APP&DINE
PREPAID DINING RESERVATIONS | BRIDGING F&B AND TRAVEL

SOLUTION

Structured, prepaid reservations (paid-out to venues prior to arrival)—the first standardized F&B product that can be booked, bundled, and sold across the global travel ecosystem (OTAs).

PROBLEMS

RESTAURANTS
- No-shows cost
- Zero revenue predictability
- Cash flow instability
- No standardized way to collaborate with travel platforms

USERS
- Booking uncertainty and stress
- No trip-wide dining planning tools
- No loyalty rewards for dining

OTAS
- À-la-carte dining has never been standardizable
- Cannot bundle or monetize F&B experiences
- Missing billions in ancillary revenue

TRACTION

3 LOIs (**Picado** Rest.Mgmt, **QUIQI** Digital Menus,**Bolt**)

7 F&B Venues initial interest (CY,GR)

- MVP
- Proprietary CBA (Code based availability tool)

REVENUE STREAMS

- User service fees (5-7%, 1€ min.-20€ cap)
- Join fee / Claim Listing (250€)
- Monthly participation fee for restaurants (100€-1000€)
- OTA/airline/hotel integration fees: API access and bundle commissions
- Sponsored listings & marketplace advertising

TEAM

Nikos: 15+ yrs hospitality,f&b,S&M,BD xp, managerial level, GR, CY, BE
Nikos: 10+ yrs hospitality,f&b xp, managerial level, GR, CY, UK
Bryan: 10+ yrs tech, f&b xp, ES, CO, UK

SUPPORT NEEDS

€500,000 *(Y1:150 VENUES, Y6:EXIT ACQ BY MAJOR OTA)*

- Product Development (app refinement, payout engine, testing)
- Integrations (OTA/hotel API development)
- Marketing & Launch
- Operations & Support (founder salaries icl.)
- Legal & Compliance

NONMONEY
- Relevant network
- Industry Knowledge
- Grants access support
- USA Experience

IMPACT

- Restaurants gain predictable revenue and improved cash flow
- OTAs unlock new multi-billion-euro F&B monetization layer
- Travelers enjoy smoother, more reliable dining experiences
- Reduced food waste through better demand forecasting
- Optimized staffing reduces unnecessary resource consumption
- Creating the missing standard for F&B in travel commerce
- Elevating dining from disconnected afterthought to core travel asset

VISION

To become the world's leading dining reservations standard—embedded in every major travel platform, powering hotel and airline bundles, trusted by restaurants globally, and delivering a unified, predictable, and rewarding dining ecosystem for every traveler.