

# COMPANY PROFILE 2022



# Welcome To Falkan Investments Limited

Registered in 2011 Falkan Investment limited is one of the top distribution companies in Uganda.

## UPFIELD Master Distributors

- Blue band Margarine
- Peanut Butter
- Croma Baking Fat
- Canola oil and other products



## UNILEVER Authorized Distributors

- Royco
- Geisha
- Vaseline and other products



## PREMIER FOODS Authorized Distributors

- Orchid valley Juices
- Peptang
- Peptang sauces
- Pep squashes and others.





# ABOUT US



## Our Vision

To be among the top 10 distributors in Uganda



## Our Mission

To Produce an overall positive impact on communities in our distribution area through effective and efficient distribution of our products.



Training Program

# OUR DIRECTORS

## NUHU KANYIKE

### Managing Director

Nuhu Kanyike has over 15 years of experience in distribution and sales of FMCG products. His experience spans over a cross-section of some of the largest multi-national companies in East Africa such as MTN Airtel, Eco bank among others



## FARIDAH LWANGA

### Finance Director

Faridah Lwanga holds over 10 years of experience in Accounting, Financial auditing and Managing in the FMCG industry





# COMPANY OBJECTIVES

01

Drive productivity improvement through focus on demand planning efficiency.

02

Create a multi-skilled, empowered & risk taking talent pool through establishing succession plans, staff development & training and mentoring.

03

Creating employment opportunities for our staff and business opportunities we serve to our communities.

04

Ensure compliance to statutory and regulatory standards.



# OUR BUSINESS ETHOS

## Customer Centricity

Customer takes center stage at our service delivery.

## Integrity

We distribute responsibly with the highest standard of integrity.

## Inclusivity

We champion diversity recognizing the depth of our employees and the communities we serve. We work with them, anticipating, adapting and delivering solutions that enrich their lives. We do this by having an open mind and embracing change.

## Respect

We live the same lives as our customers and employees, sharing the same joy and the same pain. We never forget that they are why we exist. We act with due humility, always open and honest, to achieve mutual respect.



# Our Approach

We distribute products directly to our customers through a pre-sale model and routing that enables us achieve set targets optimally.

We also distribute indirectly to distant communities through sub-distributorships.

We focus on creating a team that is trained & highly efficient in the delivery of our products. We do this by focusing on their needs while they focus on the overall company objectives

**Direct Distribution**

**Indirect Distribution**

**Effective Distribution  
Team**



# OUR SERVICES



✓ Retail Distribution

✓ Whole Sale

✓ Corporate Delivery



# RETAIL DISTRIBUTION

Our primary business is to supply stock directly to retail business across Uganda. We distribute ranging from personal care products, food to home care products.



# WHOLE SALE

We offer whole sale trade to mid-size businesses at the most competitive prices in the market.





# CORPORATE DELIVERY

We distribute our products to a variety of corporate clients across various industry sectors including bakeries, international schools, hospitals and many others

We do this by assigning qualified account managers that track and ensure efficient delivery for all our clients.



# UPFIELD LIMITED

## Master Distributors

- Blue band Margarine
- Peanut Butter
- Croma Baking Fat
- Canola oil and other products
- Blue brand porridge





# UNILEVER LIMITED

## Authorized Distributors

- Royco
- Geisha
- Vaseline And Other Products
- Vim
- Sunshine
- Omo



# PREMIER FOODS LIMITED

## Authorized Distributors

- orchid valley juice
- peptang
- peptang sauces
- pep squashes and others



# CLIENT TESTIMONIES

"Falkan Investments team delivers orders promptly. We have had a great business relationship with them for 10 years now. I love their professionalism and their timely distribution of supplies to all our branches in Kampala."

## PROCUREMENT MANAGER

EMBASSY SUPERMARKET



"We have had a great business relationship with Falkan for 5 years now. They are our great ambassadors for a range of products and a true brand to work in partnership with."

UNILEVER UGANDA



# CLIENTELE

Great work can only come from great partnerships. Here are just a few of the amazing clients that allow us to come to work every day and push our boundaries.





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