TRENDS, DATA AND WHAT THEY MEAN

State of IT in Tanzania 2026

A data report for CIOs, IT managers, finance leaders and founders: connectivity, payments, cloud, security, software, compliance, devices, AI and skills.



123.2M

telecom subscriptions in September 2026, more than double the 54.1 million of December 2021.[1]

FOREWORD

The questions have changed faster than the answers



Shakil Dharamsi
Chief Executive Officer
Powercomputers Group

When Powercomputers opened in Dar es Salaam in 2001, with a staff of four,[2] most of what customers asked us was about one computer on one desk. Today they ask about fibre and failover, fiscal receipts that reach TRA as they are issued, registering with the data protection commission, and whether their accounting system can take mobile money. The questions have changed faster than the information available to answer them.

This report is our attempt to close that gap. It brings the official statistics on Tanzania's digital economy into one place, from the communications regulator, the revenue authority, the central bank, the World Bank and others, with every number traced to its source and dated. Where sources disagree, we show both. Where the data does not exist, we say so rather than guess.

Our own view, from installing, supporting and training across the country, is kept separate, in marked notes, the outlook and the recommendations. We hope the report earns a place in your next budget meeting, and we welcome corrections.

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Ten chapters, one country

Each chapter opens with one number and closes with what it means for the people who run IT and pay for it. Data as of 30 September 2026 unless stated.

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EXECUTIVE SUMMARY

2026 in 10 numbers

01 · SUBSCRIPTIONS

123.2M

telecom subscriptions, Sep 2026, up 24% in a year[3]



02 · FIXED LINES

58%

of data carried on fixed lines, which are 1.1% of internet subscriptions[3]

03 · 5G

36.2%

of people covered by 5G, up from 28.9% a year earlier[3]



04 · PAYMENTS

255 trn TSh

in mobile payments in 2025, up 28%[4]

05 · HOSTING

52

secure servers per million people, 2024; Kenya 400[5]

06 · SECURITY

99 of 133

audited public bodies did not review their security logs[6]

07 · BUSINESS

43,435

.tz domains, Sep 2026: the 2027 target already passed[3]



08 · FISCAL

12%

of business taxpayers registered to use fiscal devices, 2024[7]

09 · AI

8.0%

of people aged 15 to 64 using AI, June 2026 EST.[8]

10 · SKILLS

3,885

ICT graduates from universities in 2025, 5.8% of all graduates[9]

FIVE TAKEAWAYS

What to repeat in the next meeting

1. **Mobile is how people connect; fibre is where work gets done.** Design for phones, and put offices on fixed lines with a mobile failover. Chapter 01
2. **Payments are digital; reconciliation should be too.** Connect mobile money and instant payments to accounting and point of sale. Chapter 02
3. **Compliance is now enforced.** Data protection enforcement began in April 2026, audits in August; TRA's IDRAS went live in February; tax records need a server in Tanzania. Chapters 03, 04, 06
4. **The security gap is in the basics.** Logs nobody reads and payment fraud by phone are the common failures, not exotic attacks. Chapter 04
5. **People are the bottleneck.** Fewer than 4,000 ICT graduates a year, and AI use under one in ten: train and certify the team you have. Chapters 09, 10

CHAPTER 01 · CONNECTIVITY

Tanzania connects by phone, not by office line

1.1%

of Tanzania's 64.7 million internet subscriptions are fixed connections: fibre, copper or fixed wireless. Yet those lines carried 58% of all the data in the quarter.[3]

Telecom subscriptions more than doubled in under five years, from 54.1 million in December 2021 to 123.2 million in September 2026. Internet subscriptions grew from 29.1 million to 64.7 million.[1]

The regulator counts subscriptions, not people: one person with two SIM cards is two subscriptions, which is how penetration reaches 176 per 100 people.[3] For IT planning the useful reading is simpler: the network your customers and staff use is overwhelmingly mobile, and it adds several million subscriptions every quarter.

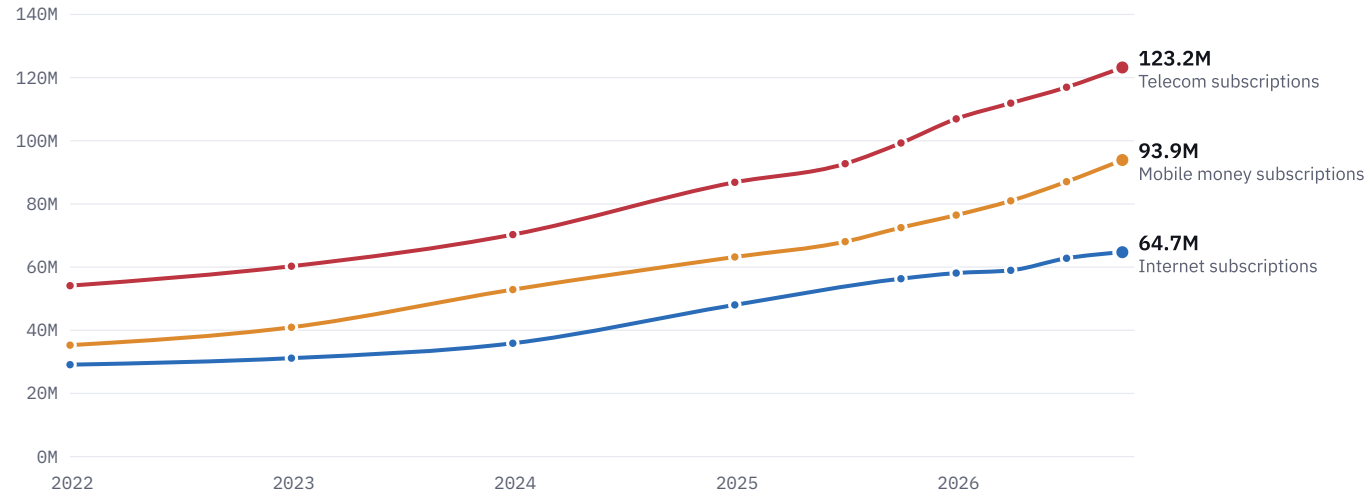
+5.3%
telecom subscriptions in the September quarter[3]

+3.1%
internet subscriptions in the same quarter[3]

1,206 PB
data carried, up 15.9% in one quarter[3]

Figure 1.1 · Subscriptions more than doubled after 2021, and mobile money grew faster still

Telecom, mobile money and internet subscriptions, millions. December values to 2024, then quarterly. Dots mark published values; the regulator's series has no point for March 2025.

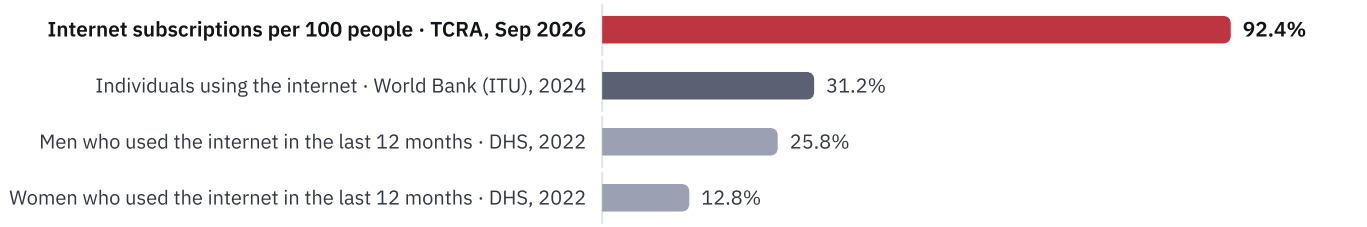


Source: TCRA[1]

● Data as of 30 Sep 2026

Figure 1.2 · Three official ways to count Tanzanians online, and why they disagree

Subscriptions count SIM cards and lines with internet access; the World Bank (ITU) and DHS figures count people. Each is correct for what it measures.

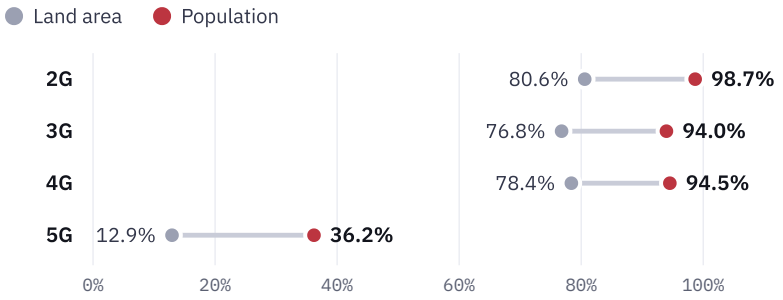


Source: TCRA[3] · World Bank / ITU[10] · DHS 2022[11]

● Data as of 30 Sep 2026 / 2024 / 2022

Figure 1.3 · 4G reaches 95% of people but 78% of the land

Mobile network coverage by technology, September 2026: share of the population and share of the land area covered.

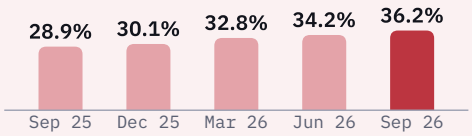


Source: TCRA[3] Data as of 30 Sep 2026

5G, ONE YEAR IN THE DATA

36.2%

of the population covered by 5G in September 2026, up from 28.9% a year earlier[3,12]



2×

5G base stations in a year: 1,059 to 2,136[3,12]

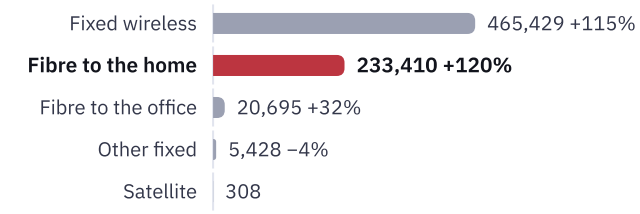
60%

of them in Dar es Salaam (1,271)[3]

5G covers 12.9% of the land. Outside the main cities, plan on 4G.

Figure 1.4 · Fibre to the home more than doubled in a year

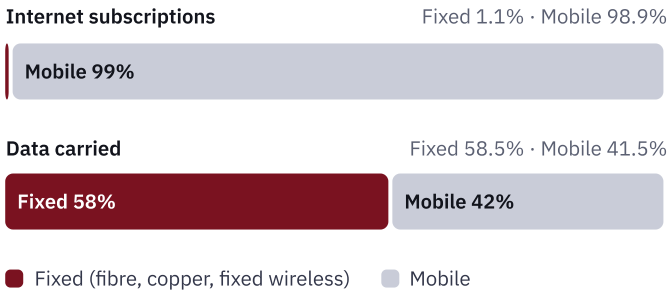
Fixed internet subscriptions by technology, September 2026, with the change on September 2025.



Source: TCRA[3] · TCRA[12] · satellite not comparable
Data as of 30 Sep 2026 / 30 Sep 2025

Figure 1.5 · Fixed lines are 1% of subscriptions but carry 58% of the data

Share of internet subscriptions (September 2026) and of data carried (July to September 2026), fixed versus mobile networks.

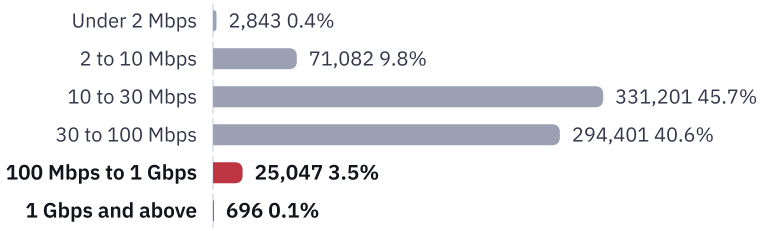


In September 2026 a fixed line used 332 GB on average; a mobile internet subscription used 2.69 GB.

Source: TCRA[3] Data as of 30 Sep 2026

Figure 1.6 · Only 3.6% of fixed lines run at 100 Mbps or more

Fixed internet subscriptions by contracted speed, September 2026 (725,270 lines).



Source: TCRA[3] Data as of 30 Sep 2026

Figure 1.7 · A fixed line is almost twice as fast, with a quarter of the delay

Average measured performance, July to September 2026. Mobile areas change each quarter, so mobile speeds are not comparable over time.

31.5 Mbps
fixed download[3]

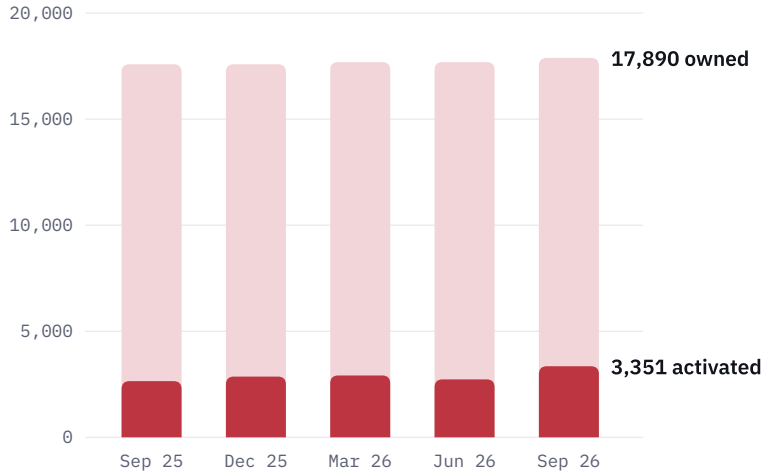
17.5 Mbps
mobile download, 16 areas[3]

16.8 ms
fixed latency[3]

70.3 ms
mobile latency[3]

Figure 1.8 · Four in five international gigabits are owned but not switched on

International bandwidth capacity, Gbps: total owned and activated (in use). Available for activation is the difference.



Source: TCRA[1] · Data as of 30 Sep 2026

18.7%

of the 17,890 Gbps of international capacity owned was activated in September 2026, leaving 14,539 Gbps available.[3]

International bandwidth is the equipped capacity of the links connecting Tanzania to the world, whatever traffic they carry.[13] The sea cables and cross-border links have room to spare. Where a business sees slow or costly internet, the constraint is the last mile to the building.

NATIONAL BACKBONE

15,167 km

of fibre built, 93% of the 16,280 km planned, reaching 122 of 139 mainland districts, March 2026[14]

PRICE OF A FIXED LINE

TSh 59,500

median published monthly price of the cheapest fixed plan, 20 providers, September 2026[15]

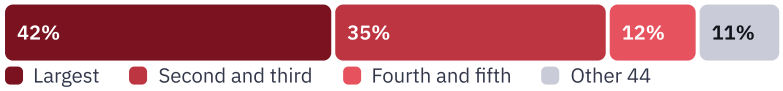
AFFORDABILITY

28.0%

of monthly income per person for ITU's 5 GB fixed broadband basket; Africa median 15.1%[16]

Figure 1.9 · Three providers serve 78% of fixed internet subscribers

Share of fixed internet subscriptions held by the largest providers, June 2026, the latest edition listing providers (49 reported).



Source: TCRA[13] · shares by Powercomputers · Data as of 30 Jun 2026

The backbone links to seven of eight neighbouring countries, with the DRC link under construction.[17] The ministry's summary speech gives 86 districts connected; the full text gives 122, which we use.

A concentrated fixed market means a second line from a different provider is worth more than a faster line from the same one.

WHAT THIS MEANS FOR IT LEADERS

Build for a mobile country, buy fixed where the work is

01

Design for the phone first.

Customers and field staff reach you over mobile data at about 17 Mbps and 70 ms, using 2.7 GB a month. Portals, apps and payment pages should work on that, not only on office fibre.

02

Put the heavy work on fixed lines.

Fixed connections carry most of the country's data. Offices that move files, run cloud backups or hold video calls need fibre, with a 4G or 5G link as automatic failover.

03

Check coverage before you open a site.

4G covers 95% of people but 78% of the land, and 60% of 5G base stations are in Dar es Salaam. Check operator maps for every new branch, depot or project site.

CHAPTER 02 · PAYMENTS

Mobile money is the country's payment rail

255 trn TSh

moved through mobile payments in 2025, in 7.96 billion transactions. Value rose 28.3% on 2024 and volume 24.1%.[4]

The regulator counted 93.9 million mobile money subscriptions in September 2026 and between 790 and 826 million transactions a month in the September quarter (the report's tables differ), up from 700 million a month in the quarter before.[3]

Behind the wallets is a physical network that keeps growing faster than the user base: two million agents and 2.8 million merchants that accept digital payments, more than double a year earlier.[4] For a business, a customer paying by phone is now the default, not the exception.

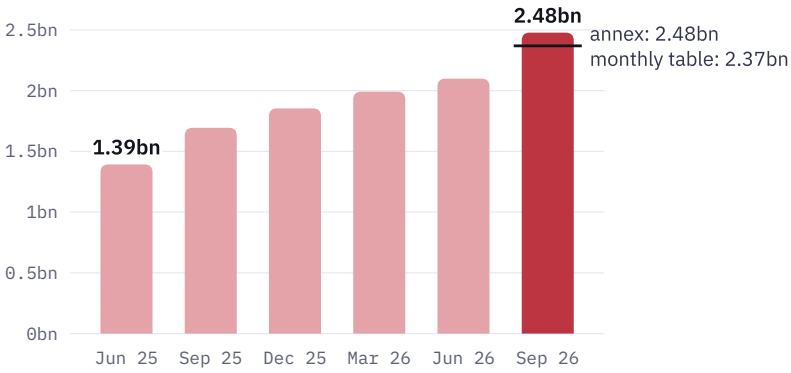
1.98 M
mobile money agents, end of 2025, up 34%[4]

2.79 M
merchants accepting digital payments, up from 1.33 million[4]

2.83 trn TSh
held in mobile money trust accounts, up 36%[4]

Figure 2.1 · Transactions per quarter rose by more than 70% in five quarters

Mobile money transactions per quarter, billions. For September 2026 the report's own tables disagree: the annex gives 2.48 billion, the monthly table adds up to 2.37 billion. Both are shown.

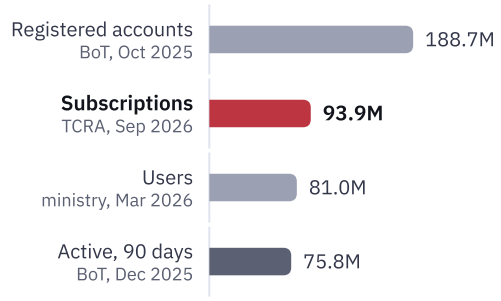


Source: TCRA[1] · TCRA[3]

● Data as of 30 Sep 2026

Figure 2.2 · How many mobile money users? Four official answers

Millions. Registered accounts count every wallet; subscriptions count SIMs with a wallet; active users made a transaction in the last 90 days.

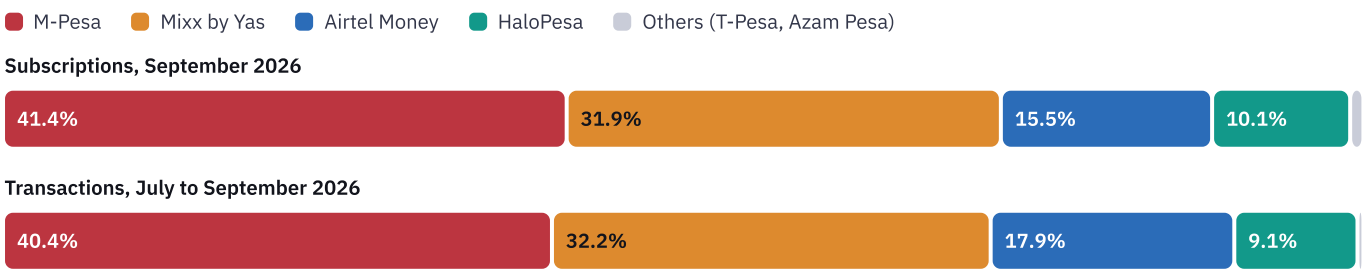


Source: Bank of Tanzania[18] · TCRA[3] · MCIT budget speech[14] · Bank of Tanzania[4]

● Data as of Oct 2025 / 30 Sep 2026 / Mar 2026 / 31 Dec 2025

Figure 2.3 · Two providers hold 73% of wallets and the same share of transactions

Share of mobile money subscriptions (September 2026) and of transactions (July to September 2026, monthly table), by provider.

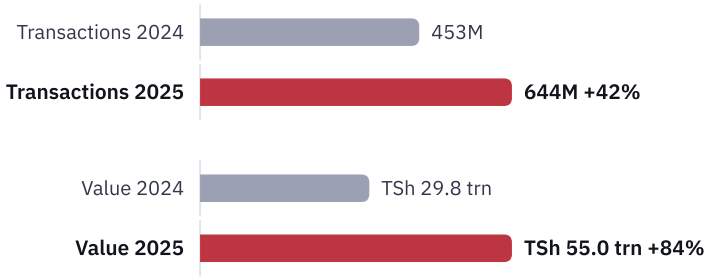


Source: TCRA[3] · shares by Powercomputers

● Data as of 30 Sep 2026

Figure 2.4 · Instant payments between banks and wallets nearly doubled in value

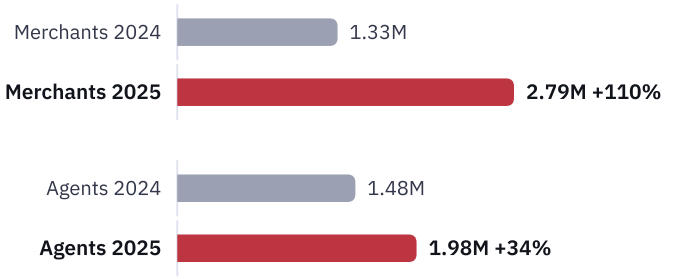
Tanzania Instant Payment System (TIPS), run by the Bank of Tanzania, 2024 and 2025.



Source: Bank of Tanzania[4]
Data as of 31 Dec 2025

Figure 2.5 · Merchants accepting digital payments more than doubled in a year

Merchants and mobile money agents, end of 2024 and end of 2025, millions.



Source: Bank of Tanzania[4]
Data as of 31 Dec 2025

IDENTITY FOR ONBOARDING

22.3M

national ID numbers issued by December 2025, about 81% of eligible adults; 26.4 million people registered[19]

A MONTH OF MOBILE PAYMENTS

TSh 22.0trn

in 705.8 million mobile payments in October 2025, the latest month the central bank has published[18]

SOURCES DIFFER

For July 2025 the ministry's speech, citing the regulator, gives 476.7 million mobile money transactions; the central bank's monthly file gives 673.7 million. Coverage and definitions differ.[14,18]

WHAT THIS MEANS FOR IT LEADERS

Treat the wallet as a core system, not a side channel

01

Reconcile automatically.

At around 800 million transactions a month nationally, matching mobile money receipts to invoices by hand does not scale. Connect payment confirmations to your accounting and point-of-sale systems.

02

Use instant rails for suppliers.

TIPS moved TSh 55 trillion in 2025, up 84%. Paying suppliers and staff across banks and wallets in seconds reduces cash handling and float.

03

Guard the payment details.

The regulator blocked 62,879 SIM lines used in fraud in a year.[14] Confirm any change of supplier wallet or bank details by calling a number you already hold.

CHAPTER 03 · CLOUD AND HOSTING

The law keeps data at home; the servers have not caught up

52

secure internet servers per million people in Tanzania in 2024. Kenya had 400, Rwanda 161 and Uganda 54.[5]

Secure servers, counted by the World Bank from web-certificate surveys, are a rough measure of how much of a country's online business is hosted with encryption. Tanzania's count has barely moved since 2023, while Kenya's rose by a third in a year.[5]

At the same time, three sets of rules push data to stay in the country: tax records, personal data and government systems. The result is a market where demand for local hosting is written into law, but local capacity and the habit of using it are still thin.

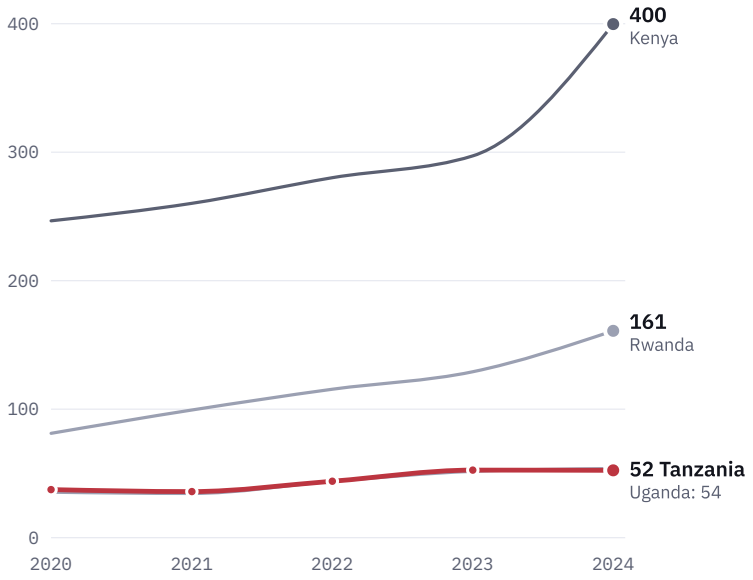
1.0%
of service exports were ICT services in 2024; Kenya 10.6%[20]

121
permits to transfer personal data abroad, issued by August 2026[21]

Tier III
National Internet Data Centre, built by government in 2015, run by TTCL[22]

Figure 3.1 · Kenya hosts eight times more secure servers per person

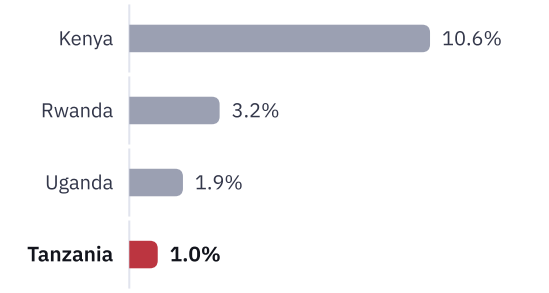
Secure internet servers per million people, 2020 to 2024.



Source: World Bank / Netcraft[5] · Data as of 2024

Figure 3.2 · The region's digital exporter is Kenya, not Tanzania

ICT services as a share of all service exports, 2024.



Source: World Bank[20] · Data as of 2024

DATA GAP · CLOUD ADOPTION

We found no government, World Bank, ITU or GSMA survey that measures how many Tanzanian businesses use cloud services, and no authoritative count of data centres. Treat any single figure for either with caution.

Figure 3.3 · Where the rules say your data must live

Three laws, three kinds of data. A summary, not legal advice: read the sections cited and take advice for your case.

Do you keep electronic records for tax?

TAX ADMIN ACT S. 35(7)

Keep a primary data server in Tanzania that TRA can access

Added by the Finance Act 2021. Since 1 January 2024 the wording covers a "physical, virtual or any other" server. The Act does not say whether a virtual server located abroad meets the rule.[23]

Do you send personal data outside Tanzania?

PDPA SS. 31 AND 32

Only on a lawful ground or with a permit from the Commission

Exceptions include consent and contract; otherwise the Commission can authorise a transfer where safeguards are adequate, on Form 7, decided within 14 days.[24,25]

Is it a public institution's system?

E-GOVERNMENT ACT S. 25

Host in a government-approved environment

Public institutions must use government or government-approved hosting (s. 45(b)); the 2020 regulations repeat it (reg. 39(b)). An e-GA standard of February 2026 tells them to use approved storage rather than build their own data centres.[26]

Source: Tax Administration Act[23] · PDPA 2022[24] · e-Government Act[26] · summary by Powercomputers

● Data as of laws in force, Nov 2026

CAPACITY IN THE PIPELINE

- [ ] Feasibility studies are complete for new national data centres in **Dodoma** and **Zanzibar**, and the national data centre at Kijitonyama is to be upgraded.[14]
- [ ] Only **18.7%** of owned international bandwidth was switched on in September 2026, so capacity to reach offshore clouds is not the bottleneck (Chapter 01).[3]
- [ ] Internet exchange points at six existing sites are to be upgraded in 2026/27, which keeps local traffic local.[14]

POWERCOMPUTERS VIEW

The rules and the cost of bandwidth point most businesses to a hybrid setup: keep the primary copy of tax and accounting data on a server in Tanzania, on premises or in a local data centre, and use offshore services for email and collaboration where the data protection rules allow it, with an off-site backup of everything.

WHAT THIS MEANS FOR IT LEADERS

Map your data before you move it

01

Know which data is which.

Tax records, personal data and public-sector data each have their own rule. A one-page data map, system by system, is the start of every cloud decision.

02

Keep the primary copy in Tanzania.

Until the law says otherwise, the safest reading of the server rule is a primary server in the country that TRA can reach, with cloud services around it.

03

Get the permit if you need it.

Sending customer or staff data to a foreign platform may need a transfer permit. The Commission had issued 121 by August 2026; the decision takes 14 days.

CHAPTER 04 · CYBERSECURITY

Top marks on paper, gaps in the server room

99 of 133

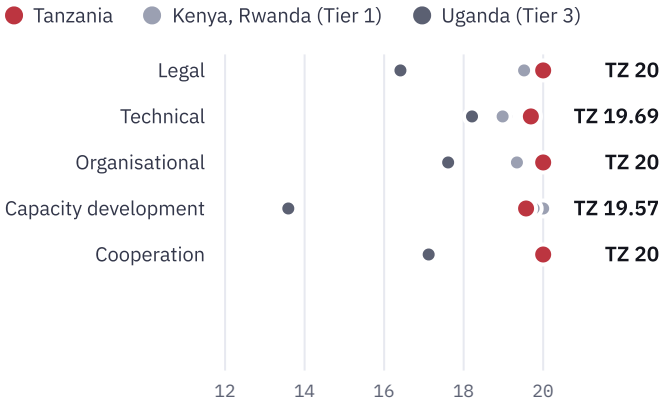
public bodies audited by the Controller and Auditor General in 2024/25 did not review their security logs.[6]

The ITU's Global Cybersecurity Index 2024 puts Tanzania in its top tier, "role-modelling", with full marks for its laws, its institutions and its cooperation.[27] The national framework is strong. The audit of the government's own systems shows how far practice lags behind it.

Crime is moving online. Police recorded 1,464 cybercrime offences in 2025, up 14.3%, and computer-related fraud almost tripled, from 137 cases to 408. Financial transaction fraud, from mobile scams to bank transfers, took TSh 4.78 billion in 3,424 cases.[28]

Figure 4.1 · Tanzania scores like Kenya and Rwanda on the national framework

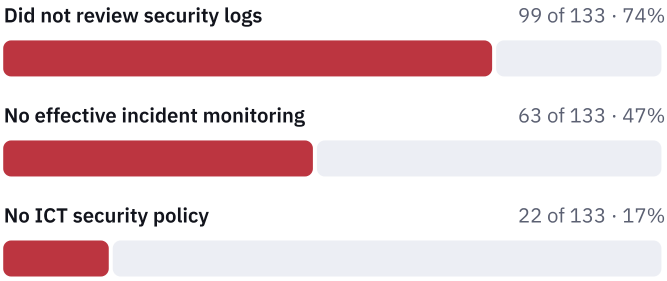
ITU Global Cybersecurity Index 2024, score out of 20 on each of the five pillars.



Source: ITU GCI 2024[27] · Data as of 2024

Figure 4.2 · In the government's own systems, basic controls are missing

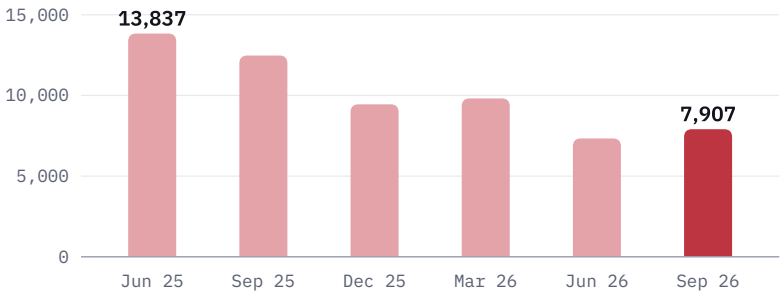
Of 133 public entities in the CAG's information systems audit, 2024/25, the number with each weakness.



Source: CAG[6] · Data as of 30 Jun 2025

Figure 4.3 · Fraud attempts on mobile networks have fallen by 43% since mid-2025

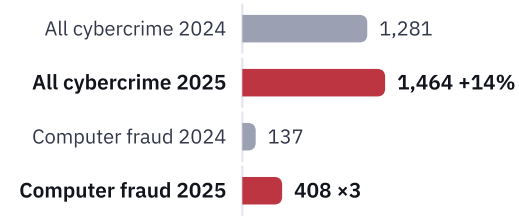
Fraudulent attempts reported on mobile networks per quarter. The regulator does not define the measure; these are attempts, not losses.



Source: TCRA[1] · TCRA[3] · Data as of 30 Sep 2026

Figure 4.4 · Computer-related fraud almost tripled in a year

Offences reported to police, 2024 and 2025.



Source: Police / NBS[28] · Data as of 31 Dec 2025

THE DATA PROTECTION LAW

Registration is no longer optional

The Personal Data Protection Act came into force on 1 May 2023. Anyone who collects or processes personal data must register with the Personal Data Protection Commission, as a controller or a processor, and appoint a data protection officer. Registration lasts five years.[24]

The Commission's grace period ended on 8 April 2026; enforcement began the next day, and compliance audits from 28 August 2026.[29]

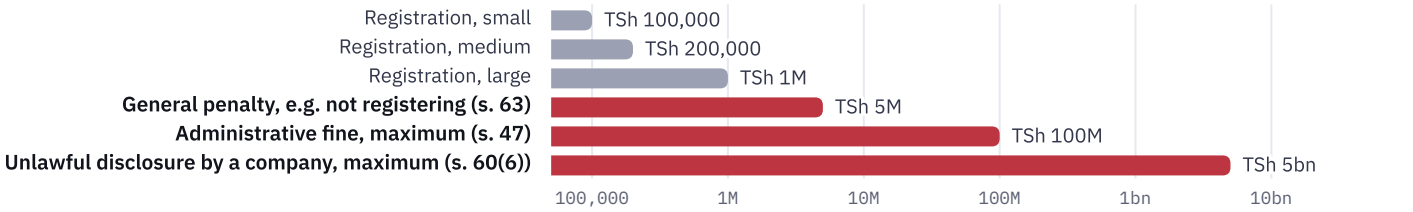
15,146 organisations had registered by August 2026, up from 12,214 in March; the Commission had received 445 complaints and issued 6 determinations.[14,21]

FROM LAW TO AUDIT

- **1 May 2023** — The Act comes into force; the Commission is established.[24]
- **31 Dec 2024 to 30 Apr 2025** — First registration deadline, then extended.[29]
- **8 Apr 2026** — Final date for voluntary registration.
- **9 Apr 2026** — Enforcement begins.
- **28 Aug 2026** — Compliance audits begin; quarterly compliance reports requested.

Figure 4.5 · What registration costs, and what a breach can cost

Registration fees (one-off, valid five years) and the Act's maximum penalties, TSh.



Source: PDPA regulations[25] · PDPA 2022[24]

Data as of laws in force, Nov 2026

ENTERPRISE READINESS

No official survey measures how well private businesses are protected. The best public signals come from the national CERT, inside the regulator. Its decoy sensors are traps, not real incidents, but they measure the scanning that every internet-facing system receives: assume your firewall, email server and remote-access ports are probed every day.

2.1M probes against the national CERT's decoy sensors in the week to 22 November 2026[30]

198 incidents with signs of cybercrime handled by the regulator, to March 2026[14]

WHAT THIS MEANS FOR IT LEADERS

Register, log, and train for fraud

01

Register with the Commission now.

Enforcement began on 9 April 2026 and audits on 28 August. For most businesses the fee is TSh 100,000 to 1,000,000 for five years; unlawful disclosure can cost a company up to TSh 5 billion.

02

Turn on logging, then read it.

Three in four audited public bodies did not review their security logs. Centralise logs from firewalls, servers and email, set alerts, and name the person who checks them every week.

03

Train for fraud, not only malware.

Computer-related fraud tripled in a year. Multi-factor sign-in on email and banking, call-back checks on payment changes and short, regular staff briefings stop most of it.

CHAPTER 05 · BUSINESS SOFTWARE

Businesses are going online faster than the plan

43,435

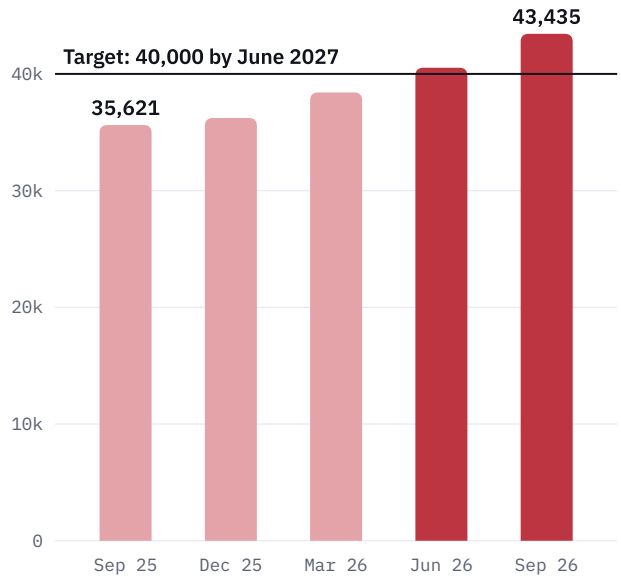
.tz domain names in September 2026, up 22% in a year and already above the national target of 40,000 set for June 2027.[3,31]

Company domains (.co.tz) drive the growth: 34,710 in September 2026, up 24% on a year earlier.[3,12] A business name on the web and on email is the first, cheapest piece of digital infrastructure, and more firms are taking it.

The tax system is pulling the rest along. Seventy-seven per cent of Tanzanian firms filed taxes electronically in the World Bank's 2023 survey, against 56% across Sub-Saharan Africa.[32] In health, the government's hospital system runs in nearly every primary facility. What the official data does not show is how many small businesses run accounting, payroll or stock on software rather than paper and spreadsheets.

Figure 5.1 · The 2027 domain target was passed in 2026

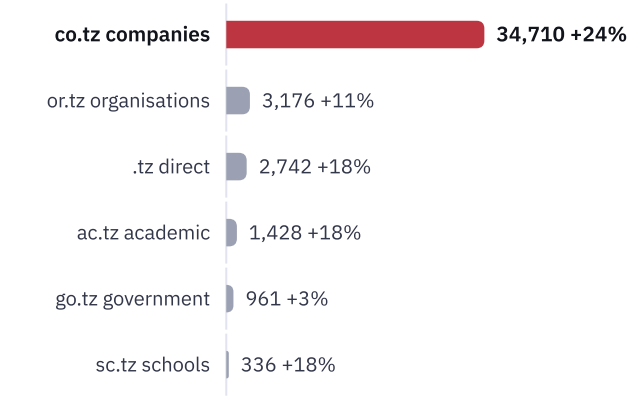
Registered .tz domain names per quarter, with the Digital Economy Strategic Framework target of 40,000 by June 2027.



Source: TCRA[1] · DESF 2024 to 2034[31]
● Data as of 30 Sep 2026 / 2024

Figure 5.2 · Company domains lead the growth

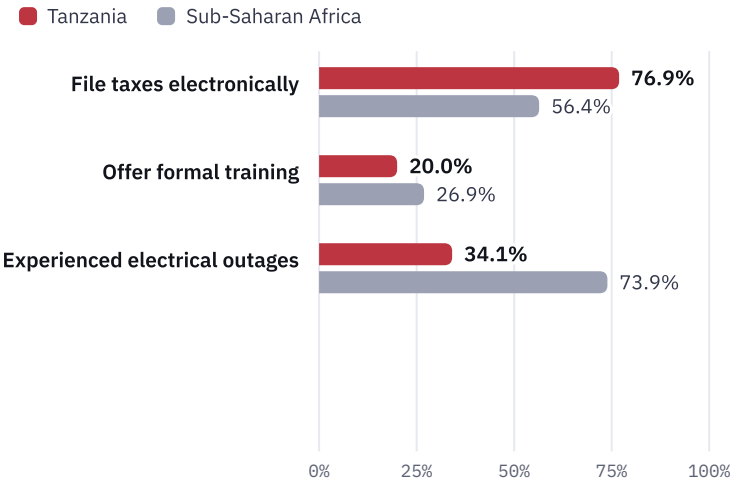
.tz domains by zone, September 2026, with the change on September 2025.



Source: TCRA[3] · TCRA[12]
● Data as of 30 Sep 2026 / 30 Sep 2025

Figure 5.3 · Tanzanian firms file online more than the regional average, but train less

Share of firms, World Bank Enterprise Survey 2023 (600 firms), Tanzania against Sub-Saharan Africa.



Source: World Bank Enterprise Surveys[32] Data as of 2023 survey

HEALTH SYSTEMS

96%

of primary-level health facilities run GoT-HoMIS, the government's hospital management system[33]

28 of 28

regional referral hospitals on an electronic system[33]

2,758

computers supplied to health facilities in all 26 mainland regions[33]

Health facilities numbered 13,683 in March 2026, up from 10,153 in 2021/22.[33]

GOVERNMENT SYSTEMS

- [ ] TRA's new integrated tax system, **IDRAS**, went live on 9 February 2026 and was connected to the systems of 92 institutions, 29 of them private, by 31 March.[34]
- [ ] The ministry upgraded **20 government systems** in 2025/26, including the Jamii portal and the national ID number service.[14]
- [ ] The national framework targets **3 million entrepreneurs** selling through digital platforms by 2029.[31]

WHAT THIS MEANS FOR IT LEADERS

Connect the systems you already have

01

Own your name.

A .co.tz domain with email on it is the cheapest credibility a business can buy. 34,710 companies now have one; customers notice those that do not.

02

Buy software that talks to government.

With IDRAS live and most firms filing online, choose accounting, payroll and point-of-sale software that exports what TRA and other agencies need, rather than retyping it.

03

Budget for training.

Only 20% of Tanzanian firms offer formal training, below the regional 27%. A software rollout without training rarely pays back; put training in the same budget line.

CHAPTER 06 · FISCAL TECH

Fiscal receipts are going virtual, and most traders have not started

12%

of the 2,056,723 business taxpayers were registered to use electronic fiscal devices in mid-2024: 243,338 businesses.[7]

Active EFDs almost doubled between 2020 and 2024, from 170,087 to 334,151. The share of active machines that issued no receipts fell from 16% to 9%.[7]

The national auditor found TRA "focused on a Virtual Fiscal Device (VFD) as a replacement for the EFD machine", while most traders still used machines. A VFD costs a trader TSh 50,000 to 570,000; an EFD, TSh 580,000.[7] Any business with annual turnover of TSh 11 million or more must issue fiscal receipts from one or the other.[35]

37.96trn TSh

collected by TRA in 2025/26, 105% of target and 17.6% more than the year before[36]

92

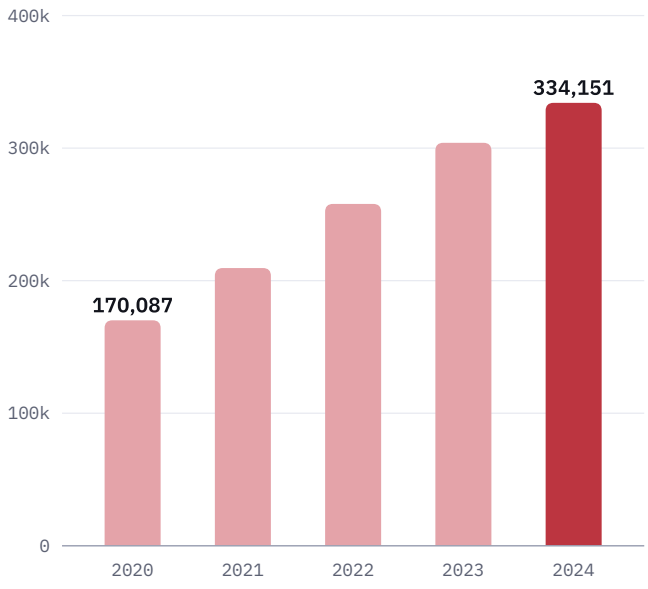
institutions connected to TRA's new IDRAS system by March 2026[34]

8.25M

registered taxpayers, March 2026[34]

Figure 6.1 · Active EFDs almost doubled in four years

Active electronic fiscal devices reported, 2020 to 2024.

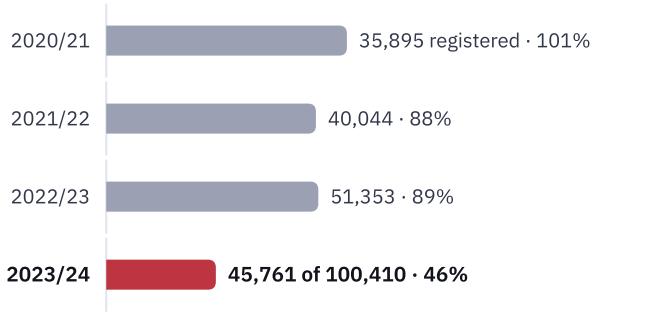


Source: CAG EFD audit[7]

● Data as of 2024

Figure 6.2 · New registrations fell well short of target in 2023/24

New EFDs registered as a share of TRA's target, by financial year.



Source: CAG EFD audit[7]

● Data as of 2024

Figure 6.3 · Sixteen years from receipt machines to a single tax system

Milestones in Tanzania's electronic tax administration.



Source: CAG EFD audit[7] · TRA[35] · ZRA[37] · TRA[34] · Finance budget speech[38]

● Data as of Nov 2026

THE RULES THAT MATTER

- ☐ **Turnover of TSh 11 million** or more a year: issue fiscal receipts from an EFD or a VFD bought from an approved supplier.[35]
- ☐ **Back up daily.** Users of virtual fiscal devices and electronic signature devices must back up their data every day.[39]
- ☐ **Zanzibar is separate.** Business transactions there go through the Zanzibar Revenue Authority's Virtual Fiscal Management System (VFMS), not TRA's EFD or VFD.[37,40]
- ☐ **No import duty on the hardware.** Customs duty stays at 0% on EFDs, cash registers and point-of-sale machines, and TRA is to build a free receipt-issuing app.[38]

POWERCOMPUTERS

Powercomputers has been a TRA-authorised EFD supplier since 2013 and is a TRA VFD integrated partner.[2]

WHAT THIS MEANS FOR IT LEADERS

Make the receipt part of the system, not a separate box

01

Integrate where you can.
If sales already run through point-of-sale or accounting software, a VFD inside that software saves keying every sale twice, and costs less than a machine.

02

Watch for silent devices.
About one active EFD in ten issued no receipts in 2024. A device that stops transmitting is a compliance risk TRA can see before you do; check it weekly.

03

Plan Zanzibar separately.
A branch or hotel in Zanzibar needs VFMS, not TRA's devices. Budget for a second integration rather than assuming one fits both.

CHAPTER 07 · IOT AND FLEET

Machines are joining the network, led by regulation

14,743

buses on the transport regulator's approved tracking in 2025/26, two and a half times the 5,979 of 2021/22.[41]

Machine-to-machine subscriptions, the SIM cards in trackers, meters, payment terminals and sensors, reached 1.30 million in September 2026, up 15% in a year. IoT devices on the mobile networks rose 21%, to 211,244.[3,12]

Regulation is doing much of the pulling. The transport regulator's rules require approved tracking devices on intercity and international buses, and it has issued electronic driver keys to 13,829 drivers.[41] Tax rules require electronic fiscal printers on fuel pumps. Each rule creates a fleet of connected devices that someone has to install, connect and support.

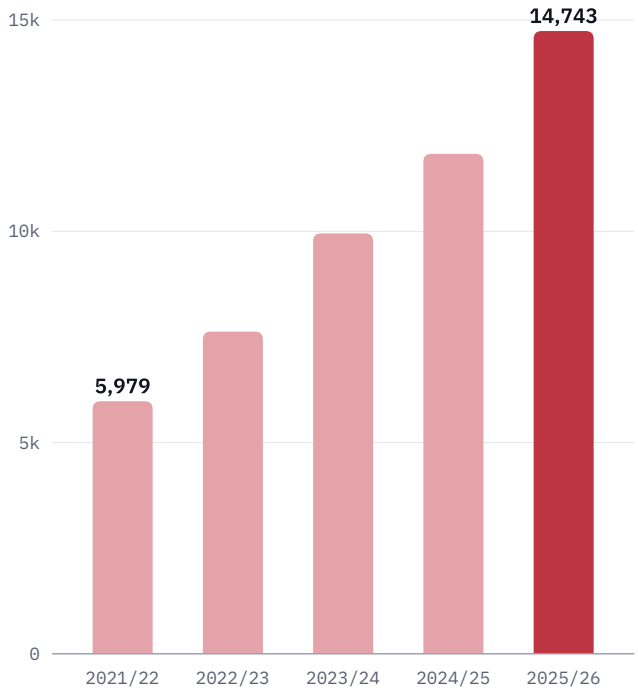
1.30M
machine-to-machine subscriptions, September 2026[3]

211,244
IoT devices on mobile networks[3]

2,691
retail fuel stations operating, 586 of them rural, June 2025[42]

Figure 7.1 · Tracked buses grew every year for five years

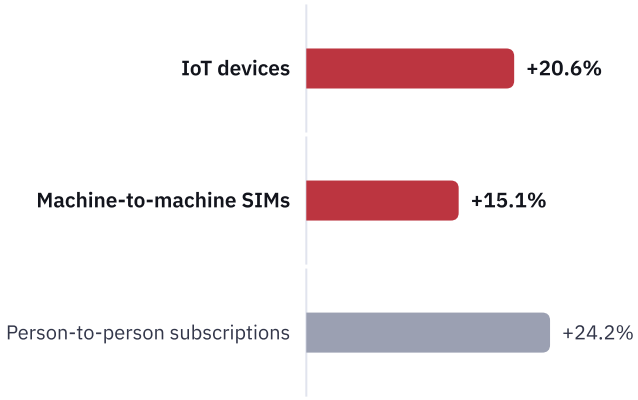
Buses connected to the regulator's vehicle tracking system, by financial year. For 2024/25 the regulator's statistics report gives 12,363 fitted and 9,491 active on average.



Source: LATRA[41] · Data as of 2025/26

Figure 7.2 · Machine connections are growing faster than people's

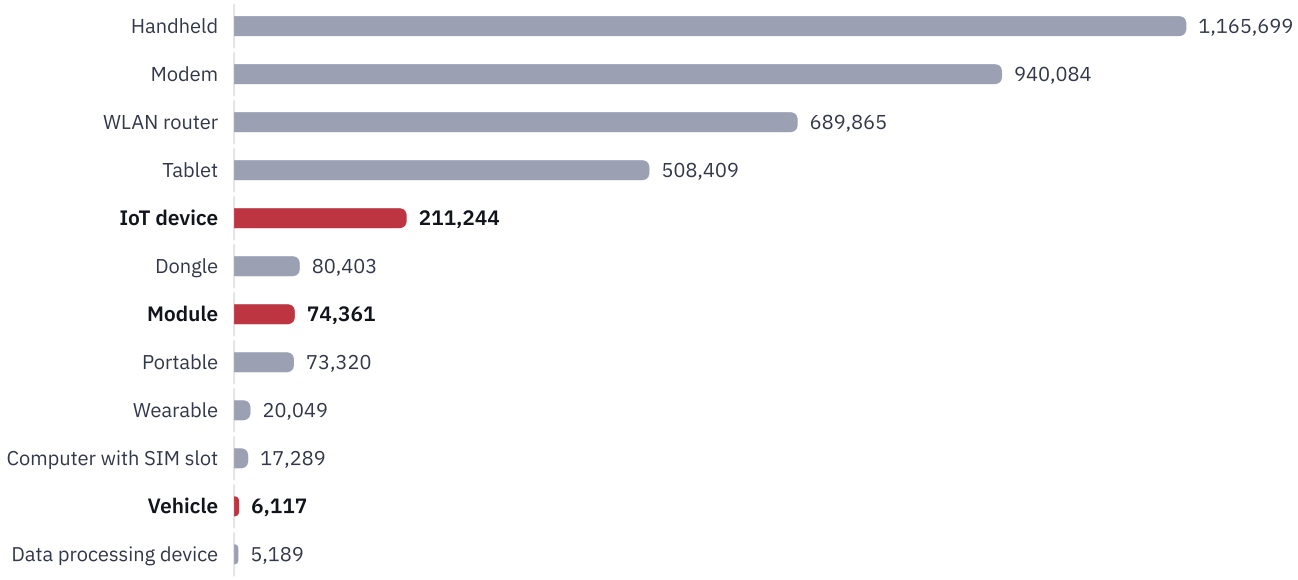
Growth, September 2025 to September 2026: machine-to-machine subscriptions and IoT devices against person-to-person telecom subscriptions.



Source: TCRA[3] · TCRA[12] · growth rates by Powercomputers
Data as of 30 Sep 2026 / 30 Sep 2025

Figure 7.3 · What the network sees: devices other than phones

Devices attached to operators' networks, September 2026, excluding feature phones and smartphones.



Source: TCRA[3]

● Data as of 30 Sep 2026

FUEL STATIONS: WHAT THE RULES SAY

- ☐ Stations must monitor, record and reconcile all fuel stock when the energy regulator directs in writing (rule 25(1)(k)).[43]
- ☐ Dispensing pumps must carry electronic fiscal pump printers (rule 41(b)).[43]
- ☐ The Weights and Measures Agency publishes technical guidelines for installing automatic tank gauges. We found no rule that makes tank gauges compulsory.[43]

WHAT THIS MEANS FOR IT LEADERS

Every connected device is part of your network

01

Track what moves and what is stored.

Vehicle tracking and electronic stock reconciliation began as compliance; their real value is the losses they expose. Start with your most valuable assets.

02

Count your devices.

Trackers, payment terminals, cameras and sensors each carry a SIM or an IP address. Keep an inventory with owner, location and SIM number, and remove what you no longer use.

03

Secure them like computers.

Change default passwords, update firmware and keep devices on their own network segment. A weak camera or router is a way into everything else.

CHAPTER 08 · HARDWARE

The phone is everyone's computer; the PC is a work tool

2.4%

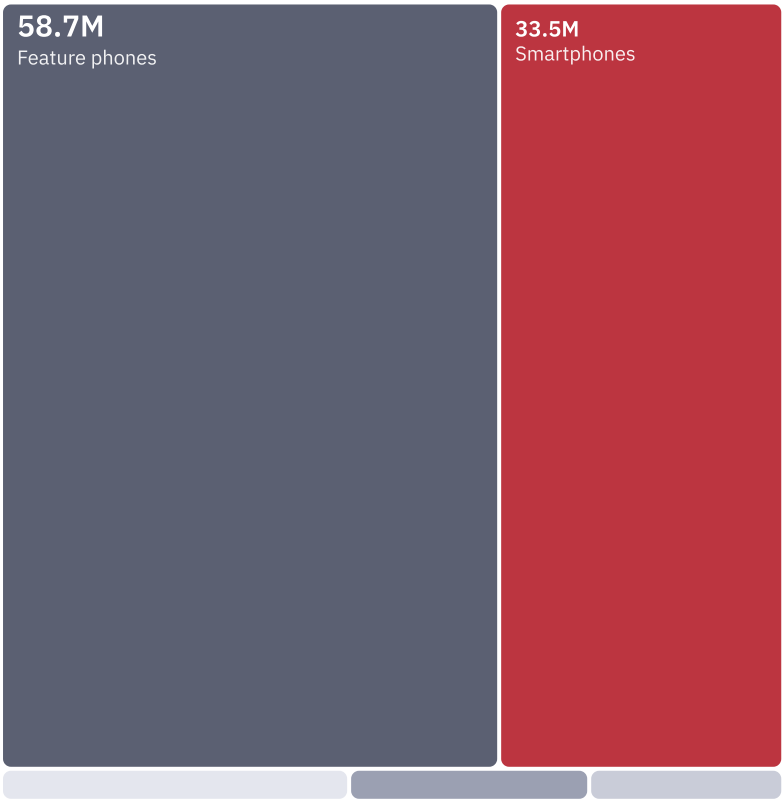
of Tanzanians aged four and over owned a computer at the 2022 census. Smartphone penetration reached 47.9% in September 2026.[3,44]

The networks see 58.7 million feature phones, 33.5 million smartphones and only 17,289 computers with a SIM card slot.[3] The household survey of the same year as the census found a computer in 3% of homes, from 10% in Mjini Magharibi and 9% in Dar es Salaam to almost none in Lindi and Songwe.[11]

Smartphones are spreading fast: penetration rose from 39.5% to 47.9% in a year. The government's goal is 55% by 2027.[12,45] For most staff and customers the phone is the first and often only screen; the computer is something the employer provides.

Figure 8.1 · Phones dominate the devices on Tanzania's networks

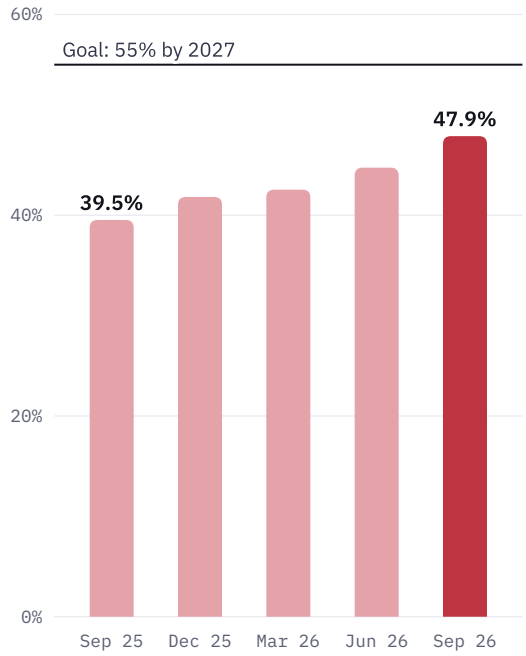
Devices attached to operators' networks, September 2026. Area is proportional to the number of devices.



Source: TCRA[3] · Data as of 30 Sep 2026

Figure 8.2 · Smartphones gain about two points a quarter

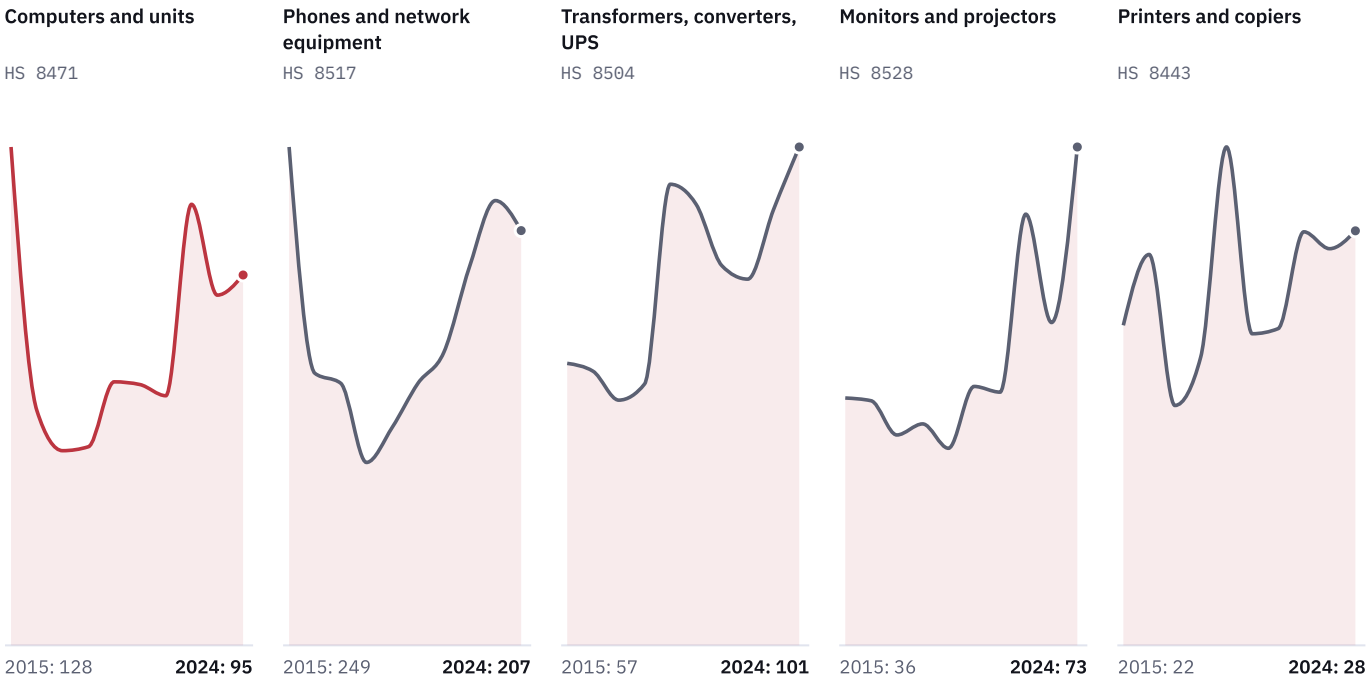
Smartphone penetration, %, with the government's 2027 goal of 55%.



Source: TCRA[1] · MCIT[45] · Data as of 30 Sep 2026 / Mar 2026

Figure 8.3 · Computer imports recovered after 2021 but remain below 2015

Tanzania's reported imports by product heading, USD millions, 2015 to 2024. Each panel has its own scale.



Source: UN Comtrade[46] · HS 2017 headings 8471, 8517, 8504, 8528, 8443 · Data as of 2024

3.1%
of goods imports were ICT goods in 2024; Kenya 3.0% (2023), Uganda 2.7%[47]

5,694
type approval certificates issued by the regulator for equipment, June 2026[13]

0%
customs duty kept on EFDs, cash registers and point-of-sale machines in the 2026/27 budget[38]

DATA GAP · THE REPAIR ECONOMY

No official source measures how long Tanzanian businesses keep computers, or what they repair rather than replace. The import figures above show what arrives, not how long it lasts.

WHAT THIS MEANS FOR IT LEADERS

Manage the phone; protect the PC

01

Treat phones as work devices.
Staff already work on their phones. A simple policy on which apps and data are allowed, with device management for company phones, closes the biggest gap.

02

Buy computers on a cycle.
Computers are scarce and imported; plan replacements over three to five years rather than when machines fail, and keep spares for key roles.

03

Buy approved, buy protected.
Use equipment with the regulator's type approval, and budget a UPS and surge protection with every desktop and server.

CHAPTER 09 · AI

AI use is early, and national policy is still a draft

8.0%

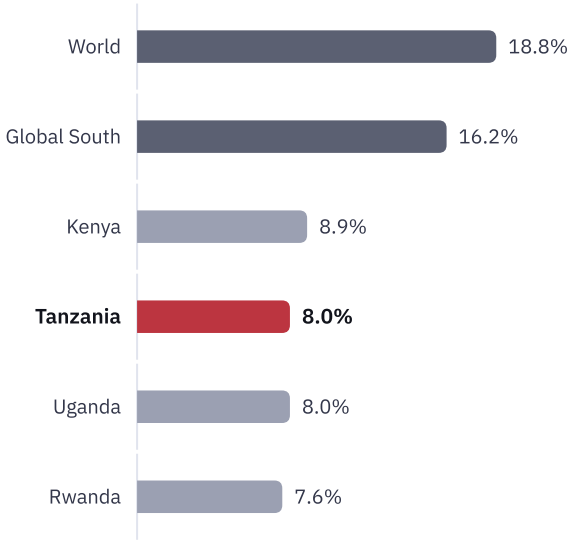
of Tanzanians aged 15 to 64 used AI tools in June 2026, by Microsoft's estimate, against 18.8% worldwide. ESTIMATE [8]

The estimate is modelled, not surveyed: eight East African countries show near-identical values, so read it as "below one in ten", not as a precise figure.[8] On government readiness, Oxford Insights scores Tanzania 41.5 out of 100 in its 2025 index, inside the global top 100, behind Kenya and Rwanda and ahead of Uganda.[48]

Policy is moving on two tracks. The national AI strategy framework is a draft, version 0.6 of July 2025, with eight pillars and no numeric targets.[49] Rules for government's own use are final: the e-Government Authority's AI standards for public institutions were approved on 31 August 2026.[50]

Figure 9.1 · Fewer than one in ten use AI across East Africa

Share of people aged 15 to 64 using AI, June 2026. Modelled estimates.

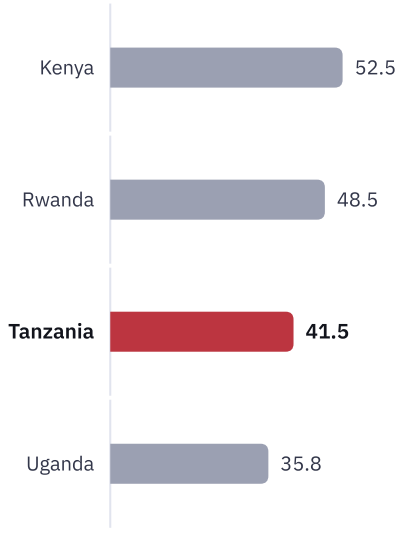


Source: Microsoft[8]

● Data as of Jun 2026

Figure 9.2 · Government AI readiness: mid-table in the region

Oxford Insights Government AI Readiness Index 2025, score out of 100.

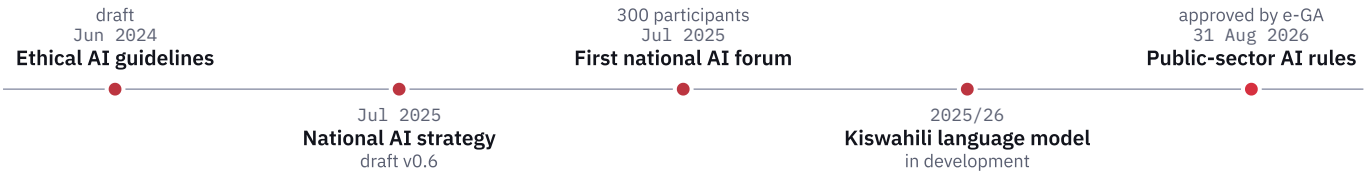


Source: Oxford Insights[48]

● Data as of 2025

Figure 9.3 · From draft guidelines to binding rules for the public sector

Milestones in Tanzania's AI policy.



Source: MCIT[49] · e-GA[50] · MCIT budget speech[14]

● Data as of Nov 2026

THE PUBLIC-SECTOR AI RULES, IN BRIEF

- ☐ Apply to **all public institutions**, from 4 September 2026.[50]
- ☐ Ban **five categories** of AI use outright.
- ☐ Forbid putting **confidential or personal data** into generative AI tools.

For a private business the same line is set by the data protection law: personal data sent to an AI service abroad is a cross-border transfer (Chapter 03).

SWAHILI AND AI

1,065 hrs
of recorded Swahili speech in Mozilla Common Voice, 392 of them validated[51]

14th
of 295 languages by validated hours[51]

The ICT Commission is building a national Kiswahili large language model.[14] Gemini, ChatGPT and Claude all list Swahili as a supported language.[52]

WHAT THIS MEANS FOR IT LEADERS

Set the rules before the tools spread

01

Write an AI use policy now.
Borrow the public-sector line: no confidential or personal data in public AI tools. Name the tools staff may use and who approves new ones.

02

Test in Swahili and English.
The main assistants support Swahili. Try them on your customers' real questions, in both languages, before you put AI in front of customers.

03

Fix the data first.
AI is only as useful as the records behind it. Clean customer, stock and accounting data pays off whether or not you adopt AI this year.

CHAPTER 10 · SKILLS

A fast-growing sector with a thin pipeline of people

3,885

ICT graduates from Tanzania's universities in 2025, 5.8% of all 66,414 university graduates.[9]

Information and communication grew 14.3% in 2024, almost twice the rate of the year before, and reached 1.6% of GDP.[14] The people to run it are few: 12,395 university students were enrolled in ICT programmes in 2025/26, 4.5% of all students, and 35% of them women.[9]

In formal employment, ICT accounts for 1.8% of 4.57 million employees, about 82,000 people by our calculation, and pays well: 74% of permanent ICT staff earn more than TSh 700,000 a month.[53] The national framework aims for 60% of youth and adults with basic digital skills by 2029, without a published baseline.[31]

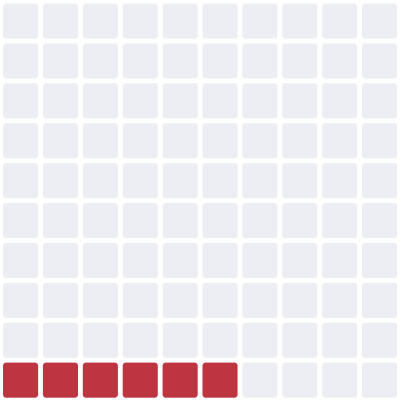
20,959
ICT students across all higher education institutions, 2025/26[9]

402
ICT start-ups registered with the ICT Commission, March 2026[14]

14.7%
of people aged four and over used the internet, 2022 census[44]

Figure 10.1 · Six in every hundred graduates studied ICT

University graduates in 2025; each square is 1% of graduates.

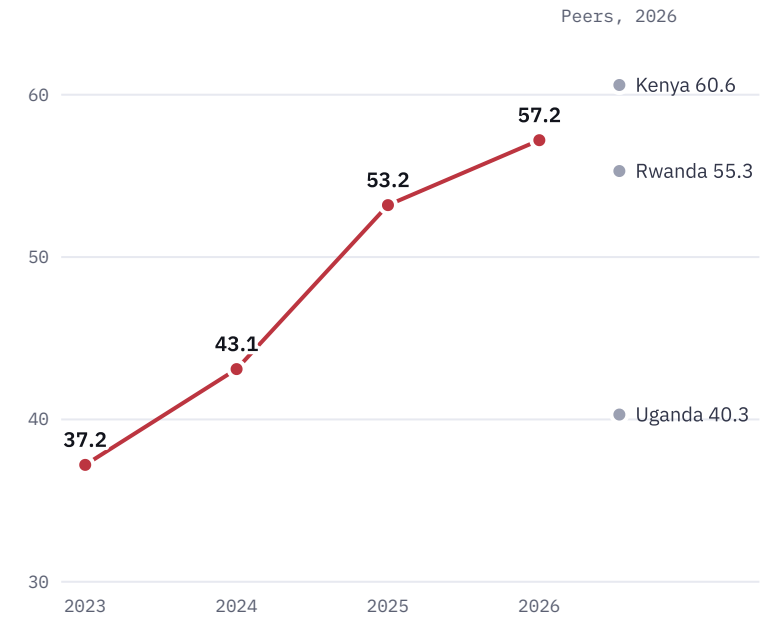


Source: TCU[9]

● Data as of 2025/26 academic year

Figure 10.2 · Tanzania's ICT development score rose by 20 points in three editions

ITU ICT Development Index, Tanzania 2023 to 2026 edition, with peers in 2026 (score out of 100).



Source: ITU[54]

● Data as of 2026 edition

Figure 10.3 · The national skills targets, and how far the data lets us track them

Targets in the Digital Economy Strategic Framework 2024 to 2034, with the latest related figure we could find.

Target	By	Latest related figure
60% of youth and adults with basic digital skills	2029	No baseline published. 14.7% of people aged 4+ used the internet in 2022.[44]
90% of citizens digitally literate	June 2029	No baseline published.
65% of ICT experts certified in emerging technologies	2029	No count of certified professionals published. The ICT Commission plans to register 600 professionals in 2026/27.[14]
25,000 public servants and 80,000 teachers trained	2029	No progress figure published.
1,000 new start-ups	2029	402 ICT start-ups registered with the ICT Commission by March 2026.[14]
40,000 .tz domains	June 2027	**Met:** 43,435 in September 2026 (Chapter 05).[3]

Source: DESF 2024 to 2034[31] ● Data as of 2024

TWO SURVEYS, TWO PICTURES OF THE ICT WORKFORCE

The labour force survey of 2020/21 put information and communication at 0.2% of 24.1 million workers, most of them in farming and informal work.[55] The formal sector survey of 2024/25 puts ICT at 1.8% of formal employees.[53] Both are right: ICT jobs are concentrated in the formal economy, which is where IT teams compete for them.

WHAT THIS MEANS FOR IT LEADERS

Grow the team you cannot hire

01

Hire graduates and train them.

Fewer than 4,000 ICT graduates a year serve a sector growing 14% a year. Experienced staff will stay scarce; a graduate programme is cheaper than a bidding war.

02

Pay for certification.

The national target is two thirds of ICT experts certified in emerging technologies by 2029. Certification keeps skills current and staff loyal.

03

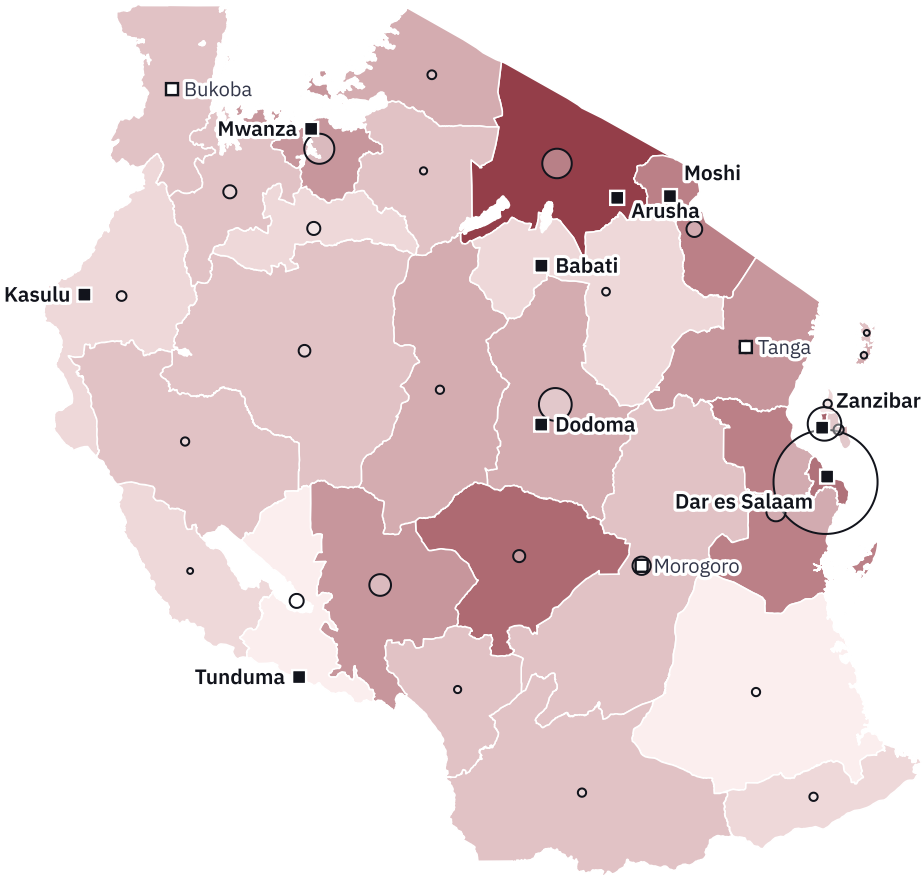
Teach everyone the basics.

Digital skills are thin outside the IT team. Short training on email security, data handling and the business's own software reduces support calls and risk.

REGIONAL LENS

Outside Dar es Salaam and Zanzibar, the digital economy thins quickly

Six in ten 5G base stations stand in Dar es Salaam, and households in Dar and Zanzibar's Mjini Magharibi are three times as likely to own a computer as the national average. The gap is in speed, devices and skills.[3,11]



Dar es Salaam

22.68M subscriptions
1,271 5G base stations
9% of homes with a computer
37.2% · 64.4% women · men online

Mwanza

8.16M subscriptions
106 5G base stations
4% of homes with a computer
16.1% · 33.9% women · men online

Arusha

7.42M subscriptions
102 5G base stations
8% of homes with a computer
19% · 27.9% women · men online

Dodoma

6.58M subscriptions
126 5G base stations
3% of homes with a computer
14.3% · 28% women · men online

Zanzibar (Mjini Magharibi)

0.74M subscriptions (Jun 2026)
132 5G base stations
10% of homes with a computer
40.8% · 44% women · men online

Subscriptions: September 2026 for the five largest regions, from the regulator's text; Zanzibar from the June 2026 regional table. Computers and internet use: 2022 survey. Branches: Powercomputers.[2,3,11,13]

Households owning a computer, 2022

0% 5% 10%

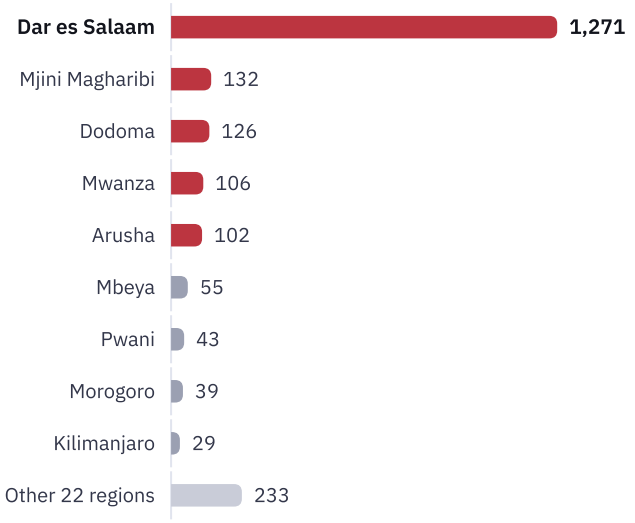
5G base stations, Sep 2026 (area) Powercomputers branch support line

Source: DHS 2022[11] · TCRA[3] · Powercomputers[2]

Data as of 2022 / 30 Sep 2026 / Nov 2026

Figure 11.2 · Five regions hold 81% of 5G base stations

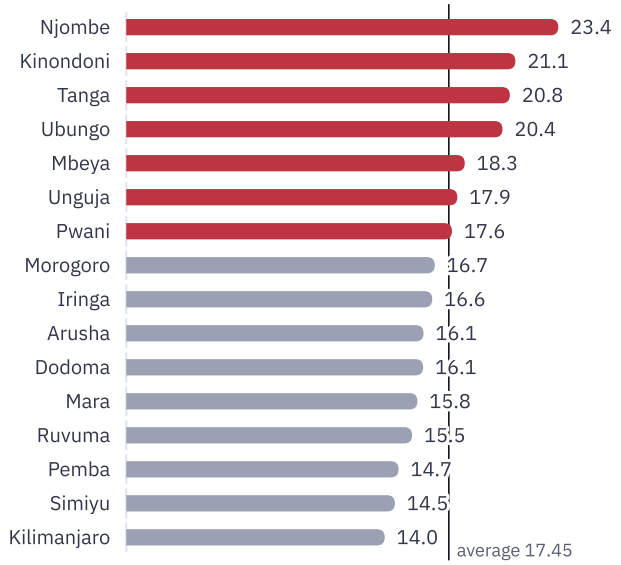
5G base stations (gNB) by region, September 2026.



Source: TCRA[3] Data as of 30 Sep 2026

Figure 11.3 · Mobile speed differs by up to two thirds between areas

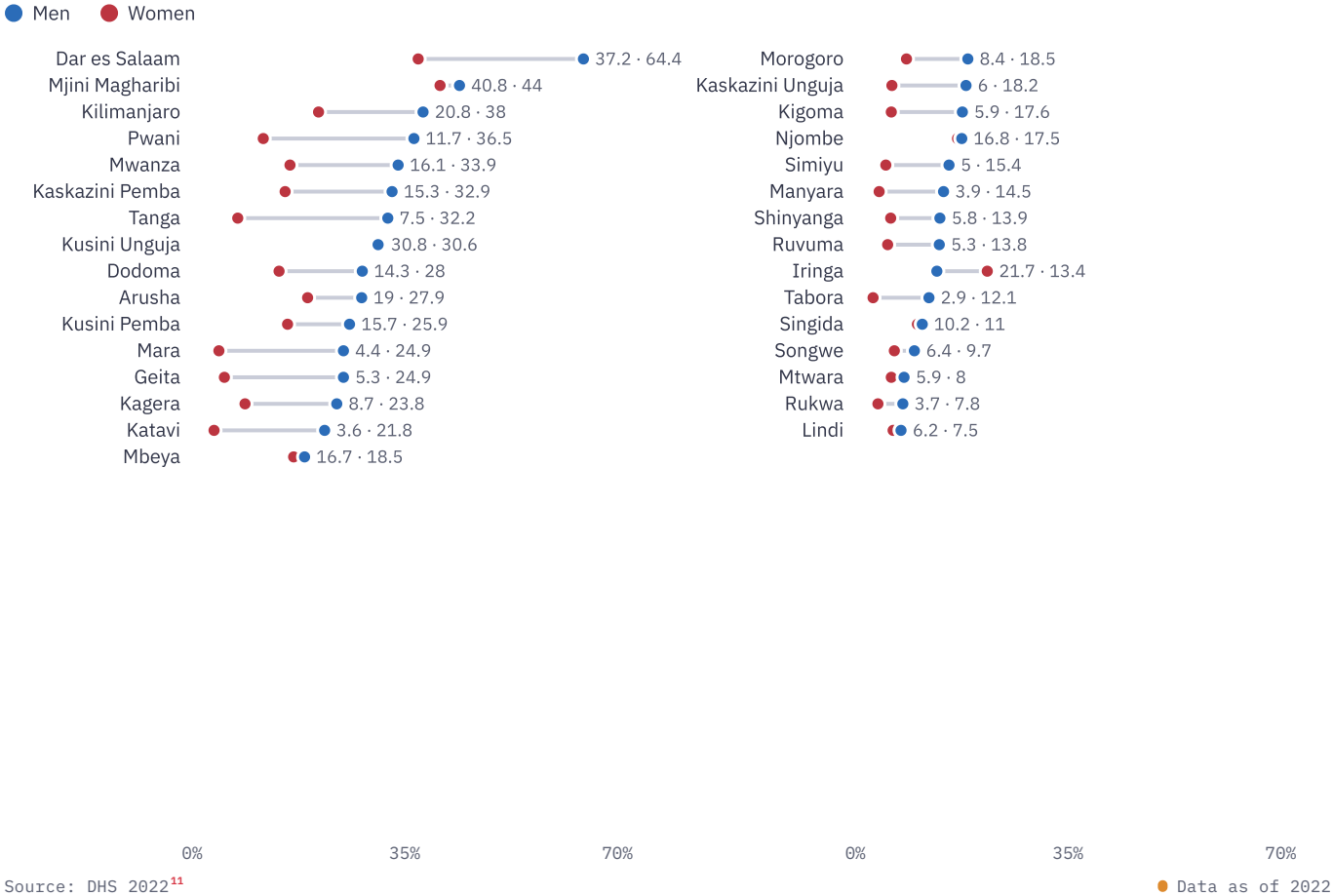
Average mobile download speed in the 16 areas measured, July to September 2026, Mbps.



Source: TCRA[3] Data as of 30 Sep 2026

Figure 11.4 · In 29 of 31 regions, men were more likely than women to have used the internet

Share of women and men interviewed in the 2022 survey who had used the internet in the previous 12 months, by region, sorted by men's use.



Source: DHS 2022[11] Data as of 2022

2027 OUTLOOK · POWERCOMPUTERS VIEW

Eight things we expect in 2027

These are our forecasts, not official projections. Each rests on a trend in this report; where we extend a trend, the arithmetic is shown and marked as an estimate. Confidence reflects how steady the trend has been and how much depends on decisions not yet taken.

01 · CONNECTIVITY HIGH

Internet subscriptions pass 70 million

Basis: 56.3 million to 64.7 million in the year to September 2026, up 14.9%.[3,12] The same rate gives about 74 million by September 2027. EST.

Would change our view: a revision of the population base or a SIM clean-up.

02 · 5G HIGH

5G covers more than 40% of the population

Basis: coverage rose 7.3 points in a year, from 28.9% to 36.2%, and 5G base stations doubled.[3,12]

Would change our view: a slowdown in base station roll-out outside Dar es Salaam.

03 · DEVICES MEDIUM

Smartphone penetration reaches the 55% goal

Basis: 39.5% to 47.9% in a year; 7.1 more points are needed.[3,45]

Would change our view: handset prices or the affordable 4G phone pilot stalling.

04 · PAYMENTS MEDIUM

Mobile money passes 3 billion transactions in a quarter

Basis: between 2.37 and 2.48 billion in the September 2026 quarter, up more than 70% in five quarters.[3]

Would change our view: new transaction levies or a shift of volume to bank rails.

05 · FIBRE MEDIUM

Fibre to the home passes 400,000 subscriptions

Basis: 106,166 to 233,410 in a year; reaching 400,000 needs growth of 71%, below last year's 120%.[3,12] EST.

Would change our view: the national fibre-to-the-home programme stalling; it had connected 64,266 customers against a target of 126,740.[14]

06 · DATA PROTECTION MEDIUM

The Commission publishes detailed enforcement decisions

Basis: audits began in August 2026; six determinations had been issued by then, none published in detail.[21,29]

Would change our view: another extension of the compliance timetable.

07 · FISCAL MEDIUM

Virtual devices grow, but most traders stay with EFD machines

Basis: TRA is backing VFDs, has announced a free receipt app and is moving device management into IDRAS.[7,34,38] In our experience, though, most traders find an EFD machine easier to use. No VFD count is published, so this will be hard to verify.

Would change our view: a free TRA app that traders find as easy to use as a machine.

08 · AI LOW

The national AI strategy is finalised

Basis: the framework has been a draft since July 2025, while binding rules for public institutions arrived in August 2026.[49,50]

Would change our view: a published consultation timetable or adoption by Cabinet.

RECOMMENDATIONS

Two checklists for 2027

FOR CIOS AND IT LEADERS

- [ ] **Register with the data protection commission**, appoint a data protection officer and map where personal data goes. Ch. 03, 04
- [ ] **Keep the primary copy of tax records in Tanzania**, on a server TRA can reach, and document it. Ch. 03
- [ ] **Run two internet paths**: fibre as primary, 4G or 5G from a different provider as automatic failover. Ch. 01
- [ ] **Centralise logs and review them weekly**; turn on multi-factor sign-in for email, finance and remote access. Ch. 04
- [ ] **Connect payments to the ledger**: mobile money and TIPS confirmations straight into accounting. Ch. 02
- [ ] **Integrate fiscal receipts** with point of sale and ERP, check device status weekly, and plan Zanzibar's VFMS separately. Ch. 06
- [ ] **Inventory every connected device**, from trackers to cameras, and put them on their own network segment. Ch. 07
- [ ] **Publish an AI use policy** in line with the public-sector rules: no confidential or personal data in public AI tools. Ch. 09
- [ ] **Fund training and certification** in the same budget as every new system. Ch. 10

FOR SMALL AND MEDIUM BUSINESSES

- [ ] **Register with the data protection commission**: TSh 100,000 for a small business, valid five years. Ch. 04
- [ ] **Issue fiscal receipts** if turnover is TSh 11 million or more; if you sell through software, ask about a VFD. Ch. 06
- [ ] **Back up every day**, with one copy off-site. It is the law for VFD users and the cure for ransomware. Ch. 06
- [ ] **Get a .co.tz domain** and business email on it. Ch. 05
- [ ] **Turn on two-step sign-in** for email and mobile banking. Ch. 04
- [ ] **Confirm payment changes by phone**, on a number you already hold. Ch. 02
- [ ] **Add a 4G router** as backup internet for the till and the office. Ch. 01
- [ ] **Put every computer on a UPS** and replace machines on a plan, not when they fail. Ch. 08
- [ ] **Train your staff** on the software you already pay for. Ch. 05, 10

CHECK WHERE YOU STAND

Powercomputers' free online health checks score a business against rules in this report, from cybersecurity to EFD and VFD compliance, and send an action plan.

powercomputers.co.tz/health-checks/

ABOUT POWERCOMPUTERS

Twenty-five years of Tanzanian IT, from one desk to twelve towns

Powercomputers was established in Dar es Salaam in 2001 with a staff of four. Today more than 100 people across the group sell, install, support and teach IT from branch offices in nine towns, with support lines in three more.[2]

The group: **Powercomputers Telecommunication Ltd** and **Powersecure Networking Ltd** (IT products, software, EFD and VFD, security and support), **Powertrack Tanzania Ltd** (vehicle tracking and fleet management), **PCTL Training Institute** (business and IT courses) and **Powercomputers Zanzibar Ltd**.[2]



- staff of four — 2001 — **Established**
- 2004 — **Tally partner** and training centre
- official curriculum — 2008 — **Tally Academy**
- 2013 — **TRA EFD supplier** authorised
- in 12 towns — Today — **Over 100 staff**

ACCREDITATIONS

- **TRA-authorised EFD supplier** — since 2013, and a TRA VFD integrated partner
- **Authorised Tally Academy** — teaching the official Tally curriculum since 2008
- **Canon** — authorised service centre
- **Tally Master Partner** — a Tally partner in Tanzania since 2004
- **TCRA-accredited .tz registrar** — registrar REG-PTL
- **Sophos** — authorised partner

BRANDS WE SUPPLY

DELL · HP PREFERRED · lenovo · Microsoft AUTHORIZE RESELLER · KASPERSKY · SONICWALL · Canon · APC · SAMSUNG · TOSHIBA · TallyPrime

Source: Powercomputers[2]

● Data as of Nov 2026

METHODOLOGY

How this report was made

Sources, in order of priority

- **TZ Intelligence Platform** (indextz.com): the regulator's quarterly reports to June 2026, parsed and checked, plus World Bank, IMF, DHS, UN Comtrade and OpenStreetMap series. Values the platform flags as provisional were not used.
- **The regulator's reports read directly** for the quarters ending September 2025, December 2025 and September 2026 (published November 2026, after the platform's last update).
- **Public sources** for gaps and cross-checks: the Bank of Tanzania, TRA, the Controller and Auditor General, NBS, the data protection commission, the e-Government Authority, the ministries of ICT, finance and health, EWURA, LATRA, TCU, ITU, the World Bank, GSMA, Oxford Insights, Microsoft and Mozilla. Every page or document was read, not cited from a summary.

Dates and periods

Every source carries a "data as of" date on the Sources page, and every chart repeats it: the period the data describes, not when it was read. We use the latest period available and say when a series lags. The regulator numbers its quarters by financial year (July to June); we label them by the calendar month they end, so "quarter one of 2026/27" appears as September 2026.

Estimates and calculations

Shares, growth rates and the trend extensions in the outlook are our arithmetic on the sources cited, marked "by Powercomputers" or `EST.`. Legal summaries are summaries, not legal advice.

What we left out, and why

- The regulator's table of data used per social media app: its basis is undocumented, and totals doubled and then fell between quarters, which points to a change of method.
- Comparisons of mobile speed across quarters: the regulator measures different areas each quarter.
- The World Bank's fixed broadband series as a trend: it breaks in 2022, from 1.98 to 0.11 per 100 people.
- Penetration rates across the 2025 and 2026 editions: the population base implied rose from about 68.2 million to 70.0 million, so the rates are not on the same base.
- Raw counts from the World Bank enterprise survey file that are not weighted population estimates.

How to read the report

Superscript numbers refer to the numbered Sources page, which gives each source's publisher, the pages cited, its "data as of" date and its address. Figure titles state the finding; the line below says what is measured. Chart footers name the sources and the "data as of" date. Dark panels give our view of what each chapter means for IT leaders.

Where official sources disagree

Measure	What the sources say	How we used it
People online	Regulator: 92.4 internet subscriptions per 100 people (Sep 2026). World Bank and ITU: 31.2% of people used the internet (2024). Census: 14.7% of people aged four and over (2022). DHS: 12.8% of women and 25.8% of men in the last 12 months (2022).	All shown (Figure 1.2); they measure different things.
Mobile money users	Regulator: 93.9 million subscriptions (Sep 2026). Central bank: 75.8 million active in 90 days (Dec 2025); 188.7 million registered accounts (Oct 2025). Ministry: 81.0 million users (Mar 2026).	All shown (Figure 2.2).
Mobile money transactions, Sep 2026 quarter	Annex and text: 2.48 billion. Monthly table: 2.37 billion.	Both shown (Figure 2.1).
Mobile money transactions, July 2025	Ministry, citing the regulator: 476.7 million. Central bank: 673.7 million.	Both shown; coverage differs.
Mobile money subscriptions, Sep 2025	That edition: 71.7 million. Later editions: 72.5 million.	Later editions used.
Districts on the national backbone	Full budget speech: 122 of 139. Summary speech: 86.	122 used, with the conflict noted.
Buses on tracking, 2024/25	Press release: 11,836. Annual statistics: 12,363 fitted, 9,491 active on average.	Press series used, conflict noted.
Mobile subscriptions per 100, 2024	Regulator: 133.5 (Dec 2024). World Bank: 126.6.	Regulator used for Tanzania; World Bank for comparisons.

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GLOSSARY

2G, 3G, 4G, 5G: successive generations of mobile network; 4G and 5G carry broadband data.

VFD: Virtual Fiscal Device, TRA-approved cloud software that issues fiscal receipts.

FTTH, FTTO: fibre to the home, fibre to the office.

PDPA, PDPC: Personal Data Protection Act 2022; Personal Data Protection Commission.

Gbps, PB: gigabits per second (capacity); petabytes, a million gigabytes (data volume).

Base station: the radio equipment on a tower that serves a cell (BTS for 2G, NodeB 3G, eNB 4G, gNB 5G).

VFMS: Zanzibar Revenue Authority's Virtual Fiscal Management System.

M2M, IoT: machine-to-machine SIM subscriptions; Internet of Things devices such as trackers and sensors.

TIPS: Tanzania Instant Payment System, the central bank's switch between banks and wallets.

Type approval: the regulator's certificate that equipment may be used on Tanzanian networks.

EFD: Electronic Fiscal Device, a TRA-approved machine that issues fiscal receipts.

IDRAS: TRA's integrated domestic revenue administration system, live since February 2026.

NICTBB: the National ICT Broadband Backbone, the government's national fibre network.

Penetration: subscriptions per 100 people; can exceed 100 when people hold several SIMs.

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