



OPA GROUP CO Ltd
Your satisfaction is our priority

COMPANY PROFILE



**Connecting
Business,
Empowering
Trade**



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ABOUT OPA GROUP CO. LTD

OPA GROUP CO. LTD is a dynamic and fast-growing company specializing in distribution, logistics, and supply chain management across Africa, Asia, and the Middle East.

Founded with a vision to simplify global trade and bridge supply gaps, OPA GROUP has earned a strong reputation for reliability, efficiency, and customer-centered service.

From our headquarters in Rwanda, we've built a network that spans Kenya, Uganda, DRC, Tanzania, Zambia, Burundi, Malawi, Mozambique, South Africa, China, and Dubai. This extensive presence allows us to connect manufacturers and suppliers directly with regional distributors, ensuring timely access to quality products and streamlined trade operations.



We manage the entire value chain from sourcing and warehousing to transportation and distribution, tailored to meet each client's unique needs. Whether it's FMCG, industrial supplies, or specialized logistics, our team ensures excellence at every stage.

At OPA GROUP, we believe that strong supply chains build strong economies. We don't just move goods, we move businesses forward, create opportunities, and drive growth across continents.

Vision, Mission & Core Values

Our Vision

To be a leading global player in supply chain and trade facilitation, connecting markets and empowering businesses through sustainable and efficient solutions.

Our Mission

To simplify trade, optimize supply chains, and deliver excellence through innovative, client-focused solutions that drive growth and success.



Our Core Values

- **Integrity:** We build trust through transparency and ethical business practices.
- **Innovation:** We continuously adapt to meet modern trade and logistics challenges.
- **Collaboration:** We value partnerships that create mutual success.
- **Excellence:** We pursue the highest standards in every project.
- **Sustainability:** We promote responsible business practices that benefit people and the planet.

CEO MESSAGE

Dear Partners and Clients,

It is with great pride that I welcome you to OPA GROUP CO. LTD, a company founded on the belief that efficient trade and logistics are the foundation of strong economies. Since our humble beginnings, our mission has remained simple yet powerful: To connect markets, empower businesses, and move growth across borders.

From a small regional supplier, OPA GROUP has grown into a multinational logistics and distribution powerhouse, operating across 12 countries. This journey reflects our deep commitment to excellence, innovation, and integrity.

In a fast-changing global market, we understand that our clients need more than a service provider; they need a reliable partner who anticipates challenges, adapts quickly, and delivers lasting value.

We continuously invest in technology, partnerships, and skilled people to ensure our services remain transparent, efficient, and world-class.

At OPA GROUP, we don't just move products; we move possibilities, prosperity, and progress. Thank you for trusting us as your partner in growth.

Warm regards,
SHEMA Olivier
Chief Executive Officer
OPA GROUP CO. LTD



How We Work

Our Working Process

At OPA GROUP CO. LTD, every partnership begins with understanding and ends with success.

1. **Understanding Client Needs:** We start by understanding each client's goals, product requirements, and market dynamics to design customized, effective solutions.
2. **Strategic Sourcing & Procurement:** Through our trusted network of global manufacturers, we source high-quality, cost-effective products that meet international standards.
3. **Warehousing & Inventory Management:** We operate secure, strategically located warehouses across East and Southern Africa, supported by real-time inventory tracking systems.
4. **Reliable Logistics & Distribution:** Our dedicated fleet ensures on-time, safe, and efficient deliveries locally and across borders.
5. **Technology-Driven Operations:** We leverage digital tools for procurement, tracking, and reporting, enhancing speed and transparency.
6. **Quality Control & Compliance:** Every shipment undergoes strict quality checks to meet both local and international standards.
7. **Continuous Improvement:** We value long-term partnerships and continuously refine our processes for mutual growth.

At OPA GROUP, we deliver more than products; we deliver performance, trust, and partnership.



SERVICES

Distribution & Wholesale Supply

We specialize in large-scale distribution and wholesale supply of a wide range of products including FMCG, food and beverages, construction materials, and general merchandise.

Our regional presence across Rwanda, Kenya, Uganda, DRC, Tanzania, Zambia, Burundi, Malawi, Mozambique, South Africa, China, and Dubai ensures our clients always have reliable access to high-quality products at competitive prices.

We combine efficiency, transparency, and flexibility to provide dependable bulk delivery to supermarkets, wholesalers, and retailers. Through long-term partnerships with trusted manufacturers, we guarantee authentic products, stable pricing, and consistent supply. At OPA GROUP, we don't just distribute goods, we build bridges that keep businesses moving.



SERVICES

Logistics & Transportation

Our Logistics & Transportation division is the backbone of OPA GROUP.

We manage a modern fleet that includes temperature-controlled trucks, heavy-duty carriers, and specialized transport units, enabling us to deliver perishable, fragile, or industrial goods safely and on time.

Operating across Africa, Asia, and the Middle East, we provide cross-border logistics solutions that are efficient, compliant, and fully transparent.

With route optimization, tracking systems, and dedicated teams, we ensure visibility and accountability every step of the way.

At OPA GROUP, we don't just move cargo, we connect markets with precision and reliability.



SERVICES

Import & Export Services

Our Import & Export Services simplify international trade for businesses of all sizes. From sourcing and procurement to customs clearance and shipping, we manage every detail, ensuring compliance, safety, and cost-effectiveness.

With strong bases in China, Dubai, and key African markets, we help clients navigate complex trade regulations with confidence.

Our services include:

- International Sourcing & Procurement
- Freight & Shipping Management
- Customs Clearance & Compliance

OPA GROUP enables businesses to expand globally without the stress. We make international trade simple and seamless.



SERVICES

Supply Chain Management

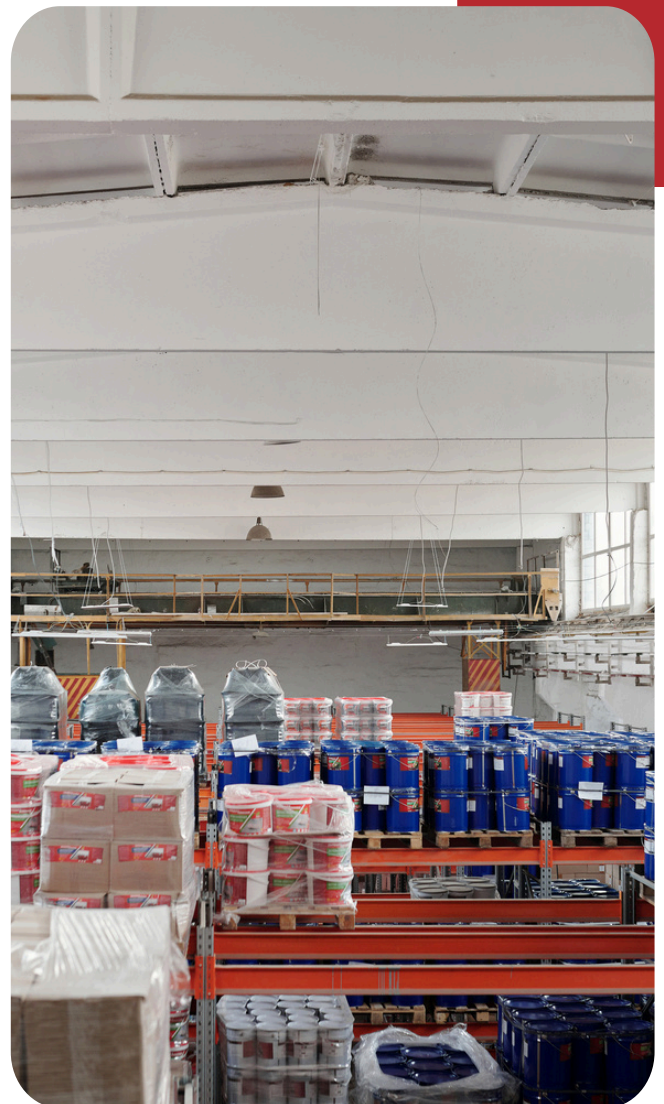
We provide end-to-end Supply Chain Management solutions that streamline product flow from manufacturers to end-users.

Our approach integrates procurement, warehousing, inventory, transportation, and distribution, forming a seamless ecosystem tailored to each client.

Key features include:

- Demand Forecasting & Planning
- Warehouse & Inventory Optimization
- Order Fulfillment & Distribution
- Data Monitoring & Performance Reporting

At OPA GROUP, we transform supply chains into competitive advantages, allowing businesses to focus on what they do best: growth.



SERVICES

Procurement & Sourcing

Our Procurement & Sourcing services connect clients with reputable manufacturers and vendors globally.

We handle every stage from supplier identification and quality assurance to negotiation and delivery, ensuring products meet client specifications and international standards.

With operations in China, Dubai, and Africa, OPA GROUP bridges the gap between global suppliers and local buyers, offering reliable, compliant, and cost-effective sourcing solutions.



Customs Clearance & Freight Forwarding

We simplify global trade through Customs Clearance and Freight Forwarding services.

Our experienced team manages all documentation, duties, and regulatory compliance, ensuring goods move across borders without delay.

We coordinate air, sea, and land transport to deliver efficiency and transparency from origin to destination.

At OPA GROUP, we don't just move shipments, we move confidence across borders.



SERVICES

Specialized Trading Solutions

Our Specialized Trading Solutions serve clients with unique or high-value needs, from industrial materials to construction products and bulk commodities.

We provide:

- Bulk Sourcing & Supply
- Market Access & Partnerships
- Custom Solutions for Niche Industries
- End-to-End Logistics Support

Through innovation and trusted relationships, we help clients access quality products and new markets with ease.

We don't just trade, we create tailored growth opportunities.

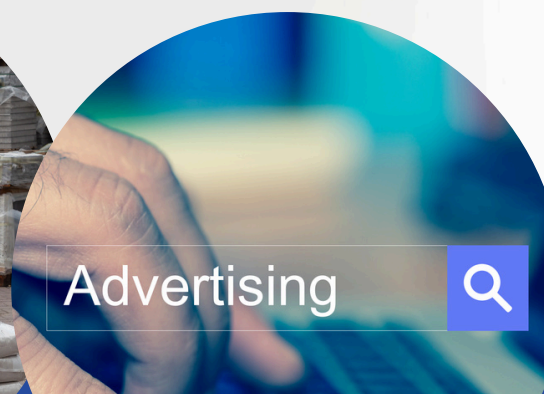
Other Services

Sales & Marketing: Expanding market reach, driving growth, and building lasting customer relationships.

Advertising & Branding: Helping brands stand out through creative, data-driven campaigns.

Dealership & Channel Management: Streamlining product distribution and partner relationships to maximize market presence.

OPA GROUP delivers complete market support from logistics to brand strategy, helping our partners succeed on every front.



Advertising





GEOGRAPHICAL PRESENCE & NETWORK

Our strength lies in our wide operational network across Africa, Asia, and the Middle East.

Countries of Operation:

Rwanda (HQ) | Kenya | Uganda | DRC | Tanzania | Zambia | Burundi | Malawi | Mozambique | South Africa | China | Dubai

Our infrastructure includes warehouses, distribution hubs, and transport fleets strategically located near key trade routes and ports.

This enables seamless movement of goods and optimized delivery times.

As we expand, we continue to leverage technology and partnerships to enter new markets and strengthen our regional integration, connecting global manufacturers to local economies.

PRODUCTS & MARKET CATEGORIES

We supply a diverse range of Fast-Moving Consumer Goods (FMCG) and essential products that meet daily consumer and business needs.

Our Product Range Includes:



Baked Goods & Breakfast Cereals

Supplying high-quality bakery products, biscuits, bread, and nutritious cereals that meet global standards.



Dairy Products

Including milk, cheese, butter, yogurt, and other essential dairy items sourced from certified producers.



Beverages

Soft drinks, bottled water, instant coffee, and alcoholic beverages distributed through reliable channels.



Fruits & Vegetables

Fresh, nutritious, and carefully sourced produce to meet local and export market demand.



Processed & Fresh Foods

A wide range of packaged, canned, and frozen food products ensuring consistent quality and taste.



Healthcare & Medicines

Over-the-counter healthcare products and essential medicines supporting well-being and public health.



Personal Care & Cosmetics

Including soaps, shampoos, diapers, and skincare products designed for everyday use.



Household & Cleaning Items

Detergents, disinfectants, and toilet household essentials that support hygiene and comfort.

MARKET CATEGORIES

Our products serve a wide range of industries and market sectors, including:

- Retail and Supermarkets
- Hospitality and Catering
- Healthcare and Pharmaceutical
- Education and Corporate Offices
- Wholesale and Distribution Outlets
- Government and Institutional Procurement

Through our vast distribution network and efficient supply chain system, OPA GROUP CO LTD ensures that every product reaches its market on time, in excellent condition, and at competitive prices.

We remain committed to quality, consistency, and customer satisfaction, positioning OPA GROUP as a leader in FMCG supply and distribution across Africa, China, and Dubai.



Our Team

At OPA GROUP, our people are our greatest strength. We are proud of our diverse team of professionals from logistics, trade, marketing, finance, and technology, all working together to deliver excellence.

Our culture values collaboration, innovation, and accountability. Every team member plays a role in ensuring that every client, every shipment, and every partnership is handled with care and professionalism.



SHEMA Olivier
**Chief Executive
Officer**



**Nancy Muthoni
Maina**
Managing Director



Janet MUTESI
**Administration
manager**



**MUTUYIMANA
Kellia**
Accountant Officer



Mutabazi Jackson
Sales Manager

OUR APPROACH & BUSINESS MODEL

OUR APPROACH

We believe in creating sustainable value through collaboration, innovation, and integrity.

Our approach combines:

- **Market Research & Analysis:** Understanding opportunities and client needs.
- **Strategic Sourcing:** Partnering with reliable global suppliers.
- **Efficient Logistics:** Ensuring smooth, timely deliveries.
- **Client-Centered Communication:** Building trust through responsiveness and transparency.

OUR BUSINESS MODEL

OPA GROUP operates through a vertically integrated model that connects manufacturers, suppliers, distributors, and retailers in one value chain.

This allows us to:

- Maintain quality control
- Optimize logistics and cost
- Adapt to changing market needs
- Strengthen business relationships
- Support regional economic growth

With our network across Africa, China, and Dubai, we combine global reach with local expertise, ensuring our partners succeed in every market.



SOME OF OUR CLIENTS



LET'S BUILD GLOBAL SUCCESS TOGETHER

We believe strong partnerships drive growth. Whether you're a potential client, supplier, or collaborator, our team is ready to work with you.

We welcome inquiries for:

- Product sourcing & supply
- Distribution & logistics partnerships
- Import & export opportunities
- Marketing & dealership collaborations

CONTACTS

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