Russia&CIS
Hotel Investment Conference

MODERATOR



Ben Martin

Principal

AECOM Economics

Russia&CIS
Hotel Investment Conference



REGIONAL RESORTS – UNIQUE OPPORTUNITIES AND CHALLENGES

Looking at the developments which are taking place and how the sector can be developed, with a special focus on Russia's mountain resorts.

Russia&CIS
Hotel Investment Conference

IN CONVERSATION WITH





Denis Davidko
General Director
ZAO ProfEstate



Mikhail Kolesnik
Director, Development for Russia and CIS
Marriott International, Inc.



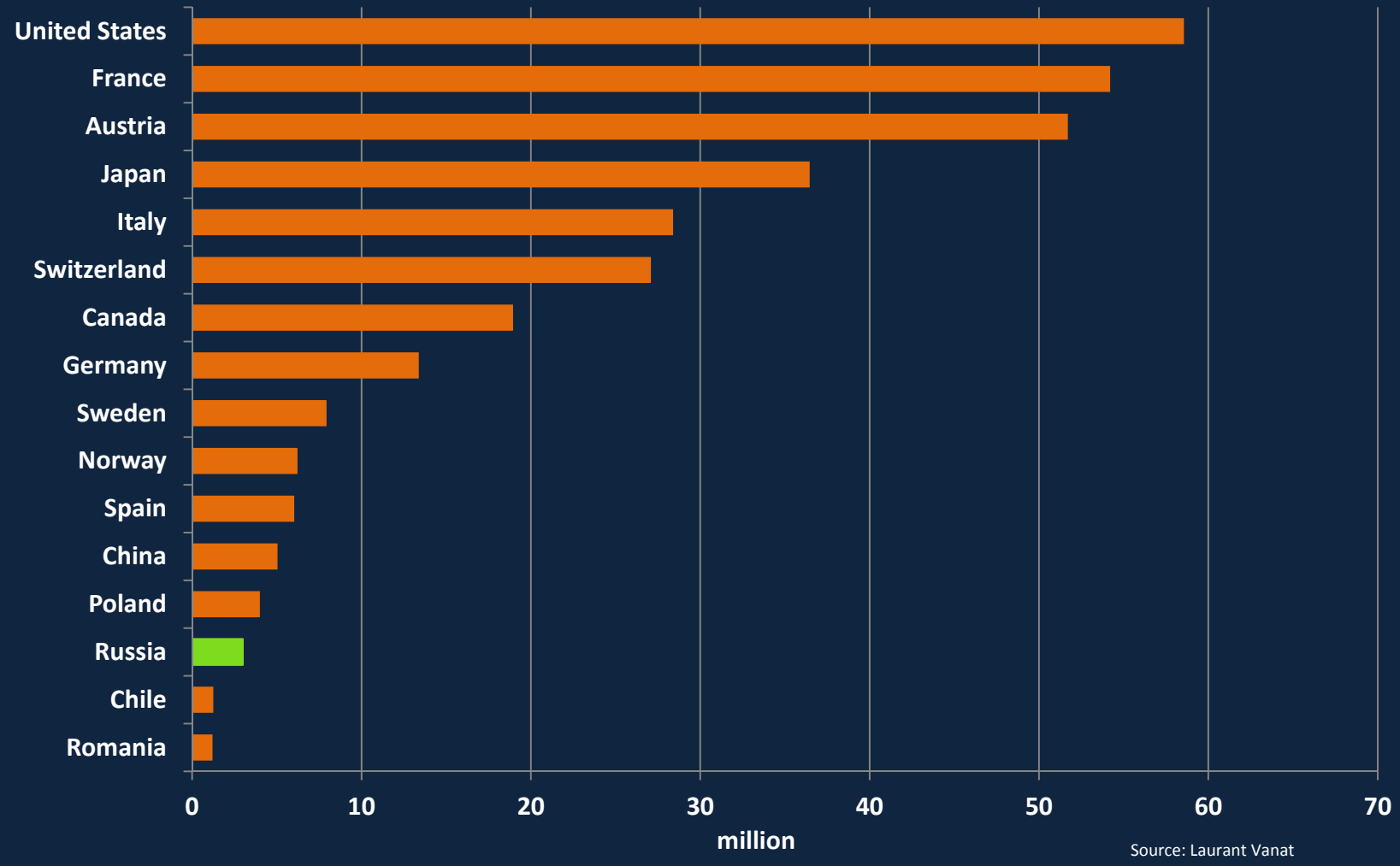
Brett Million
Managing Director
Extreme Sports Company



Andrey Zubkov
Director
North Caucasus Development Corporation

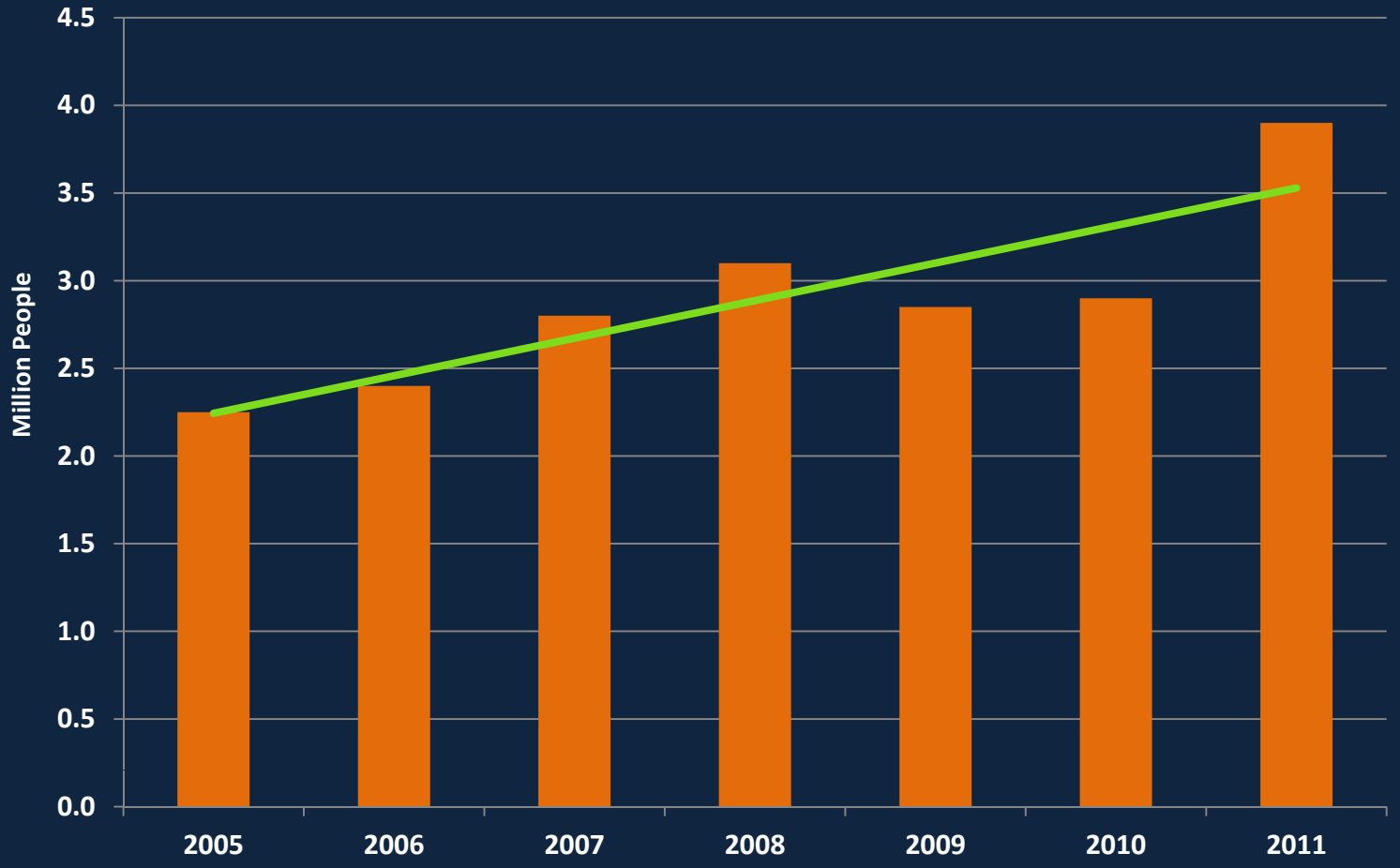


Skier Visits



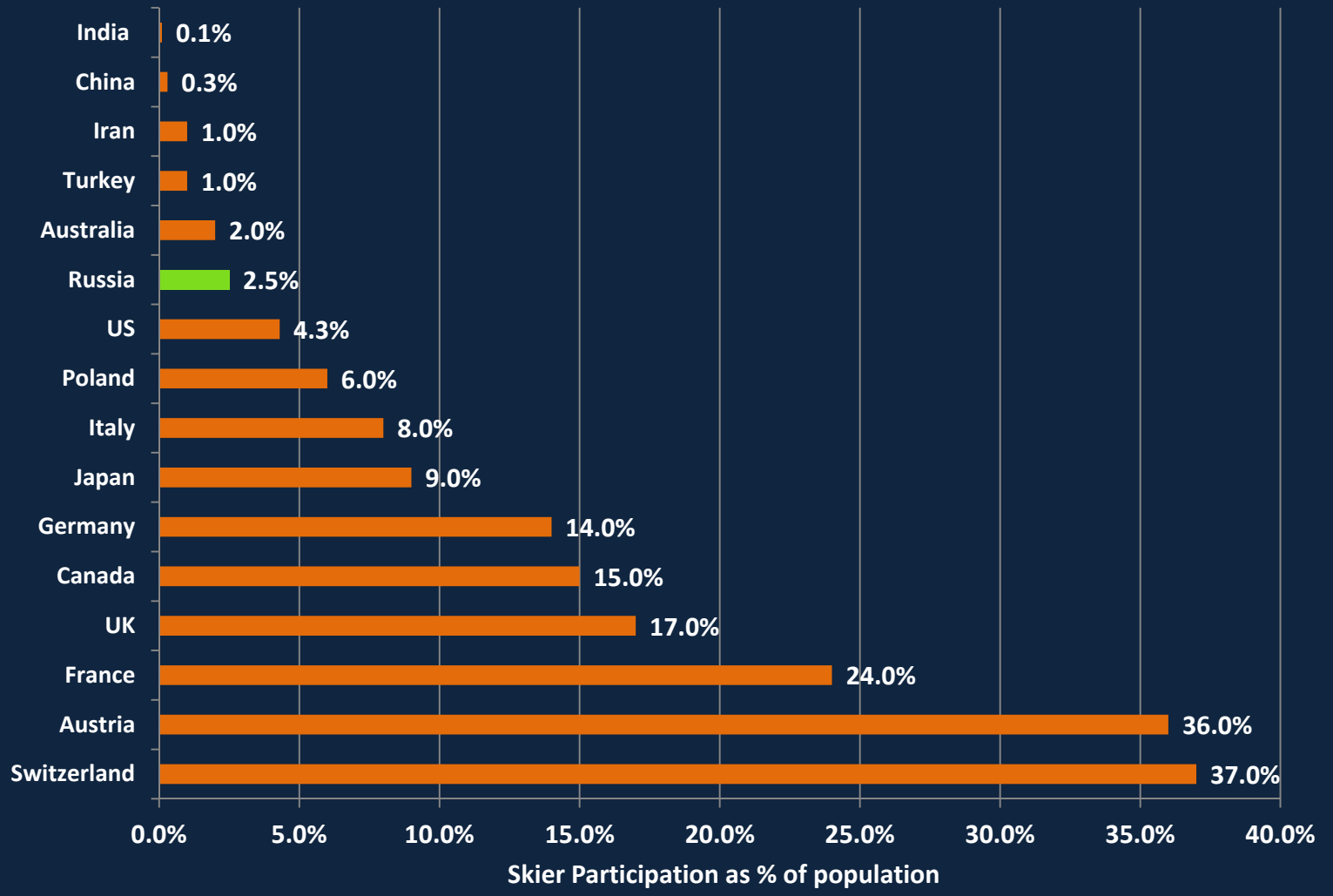
Source: Laurant Vanat

Dynamics of Russian Skier Market (2004 – 2011)



Source: Various tour operators and industry specialists

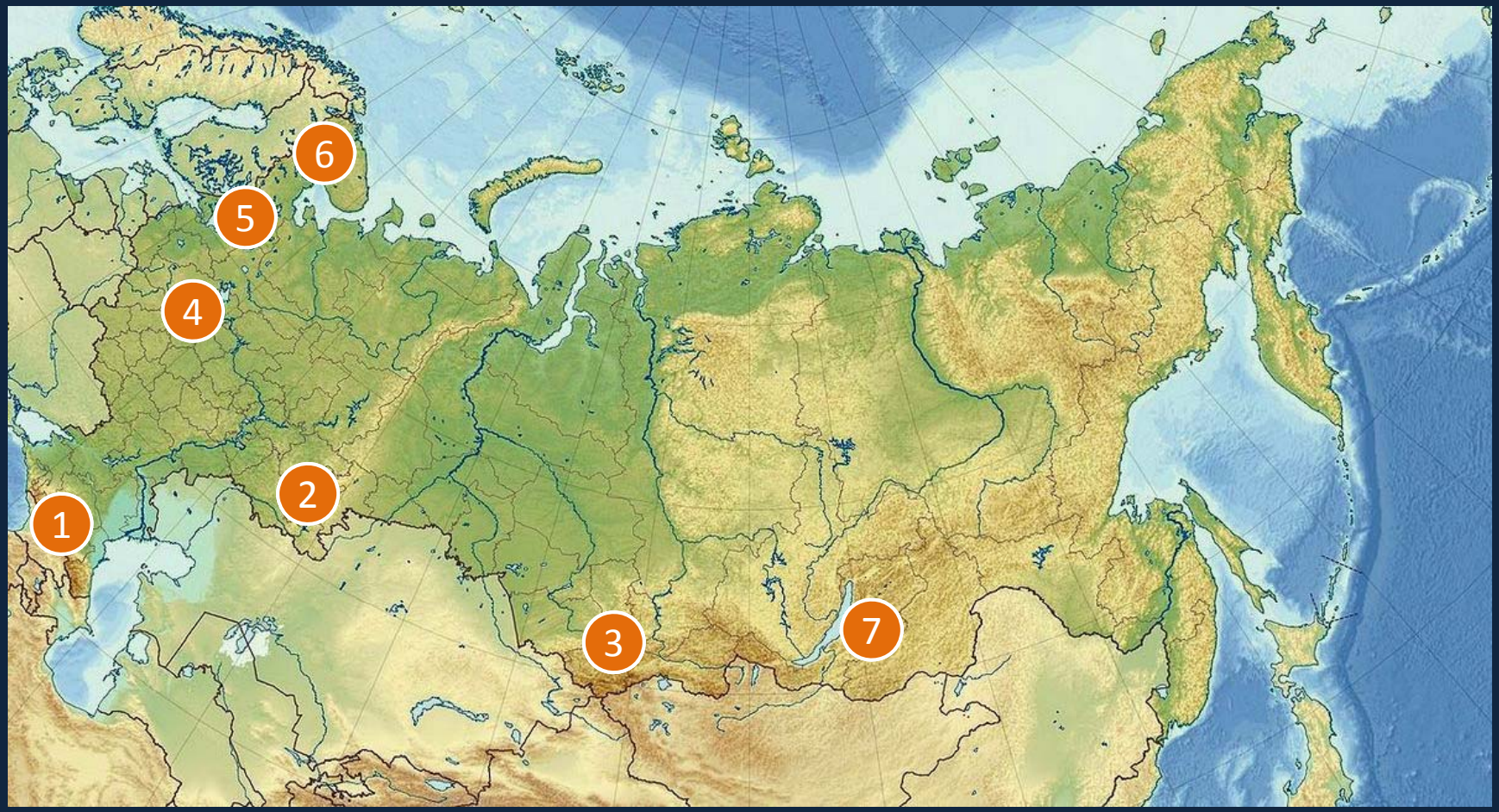
Global Skier Participation Rates



Source: Laurant Vanat and Various industry specialists

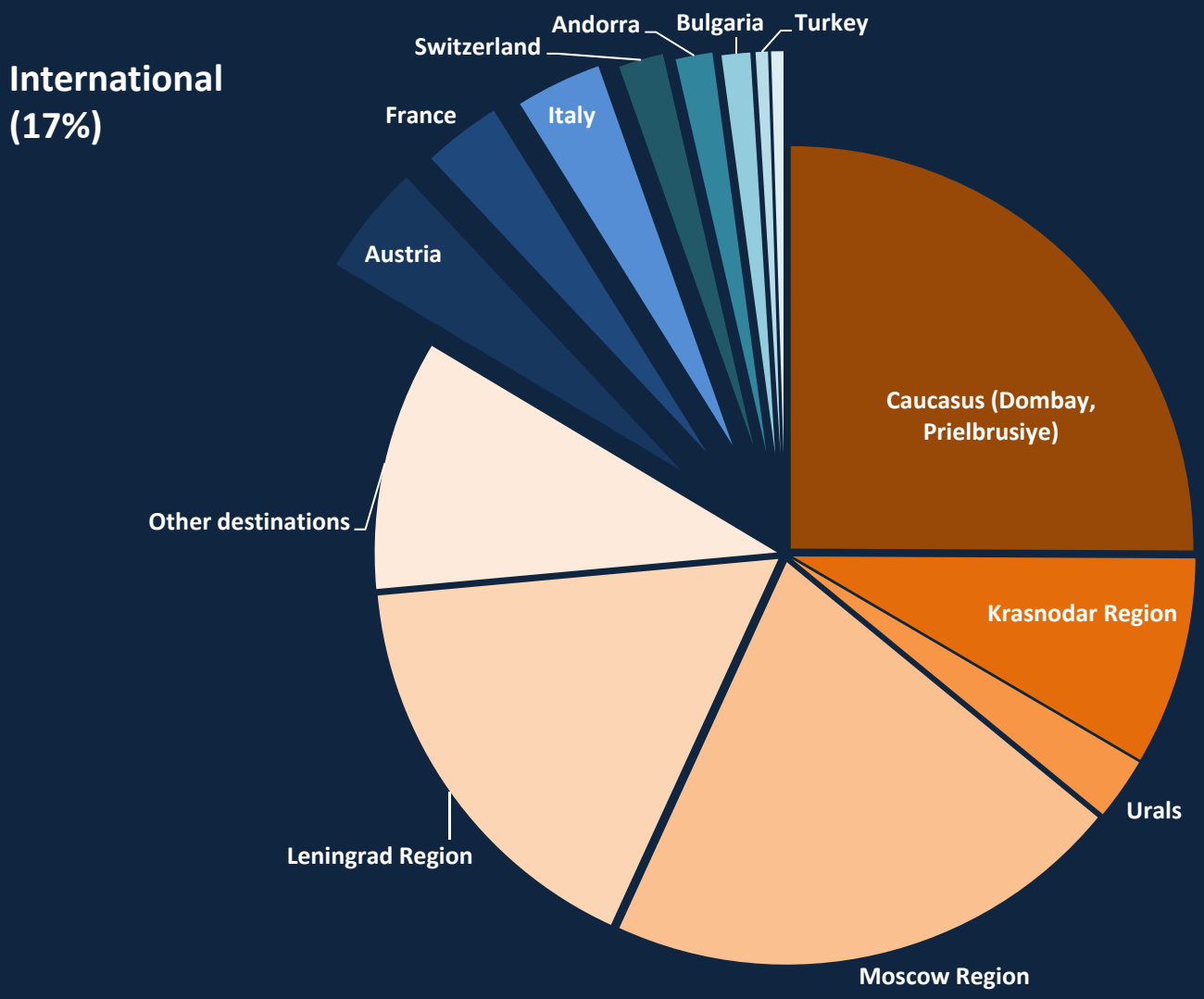


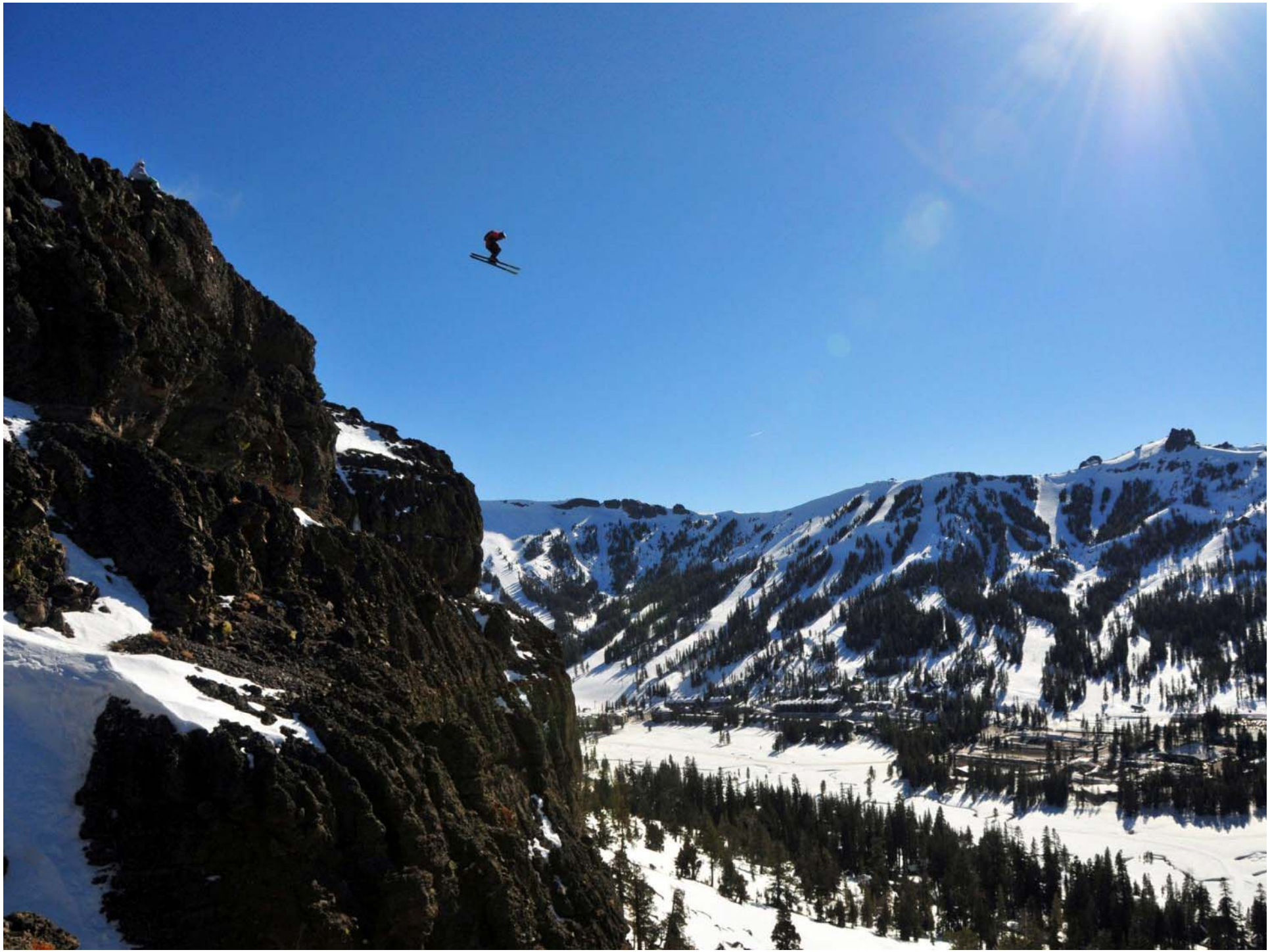
Major Skiing Destinations in Russia



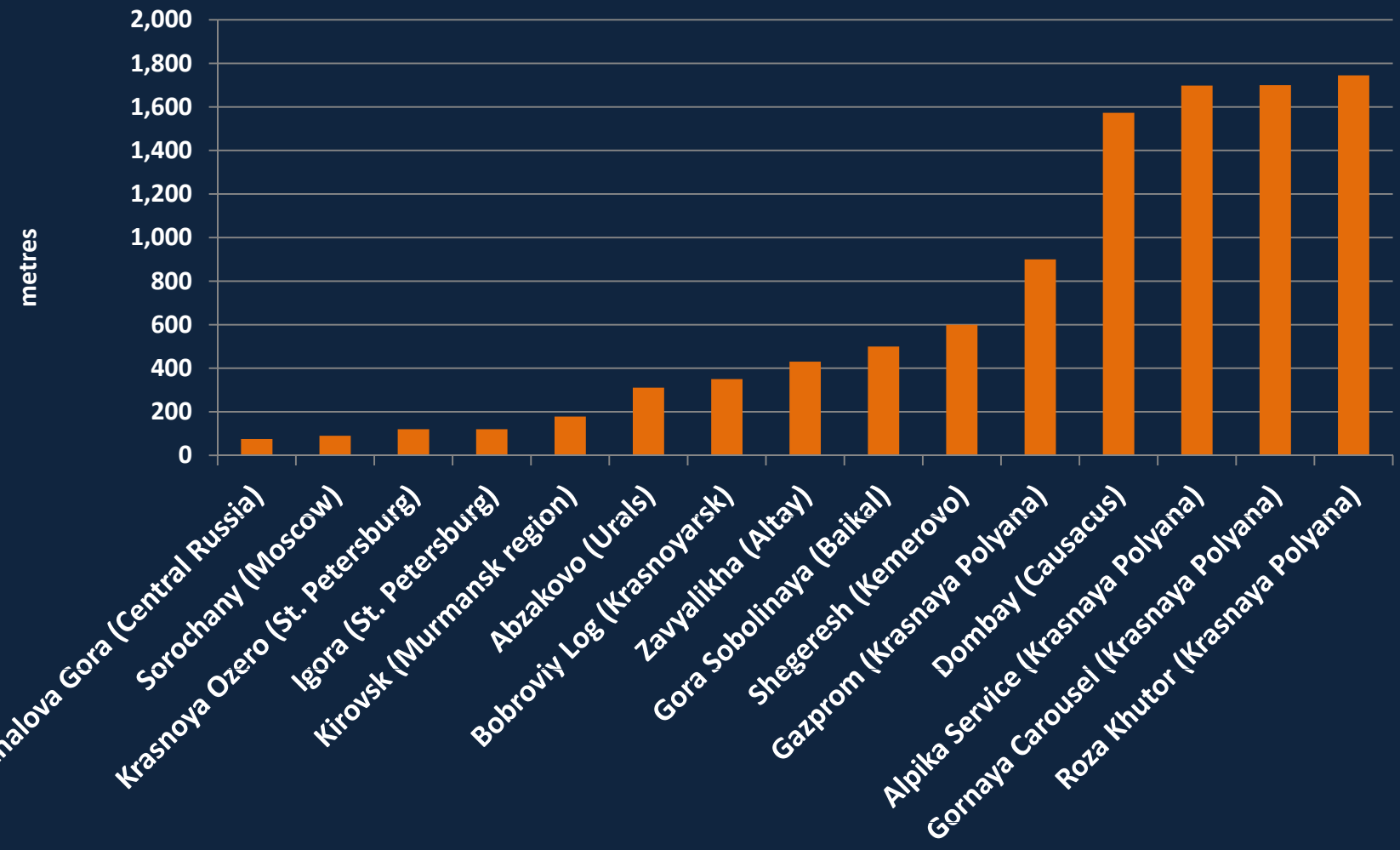
1 – Caucasus
2 – Urals
3 – Altay
4 – Moscow Region
5 – St. Petersburg Region
6 – Khibiny
7 – Baikal

Destinations of Russian Ski Trips



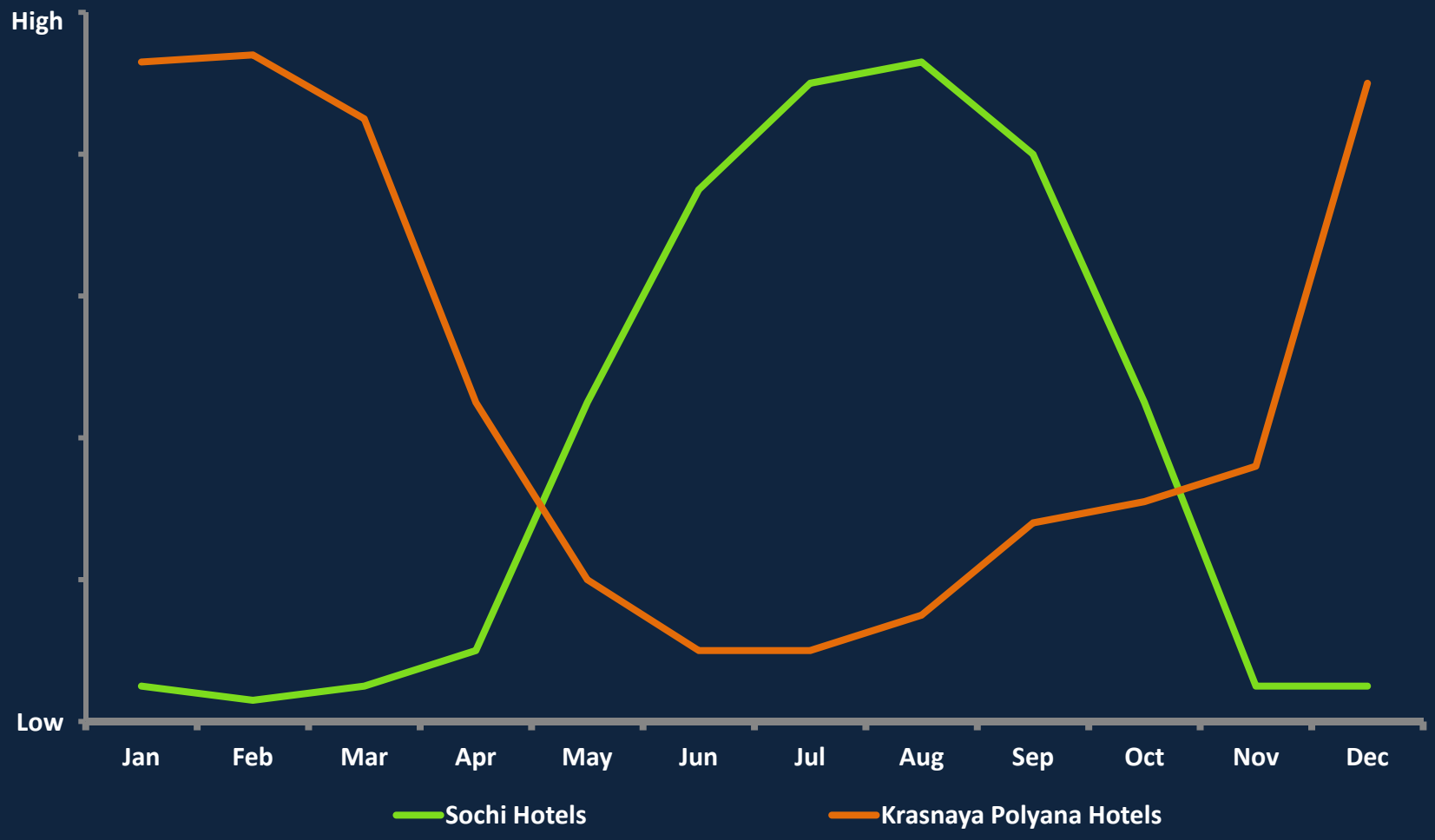


Maximum Vertical Drop at Selected Russian Resorts



Source: Catalogue of Russian Mountain Resorts 2011 - 2012

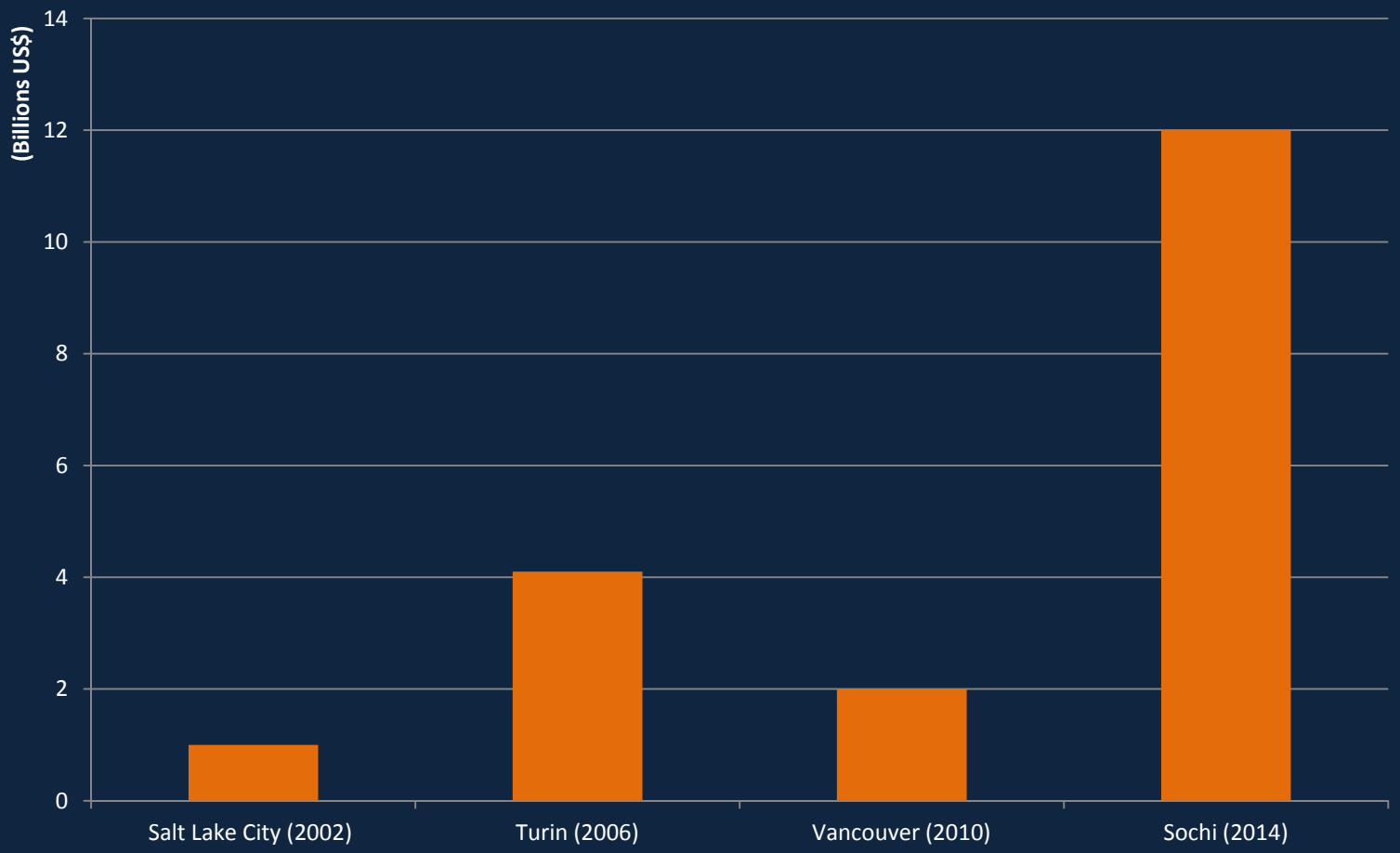
Hotel Occupancy (Sochi vs Krasnaya Polyana)



Source: AECOM


SALT

Investment in Selected Winter Olympics



Source: Sochi Administration

