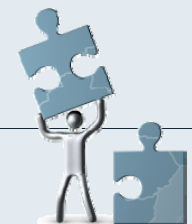




# Hard Talk with Operators Looking to Launch Luxury Hotels in Russia and CIS



*Partnership for Success*



# HARD TALK WITH OPERATORS



**Marina Usenko**

---

*Executive Vice President*

Jones Lang LaSalle Hotels Russia & CIS



*Partnership for Success*



# HARD TALK WITH OPERATORS

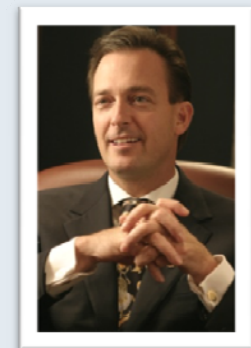


## Interview with:



**Guy Crawford**  
*Chief Executive Officer*  
Jumeirah Group

**Nicholas Clayton**  
*President*  
Viceroy Hotel Group





# Luxury segment presence and perspectives in Russia and CIS



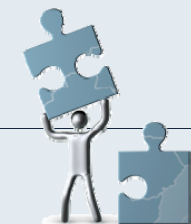
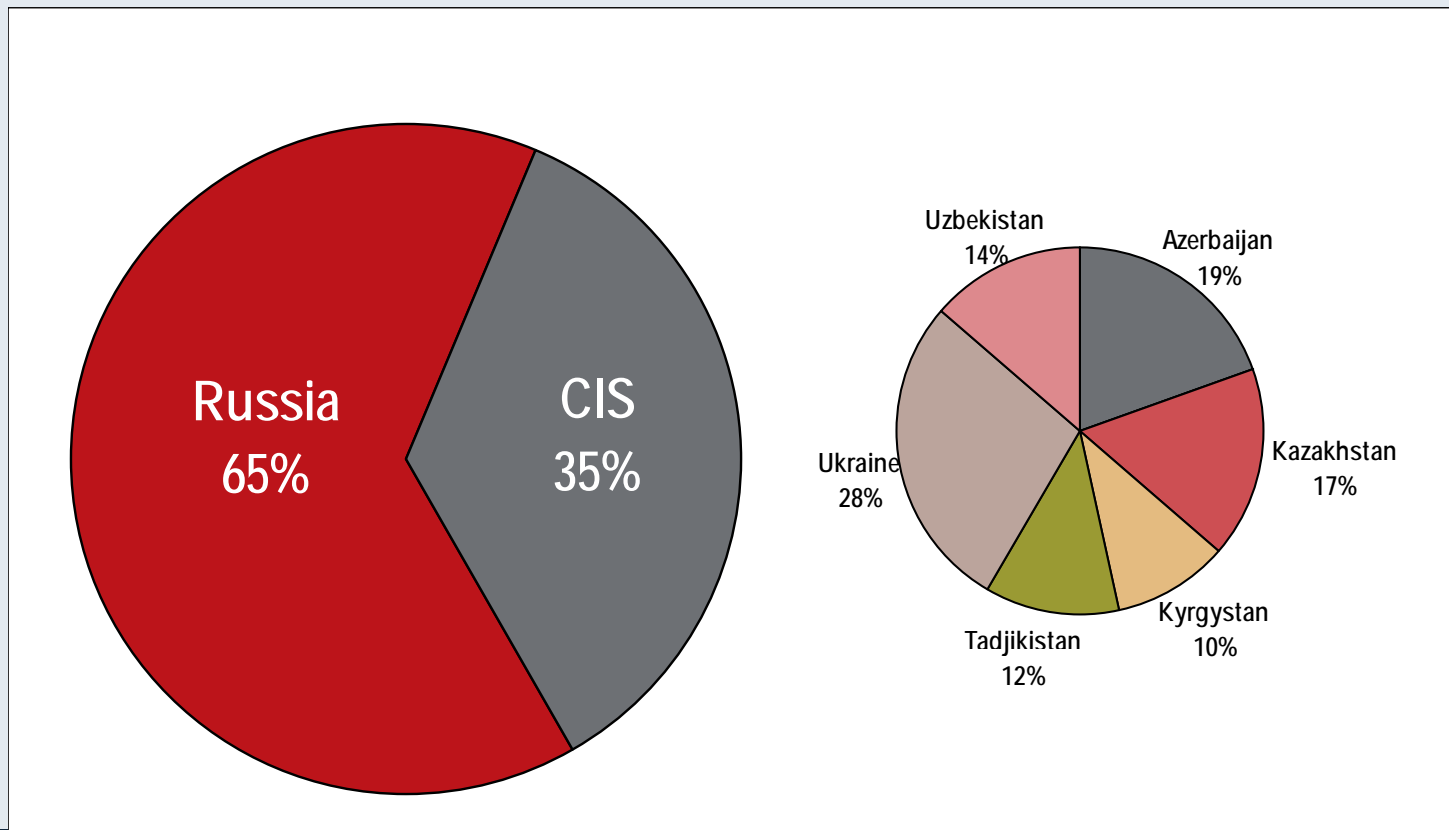
Partnership for Success



# Luxury supply segmentation by country

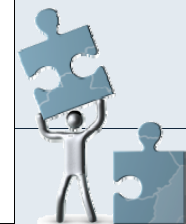
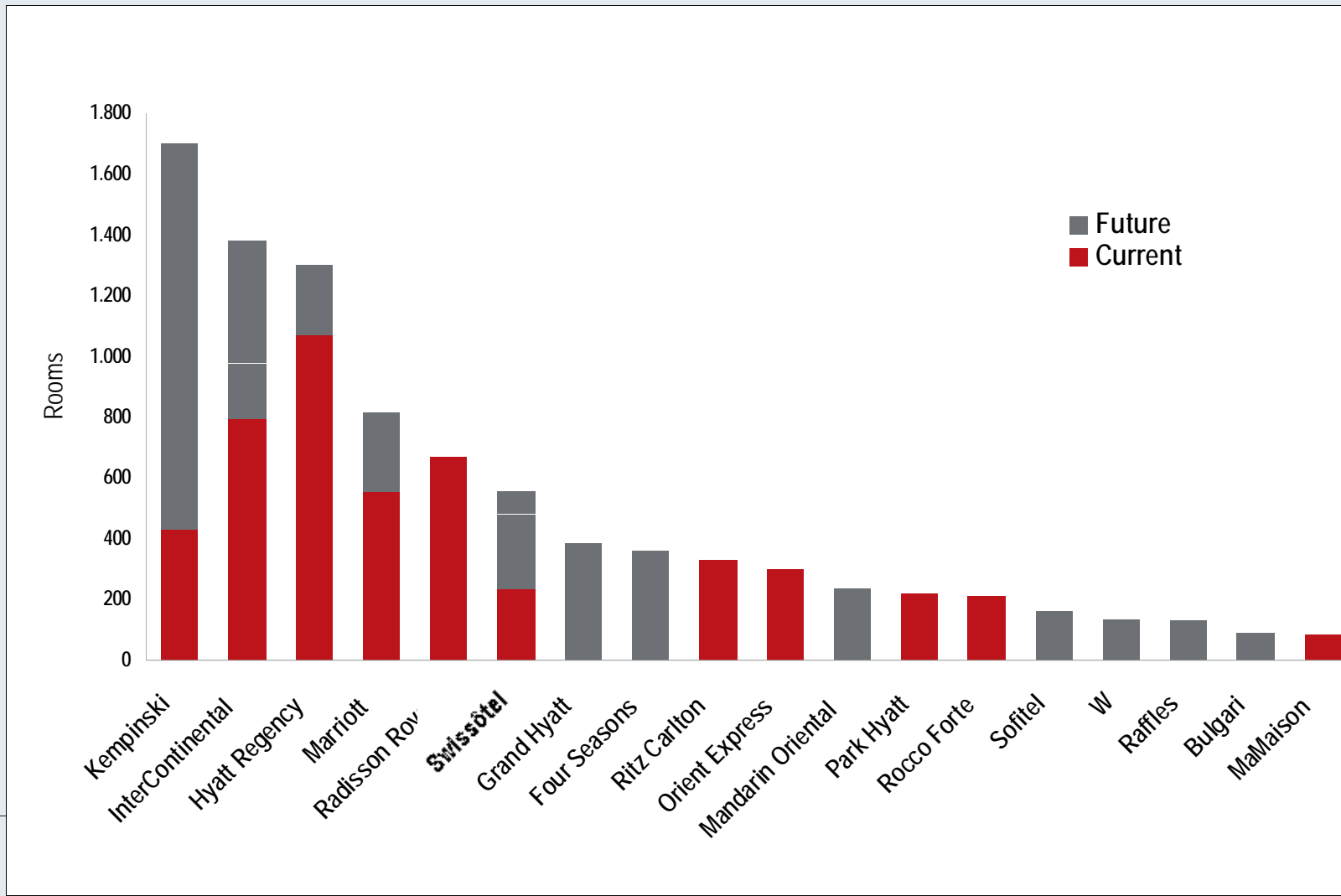


Current Luxury supply segmentation





# Luxury supply segmentation by brand in Russia & CIS



Partnership for Success