ATLAS
CONSULTING

BROCHURE 2026



COMMERCIAL REAL ESTATE

An operator's eye on your real estate.

Advisory, owner's representation and asset management for owners, developers and investors.

Côte d'Ivoire, Gabon and Cameroon

consulting-branch.atlas-studio.org

POSITIONING

+20

YEARS IN OPERATIONS

I spent my career running real estate. Today I advise the people who own it.

Sites, camps and shopping centres run in ten African countries for energy, mining and retail groups. That experience now serves owners who want assets that are occupied, well maintained and profitable.

+20 %

revenue on assets taken over

−20 %

operating costs at Emergence Plaza, Abidjan

98 %

occupancy at Behira, up from 50 %

10 countries

200,000 m² managed across 99 sites

Sectors

Côte d'Ivoire, Gabon and Cameroon

01	02	03	04	05
Retail	**Offices**	**Residential**	**Industrial**	**Oil, gas, mining**
Shopping centres, malls, shops	Office buildings	Residences, housing	Warehouses, logistics	Camps, bases, sites

ISSUES

7

requests I hear most often

And the service that answers each one.

01

My asset earns less than expected.

Vacancy, arrears, below-market rents, service charges not recovered.

ASSET MANAGEMENT, DIAGNOSIS

02

I don't know what is really happening on my property.

The figures don't reconcile and decisions come too late.

MANAGER OVERSIGHT, REPORTING

03

I'm building and nobody defends my interests.

Variations, delays and defects get paid for at handover.

OWNER'S REPRESENTATION

04

I open soon and operations aren't ready.

Teams, contracts, budget and procedures are missing when tenants arrive.

OPENING READINESS

05

My building is deteriorating and costs are drifting.

Repairs after breakdowns, contractors paid without checks.

FACILITY MANAGEMENT

06

I need to buy, sell or refinance.

Without a reliable view of the asset, you negotiate blind.

DUE DILIGENCE

07

I depend on a few people.

Every departure weakens operations.

TEAM TRAINING

CORE SERVICE

Owner's representation

Many operating costs are decided at the drawing stage. That is where I step in.

I represent the owner from design to opening, with an operator's eye.



Phase 1
Brief
and feasibility

Needs, areas, positioning, financial forecast.

Phase 2
Design
built for operations

Maintenance, service charges, circulation, lettable area.

Phase 3
Tendering
and contracts

Architects, contractors, bid analysis.

Phase 4
Supervision
for the owner

Cost, schedule, quality, variations, snagging.

Phase 5
Opening
readiness

Teams, budget, service contracts, procedures.

FEE

Monthly fixed fee for the project duration

OUTCOME

Cost, schedule and quality under your control

Services

Ongoing 8

Monthly fixed fee, with a monthly review against agreed indicators.

01 **Outsourced asset management**
Budget, business plan, shareholder reporting.

02 **Property management**
Leases, rent invoicing, collection, service charges.

03 **Facility management**
Maintenance, security, cleaning, contractors.

04 **Property manager oversight**
Rents, collections and charges, checked monthly.

05 **Ongoing technical audits**
Quality audits, service levels, penalties.

06 **Monthly reporting**
Rents, vacancy, charges, budget and variances.

07 **Part-time site management**
For assets too small for a full-time manager.

08 **Team coaching**
On-site follow-up after training.

One-off 5

Scope, duration and deliverable are set in the proposal.

01 **Diagnosis and turnaround**
A costed, prioritised action plan

02 **Due diligence**
An inspection report with costed risks

03 **FM tender**
Contracts ready to sign

04 **Portfolio survey**
A costed works plan

05 **Team training**
One result indicator per course

Track record

Rocklane Capital
CBRE
Halliburton
BHP Billiton
Addax Petroleum

2
shopping centres managed

ROCKLANE CAPITAL CÔTE D'IVOIRE

Cosmos Yopougon and Cosmos Angré

Ran operations at Yopougon. Opened Angré, from construction handover to leasing.

14,000
m² of GLA inspected

ROCKLANE CAPITAL DAKAR

Sea Plaza

Full six-part audit of a shopping centre.

–20 %
operating costs

CBRE CÔTE D'IVOIRE

Emergence Plaza and Behira building

Centre management, FCFA 3.5 bn budget, 32 staff. Operational performance +35 %.

200,000
m² across 99 sites

HALLIBURTON GABON

Regional head of real estate

10 countries, $22 M budget, preventive maintenance.

32
sites managed

BHP BILLITON GABON

Head of facility management

$10 M budget, built a 7,000 m² camp.

–15 %
fleet costs

ADDAX PETROLEUM GABON

Real estate and general services

Real estate, FM, fleet and procurement, about €7.6 M.

Case study

Behira building: from 50 % to 98 % occupancy in two years

Asset	Area	Duration	Scope
Offices, Zone 3, Abidjan	4,200 m² lettable	2 years	Property and facility management

Context

Behira houses the headquarters of major energy and banking groups. When I arrived, half the space was empty. For the owner, every vacant square metre and every late rent hit the yield directly.

What I did

Leases: negotiation and renewals with tenants.

Rents and charges: invoicing, full service-charge recovery, monthly collection follow-up.

Tenant service: a single point of contact for every tenant.

Facility management: maintenance, security and cleaning under contractual service levels.

Results

98 %

occupancy, up from 50 % on arrival

100 %

of rents collected

+20 %

revenue in two years



FOUNDER

Pamela Atokouna

Over twenty years running camps, industrial sites and shopping centres in ten African countries.

> I have always worked on the operations side. I now put that experience to work for owners.

Addax Petroleum / **BHP Billiton** / **Halliburton** / **CBRE** / **Rocklane Capital**

Executive MBA, INSEEC Paris. MBA, IAE Sorbonne. Master's degree, Paris 1 Panthéon-Sorbonne. Master's in Facility Management, INSA Strasbourg.

WHO I WORK FOR

- Investors and funds
- Developers
- Property companies, family offices
- Institutions and public landlords
- Retailers and operators
- Corporate occupiers
- Private owners

METHOD

1
Diagnosis
Site visit, leases, contracts, accounts

2
Action plan
Costed, prioritised, dated

3
Delivery
On site, with your teams

4
Measurement
Against agreed indicators

CONTACT

Let's talk about your property

Write or call me. After a first conversation, I send you a written proposal with scope, duration and price.

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ATLAS CONSULTING

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