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# **Russian Villa Rental specialist, Villanabali, Joins Elite Havens Group**

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VillaNaBali, a luxury villa rental company specialising in marketing to the Eastern European guest has joined Elite Havens, Asia's leading luxury villa marketing and management distribution company. The move furthers Elite Haven's strategic expansion plan of adding exceptional villas to their portfolio and attracting new audiences.

Elite Havens offer management and marketing services to over 200 luxury, private villas in Asia, principally in Bali, Lombok, Phuket, Koh Samui, Sri Lanka and the Maldives, whilst VillaNaBali provides marketing services to a number of exclusive villas in Bali. Both companies share the same focus of excellence: to deliver a quality villa product with a secure, user-friendly booking service for guests, whilst at the same time building long-term relationships with villa owners.

Jon Stonham, CEO of Elite Havens, said: “I am delighted VillaNaBali are now part of Elite Havens, the move has added excellent villas to our portfolio an example being the flagship villa Grand Cliff Nusa Dua Bali. With Vasily Pronin now joining our team we are adding Russian capability – not only market penetration but also language which is hugely advantageous. VillaNaBali will benefit our guests with a diversity of product and our owners with a broader market reach.

” Vasily Pronin, added: “Elite Havens expertise and their position as the largest villa rental company in South East Asia was exactly the opportunity I was seeking to provide my owners and guests with. Their excellence in technology and marketing really opens up significant new doors and their understanding of how to capitalise their villas and return higher occupancies and income to owners in a very competitive market is excellent.

Since 1998 VillaNaBali has offered luxury villa marketing services to 12 properties in Bali. Their expertise and professionalism are especially targeted at the affluent Russian guest.

Elite Havens offers a full range of property services with villa management (through Elite Havens Villa Management) and luxury villa rental marketing services (through Elite Havens Luxury Villa Management). Since its inception in 1998 Elite Havens has grown to provide management and marketing services to over 200 iconic properties in South East Asia.

### **About Elite Havens**

Established in 1998, the privately owned Elite Havens – comprising of Elite Havens Luxury Villa Rentals, Villa Management, Elite Havens Property Sales – is Asia’s leading marketing and management company. The group manages and markets some of the top villas in Asia, principally in Bali, Lombok, Phuket, Koh Samui to a worldwide network of travel agents and handles over 70,000 international guests each year.

### **About VillaNaBali**

Established in 2008 VillaNaBali is the first Russian market focused real estate and luxury villa rental and management company. Over a 10 year period, it has become of one the leading niche management companies in Bali with 12 carefully selected villas. Combining the experience of serving a demanding Russian clientele with welcoming Balinese hospitality, VillaNaBali is renowned for delivering a heartfelt service to its guests.

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