



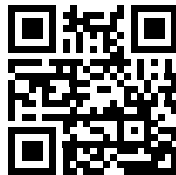
TabTrack

Every bar tab, digital, paid and remembered.

An invitation to fund, build, host, brand and take to market Tanzania's digital tab & mobile-money payment platform for restaurants, bars and hotels.

THE ASK

TZS 400M • USD 150k



Scan: live investor site



Paper tabs are costing venues every night

The problem

Paper tabs and cash lead to leakage, billing errors, slow table turns and zero customer data.

The rail is ready

Mobile money (M-Pesa, Tigo Pesa, Airtel Money) is already how Tanzanians pay.

The gap

No affordable, local, end-to-end tab-to-payment platform built for East African hospitality.

Why now

Smartphone adoption, QR familiarity and cashless policy momentum across the region.



One flow from order to loyalty



Scan & order

QR menus, live digital tab per table



Staff ordering

Waiters send orders straight to kitchen & bar



Split the bill

Each friend pays their share on their phone



Mobile-money pay

Instant payment, digital receipt, tipping



Owner insights

Sales, staff & stock analytics in real time



Loyalty & events

Coupons, rewards and bookings bring guests back

How TabTrack makes money

SaaS subscription

TZS 80k / venue / month

Payment fee

Small % on digital payments

Onboarding

Setup & training fee

Add-ons

Hardware, loyalty, promotions

Three-year illustrative forecast

	Year 1	Year 2	Year 3
Venues (year end)	60	250	800
Revenue	TZS 52M	TZS 253M	TZS 964M
Operating costs	TZS 313M	TZS 529M	TZS 822M
EBITDA	TZS -261M	TZS -276M	TZS 142M

Break-even at roughly **669 venues**, expected around **Month 28–31**. Cumulative Year 1–2 losses exceed the initial raise, so a follow-on round is planned around month 15.

THE FUNDING ASK

TZS 400M to go from proposal to reality

18 months of runway to develop, host, brand, promote, market and monetize. Terms open for discussion.



- Develop — 45% (TZS 180M)
- Host & secure — 5% (TZS 20M)
- Brand — 6% (TZS 24M)
- Promote & market — 15% (TZS 60M)
- Compliance & kits — 9% (TZS 36M)
- Working capital — 20% (TZS 80M)

Roadmap: build months 1–4 · pilot venues month 5 · public launch month 6 · scale across Dar, Arusha & Zanzibar, then East Africa.



TabTrack



Scan to explore the live pitch

invest.tabtrack.live