



THE FOCI GROUP
EAST AFRICA LIMITED
The Partner For Complex Supply Chains

Some journeys begin with a destination.

**The difficult ones begin
with a question.**

COMPANY PROFILE



Whether your shipment follows a familiar road or requires one to be imagined first, we're ready for the conversation.

Because sometimes the right logistics solution doesn't exist...

...until the right people enter the chat.

Let's Build the Route Together.



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We don't move cargo.

That's the easy part.

We move confidence. Every shipment begins with a question.

Can it get there?

Can it arrive on time?

Can customs be cleared?

Can the cold chain be maintained?

Can five countries work like one?

Can this impossible deadline actually happen?

Most companies answer those questions with policies. We answer them with conversations. Because no two businesses look the same. So why should their logistics?





Africa has never waited for permission.

Before there were highways, there were footpaths. Before there were ports, there were rivers. Before there were trade agreements, there were people who understood that movement meant survival.

Africa has always found a way. It is a continent that keeps inventing tomorrow while solving today's problems. That spirit still exists. Only now it moves through airports, across oceans, inside warehouses, along railway lines, across borders and through thousands of decisions nobody ever sees.

That's where we live.





The Foci Group East Africa
The Partner Complex Supply Chains Call First.



About Us

Some companies build their services first and look for customers later.

We did the opposite.

We listened.

We noticed that businesses with the most difficult logistics problems all had something in common. Their challenges didn't fit inside standard packages. They weren't looking for transport. They were looking for someone willing to rethink the route, redesign the process, coordinate the moving parts and stay responsive until the work was done.

That became our business.

Not following a map. Drawing one.

Every client changes the conversation. Every challenge teaches us something new. Every successful delivery proves that "it's never been done before" isn't a reason to stop. It's usually where we begin.



Our Mission

To deliver logistics solutions how you want them, when you want them and where you need them.

Simple words. Difficult promise.
One we choose every day.

Our Vision

To create a world where supply chains work for the customer.
Not the other way around.

Because businesses shouldn't have to reshape themselves around logistics.

A photograph of a man with glasses and a green zip-up jacket sitting on a grey couch. He is looking towards the right. A patterned pillow is next to him. In the foreground, a blurred smartphone screen is visible.

WE LISTEN FIRST.

Most logistics companies start with what they offer. We start with what you're trying to achieve. Sometimes the right answer already exists, sometimes it doesn't. Sometimes the solution only appears after everyone who understands the problem sits at one table. That's why listening isn't customer service, it's strategy.



How We Move **What Matters**

Air, sea, road, rail or land. The mode is only one part of the answer. We look at what needs to move, where it needs to go, when it needs to arrive and what stands between the two. From there, we build the route around you.





OCEAN FREIGHT

Ocean freight connects businesses to major global trade lanes and remains central to moving large volumes over long distances. We coordinate movement across international shipping networks, from origin arrangements and container requirements to port processes and final delivery. The objective is not simply to put cargo on a vessel, but to build a predictable journey around your commercial deadlines and destination needs.



THE ROUTES ARE
DIFFERENT. THE
THINKING ISN'T.



AIR FREIGHT

When time is the deciding factor, air freight provides a direct route for urgent, high-value, time-sensitive or specialised cargo. We coordinate movement from origin to destination, managing documentation, handling, connections and delivery requirements around your schedule. Whether it is a critical component, samples, equipment or cargo that cannot afford extended transit, we build the airfreight solution around what needs to happen next.



RAIL FREIGHT

Rail freight offers an important alternative for moving suitable cargo over longer distances, particularly where volume, route and cost make rail commercially attractive. We coordinate rail movements as part of a wider transport plan, connecting terminals, ports, warehouses and road networks where required. The result is a considered solution that uses rail where it adds value, rather than treating it as a standalone service.





ROAD FREIGHT

Road transport provides the flexible link between suppliers, ports, warehouses, borders, production sites and final destinations. We coordinate domestic and cross-border movements according to cargo type, route, timing and delivery conditions, while considering permits, border procedures and handover points. From a single delivery to a complex regional movement, the road leg is planned as part of the wider supply chain.





LAND LOGISTICS

Land logistics brings together the routes, borders, terminals, warehouses and transport links that keep cargo moving across territories. We coordinate the wider journey around regional requirements, including cross-border movement, documentation, handovers and final-mile delivery. For businesses operating across East Africa or beyond, we look at the complete land route and the practical details that determine whether the journey works.





Are you a match?

We're probably not for everyone.

And that's intentional.

We're built for organisations that need more than a transporter.

We work best with businesses that:

Operate across borders

Work against demanding timelines

Require adaptability

Need quick decision making

Face complex logistics

Have projects without an obvious solution

Value responsiveness over bureaucracy

understand that communication is as valuable as movement



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