ATIS GROUP

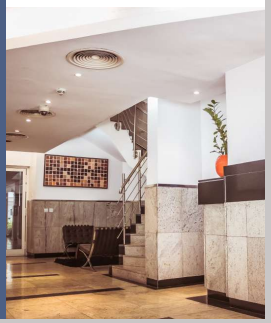
Real Estate management and leasing establishment with a 25+ years of experience working at satisfying top-class Real Estate solutions.











ATIS GROUP
LIMITED

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REAL PEOPLE

ATIS Group is a team of experienced professionals, individually and collectively focused on serving our clientele. As a team, we share common standards in our professional ethics and competence areas, while representing a wide variety of tastes, styles and approaches. It is this combination that serves us in addressing the different segments and distinct profiles of our clientele, their requirements and their objectives.

REAL SOLUTIONS

Our solutions are crafted according to industry best practices, with an added value in our focus on delivering the most practical and beneficial solutions to each client according to need. We closely support and serve our clients through the solutions cycle; from the conceptualization of their vision to the realization of the solution project, inclusive of optimizations to their assets and expenditures, to maximize their return on investment and optimize their portfolio. In this manner, we can address any client type at any stage in the cycle, relying on fact-based solution development based on a keen understanding of statistics, specifications, patterns, and trends prevalent in our market. We, therefore, provide the best advice and support for our clients in terms of budgeting and costing, positioning, and opportunity development in the real estate sphere.







OUR CLIENTS

We consider our clients and their needs as much more than just an account, thus we concentrate on delivering exactly what our clients require, ensuring that their real estate projects and investments are delivered on target, on time, and to the desired quality.

Our Methodology

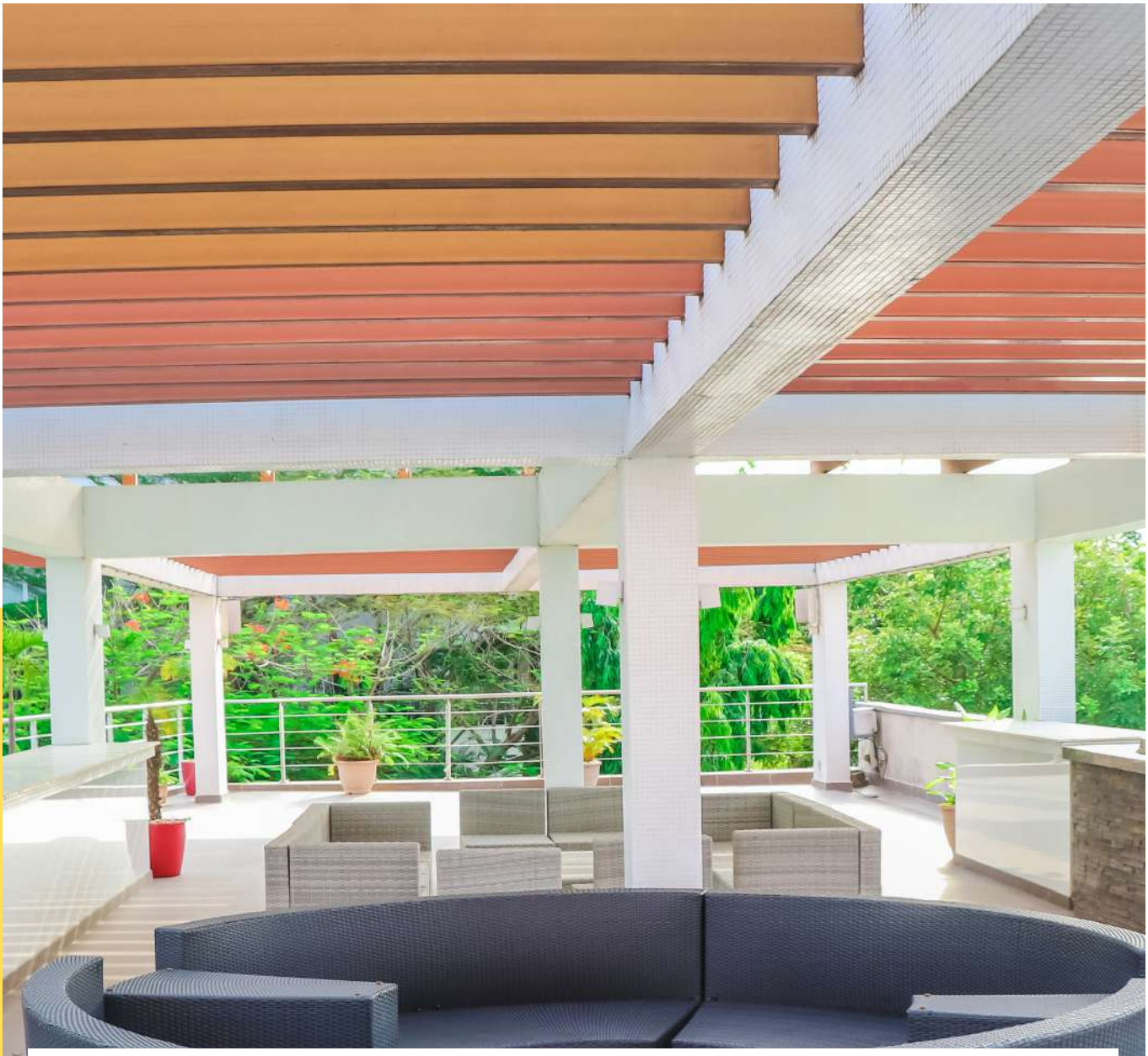
We uphold a strong discipline of standards We understand the delicate nature of the urban development business because it involves human lives & property, hence we comply with standard building codes concerning the region where you've chosen to develop in Nigeria. We work with strategic partners using the best expertise to ensure we deliver projects characterized by international standards.

Real Estate

We acquire, design, develop, refurbish, manage, and market real estate, primarily for our clientele’s benefit. While most of our industry competitors provide these services on a transactional basis, we are specialists in developing long-term relationships with our clientele, representing their interests in the marketing, sale, investment, and repurposing of assets within property portfolios they acquire and grow under our management.



CORPORATE BACKGROUND



Vision

Our vision is to be Nigeria's leading real estate consultancy, delivering quality, strategic and commercial solutions to occupiers and investors. Our values are Integrity, Excellence, and Professionalism combined with Energy and Innovation. ATIS Group was incorporated as a limited liability company in 2022, with core competence in real estate support services.

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EXECUTIVE BACKGROUND

SEGUN ADEKOYA

A member of the Royal Institution of Chartered Surveyors (RICS) with 24 years of experience, Segun is ATIS Group's spearhead in responding to market trends, regulatory changes, and development opportunities. He continually assesses facilities management to ensure that the best profile is applied to each asset from cost minimization and value retention aspects. Segun defines the value additions that differentiate ATIS Group's services from the rest of our services competitors.

As Director of Services, Segun drives the development of our in-house human capital and external network of supply partners. ATIS Group's ability to efficiently manage our wide portfolio of client facilities is based on his holistic method of building the right mix of skilled personnel and targeted process; a strategy that has ultimately resulted in our sustained record of delivering quality services.





COMPANY HISTORY

ATIS group limited is a real estate consultancy group, that provides the full range of real estate services which include, but not limited to, facilities management, portfolio management, agency services, design, development, refurbishment etc.

ATIS group was incorporated in the year 2022, after the restructuring of Gheysen Real Limited, which was incorporated in 2005 and has been in business since. This initiative to change the business model was borne out of the new realities resulting from the various challenges facing the world economy as well as a major paradigm shift in business practices generally and what is considered to be the new realities in terms of the world economy, technological advances, climate change, sustainability, and human requirements.

This new business model is better geared towards fully maximizing the opportunities and potential for further growth under these new realities







SCOPE OF
SERVICES

The scope of services offered by ATIS Group Real Limited in relationship to Real Estate assets is as follows.

-Facilities Management

-Corporate strategy and RealEstate

-Lease Management

-Transactions

-Building Services

-Relocations

ATIS FACILITIES MANAGEMENT

Real Estate management and leasing establishment with a 25+ years of experience working at satisfying top-class Real Estate solutions.



FACILITIES MANAGEMENT

This is a comprehensive service tailored to suit the client. It is supported by clear service standards, and a strong professional team of employees with electrical and mechanical consultants for specialized services, to provide and achieve professional facilities management solutions. Through our unique 'Direct Cost' approach, we aim to achieve maximum efficiency with optimum cost effectiveness, without compromising on the quality of service provided. Employees are motivated and receive full management support, thereby ensuring total commitment to duty and client.

Service

Identifying the facilities to be managed along with the client's objectives and designing a strategy that compliments the client's core business.

Flexibility

Regular consultation with clients to identify possibilities for improvement and accommodate changing requirements thereby ensuring maximum efficiency.

Hospitality

Providing specific services by trained staff, tailored to meet client requirements, which complement the facility management function and ultimately, the client's core business.



CORPORATE STRATEGY AND REAL ESTATE

ATIS Group Real Limited offers practical property solutions to meet changing needs. This is achieved by a combination of highly developed real estate skills, innovation, and market awareness. The objective is to maximize efficiency and achieve the best value from the operational property by the implementation of agreed strategies. ATIS Group works with other external advisers and consultants to procure and achieve maximum value versus cost advantage for our clients. In particular.

Property Master Planning

Interpreting the business needs and advising on the development of a property plan, setting objectives, and producing a structured approach to implementation and management.

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Portfolio Analysis

Reviewing the property portfolio and identifying opportunities to reduce costs, improve efficiency and realize the value.

ATIS REAL

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LEASE MANAGEMENT

ATIS Group Real Limited provides control over leases arising from occupation to letting property. This is achieved by a clear understanding of the practical and legal implications resulting from lease structures, together with a proactive approach.

Lease Audit

Analyzing lease obligations, critical dates, and liabilities leading to the creation of a comprehensive lease database.

Lease Planning

Identifying future lease events, and potential liabilities and outlining opportunities to rationalize or restructure leases and reduce costs.

Compliance

Ensuring lease covenants are complied with and obligations met to reduce the negative impact on value and flexibility.

Rents and Service Charges

Providing high-quality service to control and administer income and payments whilst maximizing revenue flow and minimizing outgoings.





Liaison with Landlords and Tenants

Creating an informed level of communication to achieve and maintain productive relationships. We have considerable expertise in agreeing on variations to leases for building alterations, change of use, assignments, and sub-lettings whilst developing opportunities created by improved dialogue.

Budget Control

Through analysis of current costs, assessing future costs, recommending budget estimates, and setting performance monitors.

AGENCY

ATIS Group constantly explores new avenues in a changing market to ensure high occupancy rates. This is achieved through the vast experience and the existing portfolio.

LETTINGS:

Marketing - Providing a high level of professionalism with a practical methodology to market the property and attract high-caliber occupiers.

Negotiations - Through vast experience, achieving favorable terms, whilst reflecting market conditions and protecting clients' interests, with the best possible returns







SALES:

Acquisition

Experience has shown that acquisition must be carefully managed to meet business needs, provide the necessary flexibility, and avoid unexpected future liabilities. Whether leasing, purchasing, or developing, expert advice can minimize costs and use of valuable management resources.

Disposal

The objectives are to limit or extinguish future liabilities by selling, surrendering, or leasing surplus property and portfolios. Creative options are explored to achieve maximum returns.

Option Appraisal

Analysis of various options for a strategic acquisition, disposal, or development from appraisal through to implementation, combined with detailed cashflow models to provide quantitative support.





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BUILDING SERVICES

At every stage in the life cycle of a property from acquisition to disposal, there is a need to consider the practical and financial implications of ongoing liability for repair, maintenance, reinstatement, and dilapidations. When relocating, issues such as future repairing liability, fitting out, and ongoing maintenance need careful analysis.

Acting as a client representative, we establish the brief, work up proposals, organize contracts and instruct and lead the professional team through to completion. Through our Projects department, we aim to execute entire projects, individual fit-outs, and refurbishments on time, within budget, and to the highest quality standards.

RELOCATION

ATIS Group Limited provides a comprehensive relocation service for staff. This service is split into three categories.

- Sourcing to the occupation of new premises.
- Vacating current accommodation either because of the expiration of the tenancy or otherwise, and
- Replacing occupants of accommodation with unexpired leases still required within the portfolio.

Our priorities are the development of strategies and the effective implementation of transactions to ensure that corporate objectives are met.

