards of the gaming industry require content providers to certify their games with specialized laboratories, in order to ensure the randomness and pay-table of the games are as accurately promoted and/or as required by regulations. This is why at Salsa Technology our entire game portfolio is certified by the best Global gaming laboratories.

Salsa Technology Video Bingo games are the **first to be certified** and ready for regulated markets such as:

- Colombia
- Portugal (1st quarter of 2020)
- Spain (1st quarter of 2020)
- Philippines
- UK (2nd semester of 2020)

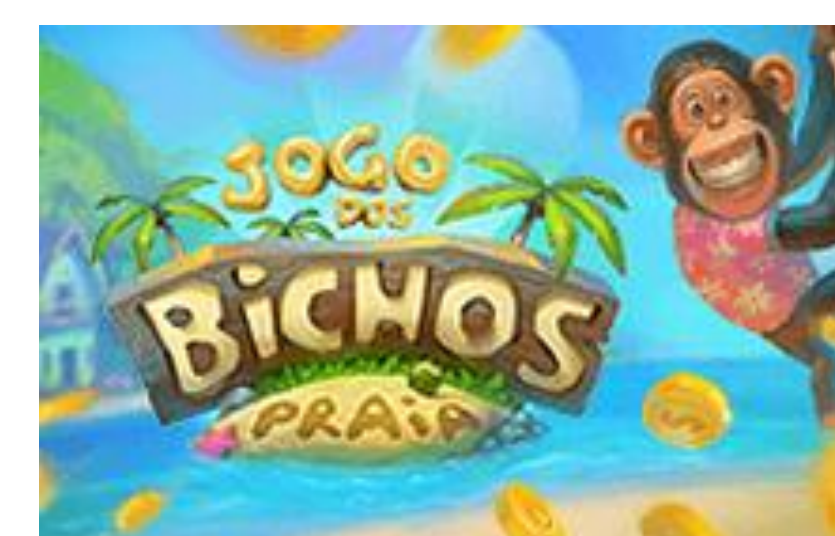




LICENSES

Salsa Technology has a B2B gaming license issued by Curacao Gaming Authorities and **Malta Gaming Authorities (MGA)** to be available in 2020.

SOME OF OUR GAMES



Check our content!

WE MAKE IT HAPPEN!



GET IN TOUCH



www.salsatechnology.com

contact@salsatechnology.com



URUGUAY

Montevideo, Zonamerica

BRAZIL

Florianopolis, SC, Acate

São Paulo, SP, Campo Belo

MEXICO

Ciudad de Mexico,

Interlomas

PORTUGAL

Lisbon, Cascais