

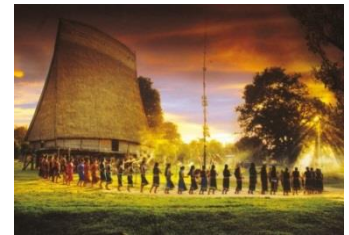
**FINAL DRAFT**

**TOURISM DEVELOPMENT PLAN**

**FOR CAMBODIA - LAOS - VIET NAM**

**DEVELOPMENT TRIANGLE AREA, PERIOD 2020 – 2025,**

**VISION TO 2030**



**DECEMBER, 2019**

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## ABBREVIATION

- NP: National park
- NR: National reserve
- CVL: Cambodia – Laos – Vietnam
- DTA: Development Triangle Area

## **EXECUTIVE SUMMARY**

### **1. Rationale**

Cambodia, Laos and Viet Nam Development Triangle (CLV DTA) is a border junction area established by the Prime Ministers of the three countries in 1999, currently the area consists of 13 provinces: Ratanakiri, Stung Treng, Mondulakiri, Kratie (Cambodia); Attapeu, Salavan, Sekong, Champasak (Laos); Kon Tum, Gia Lai, Dak Lak, Dak Nong, Binh Phuoc (Viet Nam). The localities in the CLV DTA are all located in the plateau, having many similarities in natural and socio-economic conditions, as well as development levels.

The goal of forming CLV DTA is to strengthen solidarity and cooperation of the three countries to ensure security, political stability, poverty reduction and socio-economic development in the region.

Regarding the mechanism of operation, besides the Summit, the three CLV countries agreed to set up a joint DTA Coordinating Committee (with four sub-committees: economy, social affairs - environment, locality, security – foreign affairs). Each country appoints a Minister to co-chair the Committee and members of the Coordinating Committee are representatives of relevant ministries, sectors and provinces in the Triangle.

Up to now, various orientation directions have been made and many cooperation activities implemented to promote the process of development cooperation in the DTA. The Prime Ministers of the three CLV countries affirmed their determination to build the CLV DTA in the border area of the three countries and considered it one of the top priority tasks in the development cooperation between the three countries.

The area of CLV DTA in Cambodia, Laos and Viet Nam has many untapped potentials; the level of development is generally lower than the average of each country and the proportion of agricultural production is high. The main difficulties limiting development include rugged natural terrain, weak technical infrastructure, lack of investment capital and limited human resources.

The 8<sup>th</sup> CLV Summit 2014 in Vientiane agreed to support Viet Nam's initiative to formulate the tourism development plan for CLV DTA to promote tourism cooperation and development of the three countries. The tourism development plan for CLV DTA is one of the important deliverables agreed in the cooperation framework for the DTA. The implementation of this Plan is clearly demonstrated the political role and determination of the three governments in promoting regional cooperation.

The 10<sup>th</sup> CLV DTA Summit (held in Vietnam from March 29 to March 31, 2018), once again emphasized the significance of planning and developing

tourism in CLV DTA, contributing to an important alteration towards tourism of the 3 nations.

The tourism development plan for CLV DTA when formulated and implemented will contribute to connecting the tourism potentials of the three countries, forming tourist routes, connecting the destinations, creating a spreading effect, promoting the socio-economic growth of the DTA and expanding it to other localities within the three countries; promoting the goal of the cooperation framework namely "Strengthening solidarity, cooperation of the three countries to ensure security, political stability, poverty reduction and socio-economic development in the region".

## **2. Foundation for Plan formulation**

- Master plan for socio-economic development of the CLV DTA.
- Action plan to connect the three economies of Cambodia - Laos - Viet Nam to 2030.
- ASEAN Tourism Strategic Plan 2016 - 2025.
- Greater Mekong Subregion Tourism Sector Strategy 2016 - 2025.
- Northeast Regional Tourism Development Strategy and Action Plan of Cambodia.
- 8<sup>th</sup> five-year Laos national socio-economic development plan, 2016-2020.
- Tourism Development Plan for the Region of 4 Southern Laos provinces in the period 2016-2020.
- Masterplan for tourism development in the Central Highlands to 2020 and vision to 2030.

## **PART I. ASSESSMENT OF CONDITIONS AND SITUATION OF TOURISM DEVELOPMENT IN THE CLV DTA**

### **1. The situation of socio-economic development, conditions and potential for tourism development in the CLV DTA**

#### ***1.1. The situation of socio-economic development***

##### ***1.1.1. Location, topography, climate***

The CLV DTA consists of 13 provinces of Cambodia, Laos and Viet Nam, including 4 provinces in Northeastern Cambodia, 4 provinces in Southern Laos and 5 provinces in the Central Highlands and Southeast region of Viet Nam.

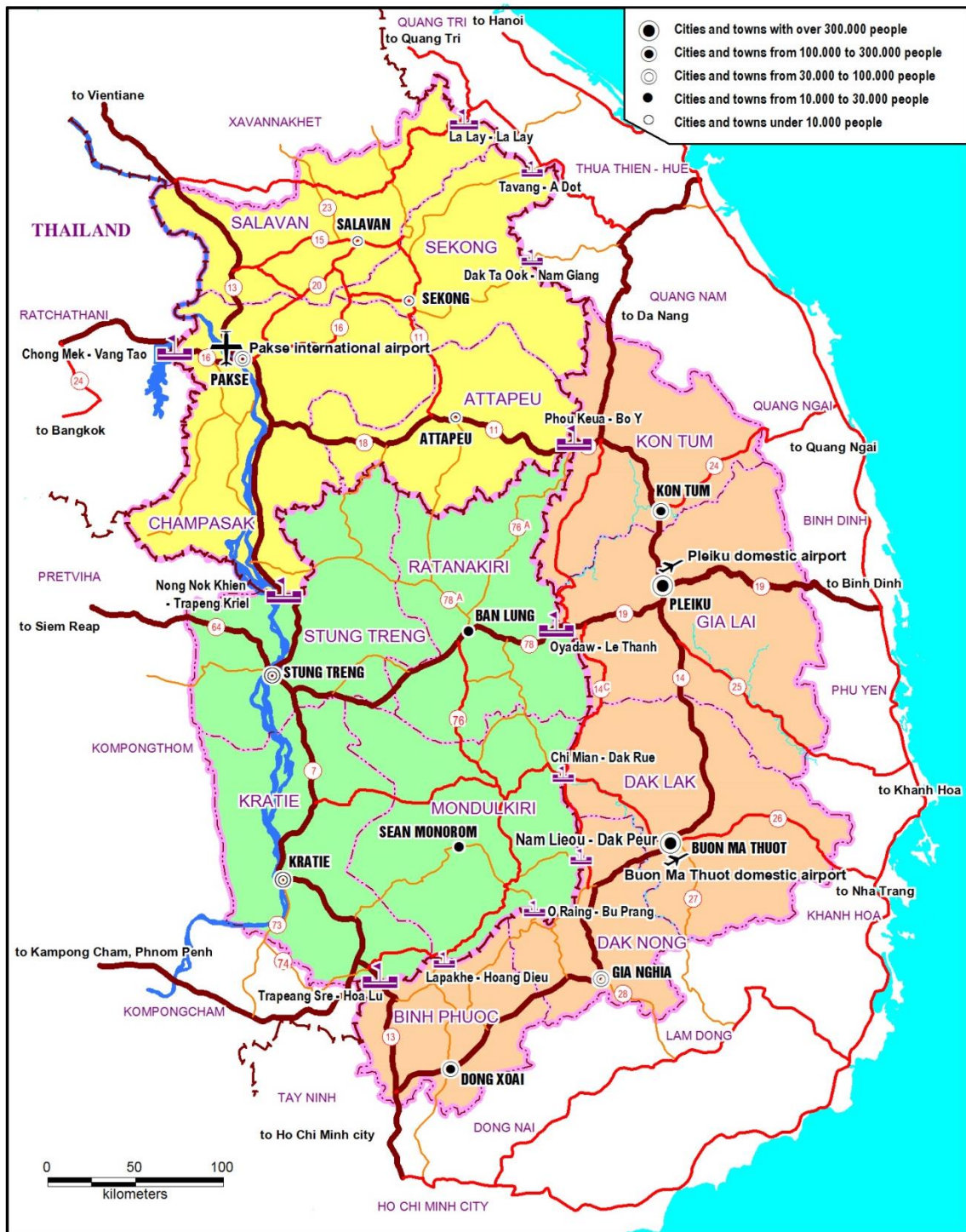
The CLV DTA has a strategic position for all three countries in terms of political, economical, social and ecological aspects. Through economic corridors along the national highways 78 (of Cambodia) and 18 and 16 (of Laos) connecting with national highways 14, 19, 24 and 49 (of Viet Nam), that entire area is linked with Vietnamese seaports. At the same time, it also connects with Phnom Penh and Vientiane through national highways No. 7 (of Cambodia) and 13 (of Laos); and with Ha Noi and Ho Chi Minh City via National highways 1A and Ho Chi Minh road ... This is one of the favorable conditions for the three countries to expand their exchanges for socio-economic development.

The CLV DTA is a large plateau with huge untapped potential. It is the upstreams of many rivers that play an important role in the ecological environment, national security of each country such as the Mekong, Srepok and Sesan. The topography of CLV DTA is quite diverse, many places have strong divided terrain creating a variety of resources. The two main topographic patterns of the CLV DTA are the highland in the Central Highlands provinces of Viet Nam (Kon Tum, Gia Lai, Dak Lak, Dak Nong), provinces Mondulkiri, Ratanakiri of Cambodia and provinces Attapeu and Sekong of Laos that creates many rapids, waterfalls, nature reserves and sublime natural landscapes. Provinces in this pattern also have cooler climates. The second topographic pattern is associated with the Mekong River, including the provinces of Kratie and Stung Treng of Cambodia and Champasak and Salavan of Laos. This type topography creates riverside flood plains, river island system, bird sanctuaries, nature reserve and so on.

The CLV DTA has a monsoon climate with two seasons. The rainy season starts from April to September and the dry season is between October and March. Such climate characteristics limit the ability to develop tourism in some provinces.



## ADMINISTRATIVE MAP OF CAMBODIA - LAOS - VIETNAM DEVELOPMENT TRIANGLE AREA



### 1.1.2. Socio-economic conditions

#### a. Surface area, population

The total area of the CLV DTA is about 149,000 km<sup>2</sup> with a population of nearly 9 million people, of which: Cambodia accounts for 32% of the area, 8% of the population; Laos accounts for 33% of the area, 16% of the population; Viet Nam accounts for 35% of the area, 76% of the region's population. The

provinces of Cambodia are the most sparsely populated with 825 thousand people and a population density of 18- 62 people / km<sup>2</sup>. The lowest population is of provinces Stung Treng and Mondulakiri with only about 88,649 people (accounted for 0.7% of Cambodia's population). Population density is 7 people / km<sup>2</sup>

Major cities and towns in the region include:

- Buon Ma Thuot city, 416,000 people
- Pleiku city, 370,000 people
- Kon Tum city, 160,000 people
- Dong Xoai city, 150,000 people
- Chi Nghia town, 52,000 people
- Pakse town, 88,000 people
- Kratie, 34,534people
- Stung Treng, 37,350 people
- Ban Lung (Ratanakiri), 20,000 people
- Sen Monorom (Mondulakiri),16,035people
- Salavan city, 5,500 people
- Lamam (Sekong), 4,500 people
- Attapeu, 4,200 people

+ Ethnicity

CLV DTA is an area where many ethnic groups are living (31 ethnic groups in Cambodia, about 47 in Viet Nam and 19 ethnicgroups in Laos). A number of which have significant population, namely E De, Jrai, Ka Tu, Ta Oi among others. These ethnic groups still retain their unique traditional cultural identities and rich customs. However, in general, the living conditions of ethnic minority groups are still very hard.

#### *b. Conditions for socio-economic development*

Most of the provinces in the CLV DTA are with difficult conditions for socio-economic development compared to other areas in each country.

Compared to the whole region, 5 provinces of Viet Nam have better production level, initially agricultural production of goods is formed with some key agricultural products such as coffee, rubber, tea, pepper, cashew. Industry and services also develop relatively fast with a number of industries with large scale and fairly technological content such as processing industry of agricultural and forestry products, mining and processing of bauxite and hydropower. The

service sector is also well developed with higher attention and greater level of investment for the development of transport infrastructure, electricity, water supply and telecommunications. Service centers have been established in cities and towns of the provinces, but the technology level and production as well as business scale are not high. Production is still under developed in 4 provinces of Laos and 4 provinces of Cambodia and agricultural production is still natural-based and self-sufficient. Trade has not yet developed, only a few private enterprises are responsible for providing services for essential products and consumer goods to the population. Transportation infrastructure, electricity and water supply are being developed. Services and tourism development are not commensurate with the potential.

The CLV DTA's main production depends on agriculture - forestry with such main agricultural products as industrial crops, namely coffee, rubber agricultural products, rice and livestock.

Coffee is one of the main agricultural products that generate high income for people in CLV DTA. The highland provinces of Viet Nam and 4 southern provinces of Laos are favoured with the most profound production of coffee.

For Viet Nam, the provinces in the DT, especially in Dak Lak province, have a large area of coffee plantation, significantly contributing to the coffee export volume of Viet Nam (which is in the top ranks of coffee exporting countries). Dak Lak, where the area is 182,343ha, has an annual output of 400,000 tons, accounting for 40% of the national coffee export proportion. Coffee is also a popular product in southern Laos for both domestic consumption and export to foreign markets. Champasak and Sekong provinces are among Laos' most important coffee producing regions. The central area of Salavane province located on the Bolaven Plateau is a key agricultural area with a key crop of Arabica coffee. In addition, coffee is also an important production in Tha Teng district, Sekong, Paksong district and Champasak district as well as Xan Xay district of Attapeu. Looking back in 2008, the coffee growing area was already 9,277 ha, providing more than 4,073 tons of harvest or 0.9 tons per hectare respectively.

Kratie and Stung Treng have great potential for developing inland fisheries thank to many large rivers flowing through.

The main feature of agricultural farming in the region currently is mainly small-scale, dispersed, family-oriented, "self-sufficient" and the production process uses traditional techniques and technologies resulting in low quality and quantity of the product. While the use of modern science and technology for commercial production has only just begun on a large scale and has not yet been expanded.

### *1.1.3. Infrastructure conditions, access*

Infrastructure, especially transportation facilities, is an area that all 3 countries' investment concentrate on, especially as CLV DTA is recognized to have significant difficulties compared to other regions. Developing transportation infrastructure in the Region also receive strong support from developed countries and international financial institutions...

However, it is clear that transport infrastructure is a major bottleneck for tourism development.

#### *+ Air transport*

Currently, the CLV DTA has only 1 international airport in Pakse with a limited international air routes. Besides, two domestic airports are available in Pleiku and Buon Ma Thuot. All the three airports have regular flights to each country's tourist distribution hubs namely Vientiane, Ha Noi and Ho Chi Minh City. Nevertheless, the direct flights that connect Pleiku or Buon Ma Thuot to Pakse are not available. Cambodia's provinces are still lack to any airports in terms of both domestic or international ones. To overcome the restrictive access to air transport for the region, Cambodia is currently considering an airport construction project, which would be located about 18 km far from southwest of the Sen Monorom provincial capital of Mondulhiri.

The international airports, that are important transit points, have impacts on the CLV DTA can be listed as follows: Phnom Penh and Siem Reap airports in Cambodia; Wattay and Pakse airports in Laos; Tan Son Nhat, Lien Khuong, Cam Ranh, Da Nang and Noi Bai airports in Viet Nam; Bangkok airport in Thailand. Currently, transport connectivity is mostly on land through these international entries. The distance by road from the CLV DTA to some major international airports such as Tan Son Nhat is 100km, Cam Ranh (180km), Da Nang (220km), Phnom Penh (260km), Siem Reap (300km), Vientiane (650km), Bangkok (750km).

Due to constraints on air transport, while waterway transport is almost undeveloped, the current way to access the CLV DTA is mainly by roads along major national highways connecting with main markets and tourist distribution centers of 3 countries, which are also the cities with international airports mentioned above.

#### *+ Road transport*

Road transport system in the CLV DTA is based on the main structure consisting of two major North-South crossroads including Route 14 of Viet Nam, Road 20, 18B and 13 of Laos and Road 7 of Cambodia. Along with that two main North-South crossroads are horizontal corridors including Laos's routes 11, 16 and 20 connecting with Viet Nam's national highway 40 linking

Pakse and Kon Tum; the central horizontal crossroad connecting Stung Treng, Ban Lung and Pleiku through Road 78 of Cambodia and Viet Nam's national highways 14C and 19; The southern connecting crossroad includes Cambodia's roads 7, 74 and 76 connecting Viet Nam's roads 13 and 14 linking Kratie and Dong Xoai.

Connecting with the main road transport system of the region are national highways linking the CLV DTA with major cities of Viet Nam, Laos, Cambodia and Thailand:

- In Laos: South crossroad 13 is the main transport corridor of the nation connecting with Vientiane and Cambodia.

- In Cambodia: roads No. 7 and 6 connect with Kampong Cham and Phnom Penh, Road 6 connects with Siem Reap.

- In Viet Nam: National Highway 14 connects with Da Nang, National Highway 19 connects with Binh Dinh, National Roads 25 and 26 connect with Khanh Hoa and National Highway 13 connects with Ho Chi Minh City.

- In Thailand: Road 24 connects with Bangkok.

Most of the national highways on the main transport axis are currently in fairly good quality, however, the connecting routes are not really convenient due to underdeveloped tourism routes have not been established within the area.

In addition to the main crossroads mentioned above, in the CLV DTA, there are other traffic routes connecting urban centers and residential areas, but the quality and scale are lower and smaller. In general, the main transport routes basically meet the travel demand but the access to many specific destinations is still difficult, especially in the rainy season. The highway of more than 300km along the border of Viet Nam - Cambodia from Kon Tum to Dak Nong province is also an important route for tourism development.

#### + *Border checkpoints and clearance procedures*

With characteristics of being located on the territory of 3 countries and accessed mainly by roads, the system of border checkpoints plays a vital role for tourism development of this region.

The most important land border checkpoints of the area include:

#### **Viet Nam - Laos:**

Bo Y - Phou Keau: from Kon Tum to Attapeuon average 151,693 check-out/year and 153,659 check-in/year<sup>1</sup>

La Lay: from Salavan to Quang Tri (73,843<sup>2</sup>)

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<sup>1</sup>Vietnam's statistics 2016, 2017

### **Viet Nam - Cambodia:**

Dak Rue - Chi Miet: Dak Lak and Mondulkiri

Dak Po - Nam Lieou, Bu Prang - Oraing: Dak Nong and Mondulkiri

Le Thanh - Ou Ya Dav: from Pleiku to Ratanakiri (136.484 check-in/year<sup>3</sup>)

Hoa Lu - Trapeang Sre: from Binh Phuoc to Kratie (116.721 check-in/year<sup>4</sup>)

### **Laos - Cambodia:**

Nong Nok Khien - Trapeang Kreal: from Champasak to Stung Treng (31,336<sup>5</sup>)

### **Laos - Thailand:**

Vang Tao: from Champasak to Bangkok (222,514<sup>6</sup>)

Travel facilitation at border checkpoints is considered one of the important agendas of CLV DTA cooperation progress. The governments have paid great attention to investment and upgrading of international border checkpoints. A number of pairs of border checkpoints were invested and improved such as Bo Y international border checkpoint (Kon Tum) was invested; Le Thanh international border checkpoint (Gia Lai) had the administration reformed and customs modernized, the national single-door system (NSW) and an ASEAN single-door system (ASW) implemented. The border checkpoints Nong Nok Khien (Champasak) - Trapeang Kreal (Stung Treng) were substantially invested; The infrastructure of Le Thanh - Oyadav international border checkpoints were completed, the both sides borders had clearances on transportation, trade, and tourism.

In addition, a number of localities that have common border lines between the two countries but haven't had any international border checkpoints other than national and auxiliary border gates, whose facilities are poor and degraded, need to be upgraded and renovated.

Although there has been a major improvement in recent times, the number of international land border checkpoints currently does not really facilitate tourism development with increasing demand for cross-border visitors, including visitors from third nationalities, especially the border check points between Cambodia and Viet Nam.

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<sup>2</sup>Laos' statistics

<sup>3</sup>Vietnam's statistics 2017

<sup>4</sup>Vietnam's statistics 2017

<sup>5</sup>Laos' statistics

<sup>6</sup>Laos' statistics

It is a barrier to tourism development not only in terms of the number of international border checkpoints, but also entry and exit regulations. Customs procedures at the border checkpoint among the 3 countries are distinctive, therefore it brings about the inconvenience for tourists. Visa regulations for third-country visitors are very different, especially for people exiting Viet Nam for Cambodia or Laos, they must have a visa to re-enter Viet Nam because of the 30-day-regulation. This might also restrict and lead to difficulties in organizing tours.

At present, main border checkpoints with a large number of passenger cars are not available for tourists and goods, so the time for checking and crossing the border is prolonged, making it difficult for travel.

The regulations of Viet Nam Road Administration allow a limited number of vehicles and Cambodian regulations also limit the number of vehicles to enter the country. These regulations also do not facilitate the increasing flow of tourists, who want to travel nowadays.

+ *Electricity, water supply and drainage*

Almost all provinces in Laos and Viet Nam in the CLV DTA have access to the national electricity network, but only about 80% in 4 provinces of Cambodia due to complicated terrain conditions and sparsely populated areas.

The issue of water supply and environmental infrastructure has gained higher attention and get more investment in large urban and residential centers. Districts and towns in remote areas, on the contrary, still have many difficulties and shortcomings.

## ***1.2. Tourism resources***

The CLV DTA is a place with rich and unique natural and cultural resources. In particular, most of them are untouched resources, not much exploited.

### ***1.2.1. Natural tourism resources***

+ *Hills, mountains and highlands*: Thanks to unique topographic pattern, mainly hills and mountains, located at an average altitude of 700-900m above sea level, many provinces in the DTA enjoy the same climatic conditions, terrain with unique landscapes, significantly different from other areas of all three countries.

CLV DTA diverse terrain with hills, mountains, plateaus and low-lying areas in compound alternation creates rich and diverse landscapes that are both specific and integrated. Characteristic of the hilly landscape with the red basalt soil plateau is such specific and typical image for the region, both a fertile soil

and suitable for the cultivation of specific agricultural forms such as coffee and rubber plantation...

Most of the terrain featured by plateaus such as Pleiku, Kon Ha Nung, M'Nong in Viet Nam and Bolaven in Laos, especially in Dak Lak and Kon Tum provinces in Viet Nam, Attapeu and Salavan in Laos, Ratanikiri, Mondulkiri in Cambodia, many areas in this plateau terrain have attractive scenery, moderate weather, mild climate, pleasant and cool all year round, suitable for leisure activities such as Mondulkiri in Cambodia, Mang Den in Kon Tum, Viet Nam.

The highest peaks in the area can be listed as Ngoc Linh with the height of 2,596m in Kon Tum province, Chu Yan Sin is 2,442m high in Dak Lak province, Ta Dung is 1,982m high in Dak Nong, the height of Malong peak is 1,763m from sea level in Champasak province.

Currently, many localities in the area have gradually exploited the advantages of that terrain to organize tourist activities to attract visitors.

+ *Caves, volcanoes*

The CLV DTA also has a typical terrain formed by million-year extinct volcanoes that become caves or lakes, typically:

- Gia Lai owns a large plateau with the vestige of a volcano system, which has deactivated for million years. They locate in places like: Ho Ocean, Ham Rong Mount, Op village valley (Pleiku), Chu Dang Ya Mount (Chu Pah) and the surrounding of Pleiku.

Cave complex of Nam Blang (commonly known as Chu Bluk) belongs to Kong No district (Dak Nong), about 40km from Buon Ma Thuot to the south is the longest volcanic cave in Southeast Asia with over 100 caves of large and small size. The cave complex remains intact, about 25 km long, stretching from the D'ray Sap waterfall area to Choah volcanic crater with lots of gates and branches.

Paksong volcano (Champasak) is an old volcanic peak surrounded by mountains and agricultural farms that grow coffee and tea creating a beautiful landscape.

Phouphasouk cave is a beautiful and amazing cave in Pakpongtaeo village, Salavan province, about 35km from the capital of the province.

Although the topographic difference is one of the advantages that enable the CLV DTA to develop its attractive tourism products, the obstacles in infrastructure makes this resources difficult to be exploited for tourism activities.

+ *Waterfalls*: The CLV DTA is the most concentrated place of the waterfall system, which can be seen as an important feature of the region.



Waterfalls are mostly located in the mountainous and highland provinces of all three countries. Many of them are located in natural reserves and large plateaus.

Typically, in Mondulkiri, Bou Sra waterfall is one of Cambodia's most impressive waterfalls. This spectacular waterfall has about 10m high in upper level and about 25m deep in lower level; Besides, Monorom waterfall has 10m height, among others like Dak Dam, Romanear, and Romanear II.

In Ratanakiri, there is Kachang Waterfall located in the Kontung stream and flowing into the SrePok River with a height of 12m all yearround; Katieng waterfall is 10m high; 7-level Ou Sinclair waterfall ; Cha Ung waterfall flows from Eisey Patamak mountain (Svay mountain) into a large lake.

In Stung Treng, the waterfall of Sopheakmith/ Lbak Khaon, as water in the Mekong River pouring down on 26m rock face with spectacular scenery and is very distinct between the rainy and dry seasons. Ta Prom waterfall in Snoul district, Kratie is surrounded by nature and local farm.

Champasak has many waterfalls and rapids such as Liphi waterfalls in Don Khon, Khone Phapheng rapids in the “Four thousand Islands”, Tad Fane waterfall with 120m high (also known as Dong Hua Sao NPA) in the Bolaven plateau is the highest waterfall in Laos. A number of waterfalls in Champasak have been invested and constructed to be tourist attractions, sight-seeing and recreational sites linked with such entertainment activities as zipline.

Salavan has beautiful waterfalls, Tad Lor and Tad Hang, with huge granite walls. In Sekong, waterfall is a common feature in river valleys such as Tad Hia waterfall, Tad Faek and Tad Se Nam Noi waterfalls. The most famous waterfall is Tad Hua Khon located on Xe Nam Noi river.

Attapeu has many beautiful waterfalls like Tad Xe Pha – Xe Ponglai waterfall, 23 meters high and 120m wide, located in the forest of Xepaine; Tad Samongphak waterfall is 10m high, 30m wide and lies between the Houay Samong and Song Xepiane rivers; Tad Hua Khon in Samakixay is 10m high, 200m wide; Xepha is 23m high, 40m wide.

In Gia Lai, there are many beautiful waterfalls, such as Phu Cuong waterfall (Chu Se district), Mo waterfall (Ia Grai district), Hang Doi (Bats Cave) waterfall, Kon Bong waterfall (Kbang district) ... with wild beauty and charm, majestic and magnificent scenery. Particularly in Kon Chu Rang NR, there are more than 12 waterfalls, the largest one is K50 waterfall (Hang En), in addition to beautiful waterfalls such as K40, Rieu waterfall and 3-storey waterfalls, 95 waterfall at ASEAN Kon Ka Kinh Heritage Park.

In Dak Lak, there are also many waterfalls attracting visitors such as Dray Nur, Upper Dray Sap, Krong Kmar, Bim Bip, Thuy Tien, Son Long, Bay.

Currently, visiting and enjoying waterfalls is also drawing attention in some places. In Champasak, waterfalls are assigned to private companies to invest in infrastructure, services and facilities. Some other places lack convenient accessibility, facilities, so visitors usually come in the form of self-exploration. However, the recent exploitation of water for hydropower is one of the difficulties that is gradually reducing the water and attractive landscape of the waterfalls, especially in provinces in Viet Nam.

+ *Rivers, streams and lakes*: The CLV DTA has many sections of the Mekong River flowing through, in addition to Srepok and Sesan Rivers. The flow of rivers through the CLV DTA forms many valuable and special tourism resources.

The Mekong River section crossing Salavan and Champasak provinces of Laos and Stung Treng and Kratie of Cambodia is quite specific with both powerful and peaceful current, which creates favourable landscapes and conditions for tourism development as its formation of coastal sandy beaches and small islands alternately. The most unique feature in this river section is the availability of the rare Irrawaddy freshwater dolphins living in small population. Fresh water dolphins watching is an important tourism product of the location.

Stung Treng is where three large rivers flowing through, namely Tonle Sekong, Tonle San and the grandiose Mekong River with hundreds of small scattered islands, creates many attractive landscapes. The Mekong river flow along 140 km in Kratie forms spectacular islands and sandy islands, typically featured by Irrawaddy freshwater dolphins, floating tree, which is an encouraging potential for developing waterway tourism. To date, a number of community-based eco-tourism sites have been formed.

Si Phan Don (Four Thousand Islands) is a unique resource of Champasak province (Laos), located on a long section of the Mekong River, north of the border with Cambodia. Among these islands, Don Khong is the largest island, where is home of several small villages, temples and caves. Salavan has nine major rivers flowing through, Mekong River, Se Dong River, Sebannuen, Sepon, Selanong, Selamunng, Sepakun, Selammana and Sekathed rivers. Attapeu Province of Laos also has seven rivers running through, the Se Kong River, Xe Kaman River, Xe Xou River, Xe Piane River, Xe Khamphor, Xe Namnoy and Nam Kong. In the rainy season, it is very difficult to approach to this province.

Dak Bla River is 139km long, originating from the foot of Ngoc Linh mountain in Tu Mo Rong district, Kon Tum province, down the west and flowing through Kon Tum and Gia Lai provinces to the Se San river. The two sides of the Dak Bla river emerge the steep cliffs creating a magnificent grandeur.

The CLV DTA is rich in the river system, in addition, it has a number of natural lakes with spectacular scenery. Lake Yeak Loam (volcanic crater) is the most beautiful lake in Ratanakiri formed by a volcanic eruption nearly 4,000 years ago with 50m deep, 800m in diameter, surrounding the lake with a 2,500m walkway. This is as an attractive resource currently attracting many tourists.

T'nung lake in Gia Lai is one of the most beautiful natural lakes in the Central Highlands, as it generates big waves in strong winds, it is called the Lake Sea. This lake was originally created by three ancient volcanic craters. The lake shore is an emerged volcanic crater. It is not only a geological heritage site with special tourist attraction, the Lake Sea also has a valuable water ecosystem.

Lak lake in Dak Lak province is a natural lake with the largest depth and area of the Central Highlands. The lake surface is always green, surrounded by high mountains, the lake surface is always smooth and has large primeval forests with rich flora and fauna. In addition, there are number of other large lakes with an area of 200 - 600ha such as Lake Ea Don, Ea kao, Ea Sup among others.

Currently, the resources of rivers, streams and lakes in that area attract much attention of the countries for tourism development. Many lakes are revamped, improved landscaping, organized scenic spots, walkways, and accommodation facilities are built; many river sections are embanked, small bridges, ordinary or riverside resorts are built.

+ *National Park, Nature Reserve*: The CLV DTA is home to many national parks and NRs with high biodiversity, scattered throughout all three countries.

In Cambodia, many NPs and NRs significantly locate in Ratanakiri and Stung Treng. Nearly half of Ratanakiri province is located in protected areas, including Lomphat and Virachey National Park, with some of the lowland rainforest ecosystems and geological forests, which have the most biodiversity in Southeast Asia mainland. Lumphat Wildlife Reserve has an area of 250,000 ha, which is home to many special animals and birds. It is one of the most attractive must-see attractions in Cambodia to watch wildlife. Virakchey National Park has a land area of 332,500ha which is one of the most important national parks in Cambodia with high biodiversity and pristine nature.

The 3,000-square-kilometer Seima Nature Reserve is the country's largest mammal wildlife treasure. Besides the unprecedented number of yellow-tailed macaws and crested gibbons, an estimated 150 wild elephants - about half of the total in Cambodia live in the NR.

The CLV DTA provinces of Laos have the most density of NPs and NRs. Dong Ampham National Ecological Reserve is located in Attapeu province and Xe Pian National Park Area in Sekong province (Laos), bordering Laos and Viet

Nam. This NR has a forest area of 200,000 hectares, one of the lowland and remaining tropical forests in Southeast Asia.

In Champasak, there are national biodiversity conservation areas, namely Xe Pian (240,000 ha), Dong Hua Sao National NR (110,000 ha) and Phou Xieng Thong National Park (34,000 ha). Phou Xieng Thong (36,650 ha) is located in Phou Xiengthong NR (120,000 ha) in the territory of Salavan and Champasak provinces, located at an altitude of 40m-500m above sea level.

Salavan also has national NRs, the Xe Sap national biodiversity conservation area of 133,500ha, located in Salavan and Sekong districts (133,500ha). Bang Nuan Xe Biodiversity NR, which lies between Salavan and Savannaket with an area of 150,000ha, is home to many wild animals.

Xe Pian national NR, 240,000 ha, which is located in Champasak and Attapeu provinces, 1,500 meters high over sea, is considered one of the three most important national NRs in Laos in terms of its biodiversity.

The CLV DTA's provinces in Viet Nam is also a gather of many NPs and NRs. Yok Don NP, which is located in Dak Nong and Dak Lak provinces, featuring with a large area, the diverse flora and fauna ecosystem in Viet Nam, is classified as Category A in international significant protected areas.

Chu Mom Ray NP is formed from Chu Mom Ray NR, (56,000ha), is the only Viet Nam NP adjoining to the neighboring Laos and Cambodia. It is next to Chu Mom Ray NP that is Virachey NP of Cambodia and South East Ghong NR of Laos.

Ngoc Linh NR (Kon Tum province), covering an area of more than 38,100ha, along with Song Thanh NR and Ngoc Linh NR (Quang Nam), make up for the largest adjoining nature conservation area in Viet Nam with about 150,000ha.

Ta Dung NP (Dak Nong province) covers an area of 20,937ha, the majority of which is vast green forests and lakes, containing over 36 islands with the diverse and abundant of flora and fauna.

Kon Chu Rang NR, Gia Lai province (15,446ha), being at an average altitude of 900-1,000m, is one of the rare forest ecosystems of the Central Highlands and across the country. The forest ecosystem of the NR contains many endemic and rare and endangered species of flora and fauna, and many beautiful waterfalls such as K50, K40, 3-storey, Rieu and so on.

Kon Ka Kinh NP, Gia Lai province (42,057ha), which is home to the most to-date intact flora and fauna populations in Viet Nam, is one of the 27 Southeast Asian NPs recognized as ASEAN Heritage Parks. Variety of beautiful nature landscapes and waterfalls are found here.

Kon Jang Rang NR has a transition ecosystem between the East and the West of the Truong Son range, so the flora is quite rich and diverse. There are many beautiful waterfalls here, especially the majestic waterfall 50, at the Con river's upstream, which is very attractive to tourists.

Bu Gia Map NP, located in Binh Phuoc province (25,778,6ha), is one of the sources of genetic conservation for flora and fauna, especially plants used for medicine. Meanwhile, it also preserves riverhead protection forests, with the particular landscape containing enormous mountains, abysses and diverse river system with many stunning waterfalls such as Dak Luu Ly, Dak Bo, Dak Mai, Dak Sam, Dak Rot, etc.

Cat Tien NP (70,548ha), which is a NR, being located in three provinces of Dong Nai, Lam Dong and Binh Phuoc, has diverse natural landscapes of hills, precious trees, riverbank's alluvial plain, vast grasslands and steep currents, which provides hospitable terrain and attractions.

Although this area has many NPs and NRs, the exploitation for tourism development is very limited. On the one hand, tourism development associated with the NPs and NRs is a difficult task because it is both associated with conservation and development. On the other hand, most of the NPs and NRs are located in remote and isolated areas, difficult to access and very limited in infrastructure. Besides, the conservation perspective associated with tourism development also has different regulations in each country and each locality.

+ *Bird sanctuary:*

Provinces in Laos provide many large areas of bird sanctuaries:

The Attapeu plain (71,400ha), which is an important bird sanctuary adjacent to the Dong Ampham National Biodiversity Conservation Area, is located at an altitude of 400m. This area includes waterlands of Xe Khaman and Xe Xou rivers, as well as freshwater ponds and lakes. The submerged or temporarily submerged forests, the gravel and rocky grounds are where birds reside.

Bird sanctuary Xe Xap, 113,000ha, which is located at the altitude of 400m-2,100m in two provinces of Salavan and Sekong, belongs to the NR.

Dakchung plateau, which is a bird sanctuary with an area of up to 5,140ha, being located at an altitude of 800-1,400m, is characterized by such features of pine forest, grassland, degraded semi-evergreen forest, dry evergreen forest, marshy land and high grass areas.

Bird sanctuary Mekong Chanel from Phouxiang Thong to Siphandon, 34,200ha, is located in the two provinces, Salavan and Champasak. A part of the bird sanctuary (10,000ha) coincides with the Phou Xieng Thong National NR

(120,000ha). The bird sanctuary is located between two provinces, Champasak and Salavan. Its topography includes the shore, rocky shores, rocky islands, sandy beaches, low vegetation islands, rocky islets and sandy beaches. Another bird sanctuary (36,650ha), which is located in Phou Xiengthong NR, is also between two provinces of Champasak and Salavan. Its terrain includes low hills, lowlands, seasonal rivers and streams.

Bird sanctuary Phou Ahyon (Sekong province), 148,900ha, has altitude from 400-2,193m. The terrain contains Phou Ahyon block (2,193m), is the highest and largest mountain block in the southern region of the country. Dry evergreen forests, Fokienia forest and mountain forests characterize its habitat.

In Kratie province, there are also bird sanctuaries along the Mekong River especially in the Koh Samseeb eco-tourism site.

#### + *Agricultural farms*

With the advantage of temperate climate and fertile soil, the CLV DTA has many places that have become important agricultural production areas and potentially tourism products. At present, only a few places in Viet Nam have been initially exploited for tourism, but still very limited compared to the potential.

The regional coffee farms' scale and production are very potential for development. Currently, the coffee plantations on Bolaven Plateau, namely the coffee farms in Dak Lak, Gia Lai, Dak Nong, and Dak Ha district, Kon Tum province, are located on both sides of Ho Chi Minh road ... In coffee season, the flakes of white flowers create spectacular landscapes, where parts of them are made good use of tourist attractions. Notably, by introducing and exploiting the important values of the region's typical crops to introduce the characteristic plant of the area, Dak Lak province developed a number of coffee tours, tourist attractions providing coffee experiences (learn about the processes of planning, raising, making and enjoying coffee). Trung Nguyen coffee company, for instance, built and put into operation the tourist attractions such as "Trung Nguyen Coffee Village" and the most recently one is the "World of Coffee Museum" in 2019.

Với quy mô và sản lượng trồng cà phê ở Khu vực, hiện nay các đồn điền cà phê trên Cao nguyên Bolaven, nông trường cà phê ở Đắk Lắk, Gia Lai, Đắk Nông, huyện Đắk Hà tỉnh Kon Tum nằm dọc hai bên đường Hồ Chí Minh... Vào mùa hoa cà phê, các vạt hoa trắng xóa tạo ra những cảnh quan hết sức đẹp mắt. Một số nơi đã bước đầu đưa vào khai thác thành điểm tham quan. Khai thác các giá trị quan trọng để giới thiệu loại cây trồng đặc trưng của Khu vực, ở Đắk Lắk đã hình thành một số tuyến, điểm tham quan, trải nghiệm cà phê (tìm hiểu quy trình trồng, chăm sóc, chế biến, thưởng thức cà phê). Tập đoàn Trung Nguyên

đã xây dựng và đưa vào vận hành các điểm tham quan như “Làng cà phê Trung Nguyên” và mới nhất là năm 2019 đã khai trương “Bảo tàng Thế giới Cà phê”.

Likewise, Sinouk coffee tourist site in Sekong, where the advantage of a coffee growing area is exploited, was invested to attract tourists to enjoy the rich landscape of the Bolaven plateau and to learn and enjoy plateau coffee. The Sekong river valley, which flows through Sekong province of fertile plains converged in rice paddies and orchards, is also important potential for developing agro-tourism in the future.

Besides, the high-tech agricultural farms, that grow orchids, temperate vegetables, sturgeon farms ... at Mang Den eco-tourism resort - Kon Plong Kon Tum, also attract interests among tourists.

Rubber is also an important crop in CLV DTA. Bu Dang rubber forest is the biggest rubber planting place in Binh Phuoc province, where people grow rubber trees between young and old trees, creating a colorful lacquer painting from yellow green to red orange on a vast landstrip.

### *1.2.2. Cultural tourism resources*

#### *+ Cultural heritage and relics*

Besides the rich, diverse and unique natural tourism resources, the CLV DTA is also home to many important cultural heritages, including 1 tangible cultural heritage (Wat Phou, Laos) and 1 intangible cultural heritage (Viet Nam Central Highland gong cultural space) both are recognized by the UNESCO.

Champasak is the 3rd Kingdom of Laos. This province has more than 20 temples, which are important cultural relics, namely Wat Phou, Wat Luang, Wat Tham Fai, Wat Phou Salao, and Wat Chompem Wat Khanyeng. These relics are currently attracting quite a few tourists. Wat Phou is a temple dating back to the Angkor era, recognized by the UNESCO as a World Heritage Site in 2001. Temple complex, built in Khmer style, overlooking the Mekong River that was an important Hindu temple in the Khmer Empire. In the same place are other pre-Angkor monuments. Wat Phou Asa is an ancient Hindu-Khmer temple, built on a flat rock on the mountain Phou Kao Klat Ngong in Pathoumphone district. The temple was built by the Khmer and now is an important archaeological site. Wat Luang and Wat Tham Fai were built in 1935. Rocky Tormor Channel is the 15th National Heritage Site in Laos.

In Attapeu, such monument as the Wat Sakae pagoda with sacred Buddha statue is a tourist attraction to welcome many visitors from different places during every New Year in Laos, among others, namely, the temple of King Xaysetthathirath in Xaysettha district (since 1579), and the temple of Wat Luang (since 1939).

The center of Sambor, which is highlighted by Soporapura's old town in Kratie including cultural heritages from the dynasties of Chenla and Viet Sar 100 in the 16<sup>th</sup> century and connecting with the legendary Khmer crocodiles, have left a number of ancient temples from the 8<sup>th</sup> century, such as Kvanpi Temple, Brasat Temple 5, Koh Kring Temple, associated with an ancient goddess, an ancient Khmer house (a house of 100 pillars, Chhloung district).

The Kon Tum city center converges many relics that are very attractive to tourists such as wooden church, bishopric featured by unique architecture combining Western and indigenous ethnic architecture, Kon Knor communal house is important traditional home architecture in Viet Nam.

Cham Tower Yang Prong is located in a sparse forest in Earok commune, Easup district, Dak Lak province. This is one of the remaining ancient works of the ancient Cham Pa in this Central Highlands region, where the god Siva, the great god according to the ancient Cham Pa people's belief is worshiped.

In addition to monuments, tangible heritage, the CLV DTA also contains many important intangible cultural values.

The the Central Highlands Gong culture space spread throughout 5 provinces in Viet Nam that was officially recognized by UNESCO as a masterpiece of intangible and oral culture of humanity dated 25<sup>th</sup> November 2005. Gongs, intimately attached to the life of the Central Highlands people, are the voice of the spirit, the soul of the people to express their joys and sorrows in life, in works and their daily activities. Currently, Gongs performance is exploited in tourism activities as well as cultural and tourism festivals in the DTA provinces in Viet Nam.

In addition, the traditional musical instruments have long been famous and also pride of the Central Highlands region and Vietnamese folklore: The stonemusical instrument of M'nong people (Lak - Dak Lak district) was discovered in Dak R'lap dating back thousands of years, Trung, K'lông put, water musical instruments, trumpets, flutes ...

The stilt houses with unique architecture of indigenous ethnic groups such as Ede, M'nong, Gia Rai, Xo Dang... are culture heritages that show the typical life, customs and practices of each ethnic minority.

In Dak Nong, where the most ethnic minority groups gather, many unique oral epics are well preserved, ancient customary codes, stilt houses, communal houses and tomb houses still contain many mysteries.

+ *Ethnic minority culture*



The ethnic minorities are living in the areas of the CLV DTA of the three countries in large numbers, including many ethnic groups, still preserve intact special traditional cultural features, which are rich and particularly attractive resources for tourism development. At present, there are not enough statistics and assessments on the cultural values of these ethnic minorities, but in many provinces, greater interest from tourists has been noticed. Some villages have gained investment and training to develop and welcome tourists.

Ta Oy and Salavan towns (Laos) are the places, where Ta Oi people reside; This ethnic group accounts for about 4.75% of the total population. Their culture is characterized by mage rituals combined with spiritual objects. During festivals, people in the town build tom in the form of a diamond to warn outside people not to enter the town.

Pahlung village in Mondulkiri is a typical model of ecotourism. The village has a beautiful landscape, many natural scenic spots and well-preserved cultural identities. The Phnong people still retain many traditional customs such as dances associated with farming, rituals of worship, traditional rituals for marriage, funerals and patron saints of the village.

Jun, M'Lieng villages, and Le village are the typical villages of the M'Nong ethnic group, organized as important tourist attractions in Dak Lakin terms of preservation and introduction of the Central Highlands' indigenous ethnic culture.

Ako Dhong village is located at the center of Buon Ma Thuot city, known as the "strongest and richest village in the Central Highlands", the most clean and beautiful village in Buon Ma Thuot city as well as the only village still keeping the appeal and authentic features of an Ede village.

Following Chu Mom Ray NP, the ethnic minority villages are habitats HLang, Gia Rai, Ko Dong, Ro Mam or Bo Rau ethnic group - one of the ethnic groups with the least population among 54 ethnic groups in Viet Nam.

Dak Nong currently has 40 ethnic groups living together, of which, ethnic minorities account for over 31.23%. It selected pilot models for CBT development, namely: Dak R'moan, N'Jieng (Gia Nghia), Buor, Nui, Dao ethnic cultural villages (Cu Jut), Nam Tan village, Bon Ja Jar (Krong No).

#### + *Craft villages*

Most of the ethnic minorities in the DTA have traditional jobs of fabric weaving. Traditional occupations are rarely exploited for tourism activities, resulted in a quite high risk of lost.

Silk weaving is very popular to such ethnic groups' villages in Laos as Katang village in Toumlane district, Salavan, and Houy Houn village, Laongam district. The authentic pieces of textile patterns of Sekong, including multicolored patterns created from hip looms. Katu people are particularly

famous for their weaving works, likewise, Alak people provide traditional Lao skirts Handicrafts can be directly sold from the villages, or from handicraft shops in Sekong town (also known as Muang Lamam). Kandone village remains a number of very beautiful traditional long houses.

Champasak has famous weaving patterns in Sa Phay and Don Kho villages, Xanasomboun district; knife making in Ban Lak 19, Ba Cheing district; carving wooden mosaic in Nong Beung village, Pathoumphone district; stone sculpture village Don Kho in Pakse.

Attapeu is also famous for textile products of the Trieng people, as well as handicrafts, pottery products of the Ta Ooy people. However, at present, there is no presentation place to introduce handicraft products of these ethnic groups. The handicraft products of Katu ethnic group in Huay Hun village and long houses of Kapo ethnic group in Samuay district, Salavan province are the uniqueness of ethnic groups in the southern provinces of Laos.

Choet village, Thang Loi ward, Pleiku city, Gia Lai, is one of the unique villages of the Jrai people. All people in the village are very passionate, creative, hardworking with making traditional musical instruments such as T'rung, Klong Put, Ting Ning ...

Brocade weaving village Glar, Glar commune, Dak Doa district, Gia Lai province is a traditional occupation of Bahnar people which is profoundly maintained and developed, creating many valuable products. The main products are loincloths, men's shirts, skirts, bags, purses, among others

In Ratanakiri and Mondulkiri (Cambodia), local people make traditional crafts such as scarves, silk cloth, copper bracelets. Scarves, special foods of local people like prung (soup cooked in bamboo tubes), Ivaer soup.

#### + *Festivals*

Festivals are folk activities or cultural and arts events that could be attractive and spreading for tourism. Currently, in the CLV DTA, most of them are folk festivals of ethnic minorities about traditional living habits of each ethnic group. Some festivals are quite big and held in various places due to a greater number of ethnic people or spiritual affiliation just like the one at Wat Phu (Champasak in Laos). In addition, there are some new cultural festivals such as Buon Ma Thuot coffee festival or Gong festival in Viet Nam on a large scale to create resonance and attractiveness to tourists.

Attractive annual festivals are held in the villages of Katu, Nge and Tariang. Boun Suang Heua festival, traditional boat racing in Sekong is taken place on December 2<sup>nd</sup> every year coinciding with the Lao National Day.

In February, the Wat Phu festival is a very busy spiritual event in Champasak and lasting for three days at Wat Phu Temple.

The rice harvest festival of the Trieng ethnic group is held every October in Xanxai district (Laos), and the Brao ethnic festival in Phouvong district is held in January each year. Rice harvesting festival of Ta Ooy ethnic group, Samakkixay district is held in January every year. These festivals are mostly organized among ethnic people. In addition, there are some year-round festivals like Saysetthathirath, in December, missile festival in May, etc.

The rain praying ceremony takes place at the beginning of the planting season, around April of the solar calendar. The Fire King (Potao Apui). Festival conducts a rain praying ceremony in Phu Thien district, Gia Lai province. The Jrai believe that with the "magic sword" as an intermediary, the Fire King (Potao Apui) is the only one, who can contact the spirit to summon rain to bring water to the fields.

Mekong Dolphin festival is celebrated every year during the end of October in Kratie in order to raise awareness of the local people and tourists for the rare species conservation.

In November each year, ethnic minorities in Gia Lai celebrate a new rice festival. Celebrating the new rice is meant to honor the rice of Giang (Heaven) bestowed on the villagers and the custom of worshiping Giang and worshiping the gods to pray for timely rains and favourable weather.

Gong festival is the leading important cultural festival of the Central Highlands, held on a large and monumental scale every year in provinces with gong culture space (Kon Tum, Gia Lai, Dak Lak, Dak Nong and Lam Dong).

The worship of the wharf is an important cultural festival of Ede people in the Central Highlands. This event is held every year after harvest to pray for favorable condition of rain and wind. The worship of the water wharf began with a long gong sound when people in the region offered incense to their ancestors to report that their descendants were all present. Waiting until the second gong, the shaman will perform a ritual to worship Yang (worshiping Heaven) to pray for rain.

The grave-leaving ceremony is a festival of the Central Highlands ethnic groups, the grave-leaving ceremony is usually held one year after the death of a person, although it is a festival of the whole community but at this ceremony, every family has its own way to renovate graves or commemorate the dead. The grave-leaving ceremony of the Dak Lak ethnic group is for living people to fulfill their duties to the deceased. It is recognized as the happiest festival of the year by Dak Lak people.

The celebration of the new rice of the J'rai and Bahnar ethnic groups usually takes place from November of the previous calendar year to January of the following year in all provinces of the Central Highlands, especially in Dak Lak. This time, the people there are free because the crop has ended and they let the land "rest" according to practices.

The buffalo stabbing festival is one of the traditional festivals of the Central Highlands for the purpose of sacrificing gods or people who have credited for establishing the village, celebrating victory, celebrating bumper crops or celebrating other milestones. The buffalo will be a sacrifice to pray for blessing the village to be healthy, warm, to celebrate the day of harvest or the victory. Depending on each ethnic group, this festival takes place in a different time and space. However, the basic ritual is the same.

Elephant racing festival in the Central Highlands is held in Dak Lak reflecting the martial spirit of the M'Nong, a brave ethnic group and experienced in hunting of wild elephants.

The Coffee Festival in Buon Ma Thuot (Dak Lak) is held every two years on a national scale as a major festival in the Central Highlands to honor coffee trees, the largest crop in the Central Highlands with many special and attractive activities such as: Fair - specialized exhibition of Vietnamese coffee and Vietnamese brand products, coffee making contest, coffee travel itinerary ...

+ *Historical - revolutionary relics:*

The legendary Indochina junction in Kon Tum is the adjoining point of three countries Viet Nam, Laos and Cambodia. This is the place where it is said that a chicken crow can be heard by all the three countries. Triangular landmark, whose each side faces the territory of the respective country with a solemn national emblem. The Indochina junction and the Ho Chi Minh trail is a legend in the history of Viet Nam's Revolutionary, which is a great attraction for the type of nostalgic tourism and the battlefield return visit.

Ho Chi Minh Trail runs through the provinces of Attapeu, Salavan and Sekong (Laos); Kon Tum, Gia Lai, Dak Lak and Binh Phuoc provinces (Viet Nam). This is also the area where many mines and unexploded ordnance have not been cleared.

In Kon Tum, there are national historical and revolutionary relics, which have been ranked at the national level such as: Dak To - Tan Canh victory historical relics (ranked as national special relics); Historic Kon Tum Prison; Historical sites of Dak Glei dungeon; Mang Den historical and scenic sites (Kon Plong); Plei Kan victory relic, with vivid and fascinating historical data about the Central Highlands battlefield.

In Binh Phuoc province, there are historical vestiges approved to be National Vestiges such as Cat Tien NP, The Relics of the Headquarters of Liberation Army of Southern Vietnam (Ta Thiet), Bon Xang – VK98 fuel depot and the vestige of the ending point of VK96 petroleum pipeline in the relic system of Truong Son – Ho Chi Minh Road, as well as National vestiges such as Government Headquarters monument of the Republic of Southern Vietnam (Nha Giao Te), vestige of the tomb of 3000 people murdered by American empire in October 3, 1972, vestige of Victory point in Tau O, vestige of Logistics Base of Southern Vietnam (1973-1975), vestige of Ba Ra Mount – Mo Waterfall, vestige of Dong Xoai Victory point, etc.

In Kratie province, there are a lot of historical buildings, dated from the French colonial period. Most buildings are located in Kraite town and Chlounge district.

## 2. Current situation of tourism development

### 2.1. Tourist arrivals

#### + International tourists

Currently, the CLV DTA has attracted quite a modest number of tourists. The total number of international visitors in 2018 reached 1.5 million only. This is a very modest number comparing to other areas of all three countries. In the 2014 period up to now, the average growth rate of this area has reached 11%/year. Provinces in Viet Nam have a faster growth rate, averaging 19.6%/year, while provinces in Laos have an average growth rate of 9.6%/year and provinces in Cambodia have an average increase of 6.2%/year.

**Table 1: Current situation of international tourists to CLV DTA**

*Unit: number of arrivals*

Province	2014	2015	2016	2017	2018	Annual average growth
<b>Cambodia</b>						
Stung Treng	8.745	9.108	9.628	12.147	10.913	5.7%
Ratanakiri	21.126	22.596	23.692	22.844	24.917	4.2%
Mondulkiri	6.498	7.253	8.679	11.759	13.276	19.6%
Kratie	23.662	24.304	24.350	24.947	25.990	2.4%
<b>subtotal</b>	<b>60.031</b>	<b>63.261</b>	<b>66.349</b>	<b>71.697</b>	<b>75.096</b>	<b>5.8%</b>
<b>Laos</b>						
Salavan	78.534	86.420	88.325	92.550	37.453	-16.9%
Sekong	26.509	30.382	34.024	38.429	57.129	21.2%
Champasak	535.413	611.244	621.870	831.779	979.264	16.3%
Attapeu	153.846	160.212	130.773	71.924	98.720	-10.5%

<b>subtotal</b>	<b>794.302</b>	<b>888.258</b>	<b>874.992</b>	<b>1.034.682</b>	<b>1.172.566</b>	<b>10.2%</b>
<b>Viet Nam</b>						
Kon Tum	72.000	78.000	80.000	80.300	180.000	25.7%
Gia Lai	8.496	7.428	9.076	11.115	13.936	13.2%
Dak Lak	47.000	54.000	58.000	67.000	76.000	12.8%
Dak Nong	5.650	5.415	6.000	7.500	7.600	7.7%
Binh Phuoc	9.600	10.500	12.000	13.700	15.000	11.8%
<b>subtotal</b>	<b>142.746</b>	<b>155.343</b>	<b>165.076</b>	<b>179.615</b>	<b>292.536</b>	<b>19.6%</b>
<b>Total</b>	<b>997.079</b>	<b>1.106.862</b>	<b>1.106.417</b>	<b>1.285.994</b>	<b>1.540.198</b>	<b>11.5%</b>

*Source: Data provided by provinces in each country*

The main provinces that attracting international visitors in the area are Champasak, Attaepu, Kon Tum and Dak Lak. Champasak has Pakse International Airport, so it is very convenient to attract international tourists. Dak Lak has a domestic airport and Kon Tum is also located at a distance of 50km with the Pleiku domestic airport, which also attracting international tourists to Viet Nam and to those provinces. The number of international visitors to provinces in Cambodia is limited because those provinces do not have airports and poor condition of road transport.

Champasak is the province attracting the largest number of international tourists in the CLV DTA. Previously, Champasak used to be a place that mainly attracting backpackers, but now it is gradually becoming a destination of high-end tourist market. In 2018, Champasak welcomed 979,264 international tourist arrivals, accounted for 75% of the total number of international visitors to the entire CLV DTA. Growth rate reached 16.3%/year. The main international tourist markets to Champasak are Thailand, Cambodia, Viet Nam, China, Korea, Australia, America, Russia and Europe.

Among the provinces of Cambodia, Ratanakiri and Kratie are those which attract the most number of tourists. For the remaining provinces, the number of international and domestic visitors is quite limited. Tourism in Ratanakiri witnesses rapid development as the number of tourists increased from 6,000 in 2002 to 105,000 in 2008. In 2018, Ratanakiri reached a total of 222,209 tourist arrivals, an increase of 9.9% compared to 2017. The figure of domestic tourists is 197,292, increased by 10.1% compared to 2017, while the number of international visitors is 24,917, with an increase of 9.1% compared to 2017.

Kon Tum and Dak Lak attract the largest number of international visitors in the Viet Nam's DTA provinces, in which Kon Tum witnesses the significant growth of 25.7% in recent years for the whole period.

It can be seen that the attraction of visitors to the area is still locally-based, there are no visitor flows associated with the linkages between the provinces in

the area. Due to socio-economic conditions, the number of domestic tourists is still quite limited.

**Table 2: Main tourist markets to CLV DTA**

Province	Main markets
<b>Cambodia</b>	
Stung Treng	Viet Nam, China, Laos, France, UK
Ratanakiri	Viet Nam, France, China, UK
Mondulkiri	France, UK, Germany, Italy, USA
Kratie	France, Holland, Germany, UK, USA
<b>Laos</b>	
Salavan	Viet Nam, Thailand, France, UK, South Korea, Japan, Australia, USA
Sekong	Thailand, Viet Nam, China, South Korea, USA, Europe
Champasak	Thailand, Cambodia, Viet Nam, China, South Korea, Australia, US, Russia, and other European countries
Attapeu	Viet Nam, China, Thailand, Russia, France, Germany, USA
<b>Viet Nam</b>	
Kon Tum	USA, Australia, France, Spain, South Korea, Japan
Gia Lai	Cambodia, China, USA, France
Dak Lak	France, Germany, Russia, Japan, South Korea
Dak Nong	UK, USA, Russia
Binh Phuoc	Cambodia, Laos, Malaysia, Thailand, USA, Korea

Source: Data provided by provinces in each country

+ Domestic tourists

Compared to other provinces in the CLV DTA, provinces in Viet Nam have attracted the largest number of domestic tourists. This is also due to the strong trend of domestic tourism in Viet Nam along with domestic stimulus campaigns during the period of global economic crisis that Viet Nam has pushed up and now become a significant demand of the Vietnamese people. The number of domestic tourists to CLV provinces in Viet Nam is over 2.2 million in 2018 with an average growth rate of over 19%/year for the whole period. The domestic tourist arrivals to provinces in Viet Nam is more concentrated in Gia Lai and Dak Lak, which is different from the DTA international tourists arrival trend. Dak Lak, as the main center of Viet Nam's Central Highlands, attracts a large number of both international and domestic visitors and has the most modern infrastructure and technical facilities.

**Table 3: Current situation of domestic tourist arrivals in CLV DTA**

*Unit: number of arrivals*

Province	2014	2015	2016	2017	2018	Annual average growth
<b>Cambodia</b>						

<b>Stung Treng</b>	114.467	117.553	134.631	145.593	172.837	10.9%
<b>Ratanakiri</b>	153.978	156.716	165.977	179.274	197.292	6.4%
<b>Mondulakiri</b>	108.716	129.712	142.104	102.590	117.719	2.0%
<b>Kratie</b>	67.757	316.482	67.669	70.194	71.636	1.4%
<i>subtotal</i>	<b>444.918</b>	<b>720.463</b>	<b>510.381</b>	<b>497.651</b>	<b>559.484</b>	<b>5.9%</b>
<b>Laos</b>						
<b>Salavan</b>	64.486	64.100	65.025	66.700	73.383	3.3%
<b>Sekong</b>	11.369	15.595	13.121	10.761	26.409	23.5%
<b>Champasak</b>	318.760	379.375	399.692	479.838	329.609	0.8%
<b>Attapeu</b>	16.811	15.108	27.571	28.810	85.519	50.2%
<i>subtotal</i>	<b>411.426</b>	<b>474.178</b>	<b>505.409</b>	<b>286.109</b>	<b>514.920</b>	<b>5.8%</b>
<b>Viet Nam</b>						
<b>Kon Tum</b>	136.858	150.000	162.000	174.665	320.000	23.7%
<b>Gia Lai</b>	324.969	344.547	396.805	490.258	659.400	19.4%
<b>Dak Lak</b>	420.000	506.000	563.000	636.000	736.000	15.1%
<b>Dak Nong</b>	164.350	192.353	244.000	292.500	296.400	15.9%
<b>Binh Phuoc</b>	185.400	209.500	220.000	240.000	255.000	8.3%
<i>subtotal</i>	<b>1.231.577</b>	<b>1.402.400</b>	<b>1.585.805</b>	<b>1.833.423</b>	<b>2.266.800</b>	<b>16.5%</b>
<b>Total</b>	<b>2.087.921</b>	<b>2.597.041</b>	<b>2.601.595</b>	<b>2.617.183</b>	<b>3.341.204</b>	<b>12.5%</b>

*Source: Data provided by provinces in each country*

The international tourist arrival to Cambodia's DTA provinces is quite modest, compared to the domestic tourists' figure, which reached 559,484 arrivals in 2018, surpassed the domestic tourist arrivals to DTA provinces of Laos.

## ***2.2. Tourist accommodation establishments***

Currently, the technical facilities of CLV DTA are very poor. The number of accommodation establishments is mostly concentrated in the provinces of Viet Nam and Champasak of Laos, in which Dak Lak and Champasak have the highest number of accommodation establishments and with the highest quality.

Although it is incomparable to other localities in Viet Nam, however, the scale of the accommodation system of each province in the DTA in Viet Nam has reached over one thousand rooms. Dak Lak in particular, up to 2018, there are nearly 4,500 hotel rooms including those of 3 to 5 star classification. The quality of hotels in Dak Lak, Gia Lai and Kon Tum is quite high.

Most accommodation facilities of Cambodian provinces are guesthouses. Ratanakiri and Kratie own the most complete technical facilities but the quality is still rather limited. Ratanakiri has a number of resorts of good quality, in addition to hotels, motels, family houses (thatched houses, wooden houses). Currently, Ratanakiri has 14 hotels with 625 rooms, 37 guesthouses with 553



rooms, 39 restaurants with 1,956 seats and 13 karaoke rooms with 87 rooms. Similarly, Kratie has a number of large hotels (about 50 rooms in size). The dolphin-watching ecotourism area has only minimal facilities (parking lots, souvenir shops, boats, kayaks), without accommodation facilities.

The system of accommodation establishments has not been developed in other provinces. Although there are few tourists, the number of hotels, motels and homestays in Mondulkiri has increased rapidly in the last 2 years. Including two 3-star resorts, two 2-star hotels and one 1-star hotel as well as many motels. Stung Treng has only one medium-class resort, some small motels and hotels.

In Laos's provinces, the technical facilities are mainly concentrated in Champasak with various types of lodges in the forest, small hotels along the Mekong River. Champasak also has luxury hotels and resorts. In 2018, the total number of rooms (hotels, resorts and motels) in Champasak province is 285 with 5,182 rooms. There are 7 hotels and 2 resorts, which have received the ASEAN Green Hotel Award, 8 hotels qualified for star rating (three 4-star hotels, five 3-star hotels) and 1 guest house eligible for ranking (2 Dokchampa) and 58 inns.

**Table 4: Current situation of accommodation establishments in the CLV DTA**

Province	2014		2015		2016		2017		2018	
	<i>Est.</i>	<i>Rooms</i>	<i>Est.</i>	<i>Rooms</i>	<i>Est.</i>	<i>Rooms</i>	<i>Est.</i>	<i>Rooms</i>	<i>Est.</i>	<i>Rooms</i>
<b>Cambodia</b>										
Stung Treng (Hotels)	4	251	5	185	6	225	7	266	7	266
(Guest houses)	20	517	31	389	36	415	36	415	39	490
Ratanakiri (Hotels)	14	508	14	508	14	625	14	631	14	625
(Guest houses)	35	508	36	532	36	532	36	533	36	533
Mondulkiri (Hotels)	4	191	6	273	7	336	7	336	8	371
(Guest houses)	40	535	41	563	45	589	48	643	57	780
Kratie (Hotels)	12	435	14	586	14	586	14	562	15	621
(Guest houses)	34	368	36	320	36	320	48	450	48	450
<b>Subtotal</b>	<b>163</b>	<b>3.313</b>	<b>183</b>	<b>3.356</b>	<b>194</b>	<b>3.628</b>	<b>210</b>	<b>3.836</b>	<b>224</b>	<b>4.136</b>
<b>Laos</b>										
Salavan (Hotels)	Na	Na	6	170	6	220	7	235	7	250
(Guest houses)	-	-	40	510	52	540	55	550	57	590
Champasak (Hotels)	64	2.454	64	2.434	64	2.452	66	2.473	66	2.532
(Guest houses)	156	1,491	168	1,514	159	1,438	162	1,446	211	2,331
Resorts/Lodges	12	335	9	272	9	272	8	258	8	258
Homestay	86	184	86	184	85	179	85	179	78	163
Sekong	9	207	12	289	12	289	10	246	10	246

(Hotels)										
Resort	-	-	-	-	3	14	3	14	3	14
(Guest houses)	28	266	31	330	31	330	34	339	34	339
(Homestay)	-	-	-	-	1	10	1	10	1	10
Attapeu		760		703		930		960		1.013
<b>subtotal</b>	<b>335</b>	<b>5.697</b>	<b>410</b>	<b>6.236</b>	<b>416</b>	<b>6.454</b>	<b>424</b>	<b>6.475</b>	<b>468</b>	<b>7.496</b>
<b>Viet Nam*</b>										
Kon Tum	92	1.397	113	1.675	126	1.876	127	1.880	132	1.919
Gia Lai	74	1.831	77	1.927	78	1.985	81	2.085	90	2.202
Dak Lak	179	3.609	198	3.903	196	3.943	202	4.330	206	4.438
Dak Nong	161	1.811	174	1.970	204	2.139	199	2.221	205	2.275
Binh Phuoc	Na	1.000	Na	1.095	Na	1.130	Na	1.170	Na	1.220
<b>Subtotal</b>	<b>506</b>	<b>9.648</b>	<b>562</b>	<b>10.570</b>	<b>604</b>	<b>11.073</b>	<b>609</b>	<b>11.686</b>	<b>633</b>	<b>12.054</b>
<b>Total</b>	<b>1.004</b>	<b>18.658</b>	<b>11.550</b>	<b>20.162</b>	<b>1.214</b>	<b>21.155</b>	<b>1.243</b>	<b>21.997</b>	<b>1.325</b>	<b>23.686</b>

Source: Data provided by provinces in each country

Note: \* Statistics of the provinces in Viet Nam only take into account the accommodation establishments, which have been classified with star rating system and met the standards to serve tourists, exclusive of guesthouses and homestays.

### 2.3. Tourism labour force

It is similar to the general situation of development that the quantity and quality of the tourism labour force in the CLV DTA is still limited. The Viet Nam DTA's provinces have the highest number of tourism workers (over 8.7 thousand people in 2018). The figures of Laos and Cambodia DTA's provinces are 7.6 thousand 2.7 thousand respectively. Currently, there are no official statistics on labor quality, however a snapshot of observation and evaluation shows that except such big cities as Dak Lak, Champasak, Gia Lai and Kon Tum, the quality of local labor in other provinces is very constraint. This is one of the biggest challenges for tourism development of the CLV DTA.

**Table 5: Tourism workers figure in CLV DTA**

Province	2014	2015	2016	2017	2018	Annual average growth
<b>Cambodia</b>						
Stung Treng	457	541	590	659	720	12,0%
Ratanakiri	705	656	748	748	705	0,0%
Mondulkiri	430	485	510	560	897	20,2%
Kratie	535	546	585	620	650	5,0%
<b>Subtotal</b>	<b>2.127</b>	<b>2.228</b>	<b>2.433</b>	<b>2.587</b>	<b>2.972</b>	<b>8,7%</b>
<b>Laos</b>						
Salavan	441	373	373	517	575	6,9%
Sekong	206	221	221	221	278	7,8%
Champasak	1.528	1.537	1.765	1.991	2.073	7,9%

Attapeu	500*	565	585	567	715	8,2%
<b>Subtotal</b>	<b>2.675</b>	<b>2.696</b>	<b>2.944</b>	<b>3.296</b>	<b>3.641</b>	<b>8,0%</b>
<b>Viet Nam</b>						
Kon Tum	1.397	1.505	1.540	1.590	1.630	3,9%
Gia Lai	970	985	1.050	1.080	1.500	11,5%
Dak Lak	2.400	2.600	2.700	2.700	2.800	2,5%
Dak Nong	890	1.004	1.050	1.094	1.200	7,8%
Binh Phuoc	1.000	1.095	1.130	1.070	1.190	4,4%
<b>Subtotal</b>	<b>6.657</b>	<b>7.189</b>	<b>7.470</b>	<b>7.934</b>	<b>8.320</b>	<b>5,0%</b>
<b>Total</b>	<b>9.933</b>	<b>10.578</b>	<b>11.084</b>	<b>11.728</b>	<b>12.862</b>	<b>6,7%</b>

Unit: Person

Note: (\*)estimate

Source: Viet Nam and Cambodia's data provided by provinces in each country

## 2.4. Tourism products

With exceptionally attractive and diverse tourism resources, DTA's provinces currently provide a number of tourism products, offering various tourism activities to tourists. Although there are many shortcomings in facilities and services, those tourism products, most of which are nature based, ecotourism, community lifestyle learning, and natural majestic landscape enjoying, initially have attracted the market attention.

That can be seen in each province as follows:

### Ratanakiri:

- Visiting and leisure by the lake
- Eco-tourism, visiting the waterfall system
- Understanding the life of ethnic minorities
- Climbing, enjoying the scenery
- Ecotourism to learn about biodiversity in the NPs and NRs

### Mondulkiri:

- Enjoying the climate, wildlife.
- Watching the sunrise, sunset, beholding the grassy, golden hills stretching endlessly on the hillsides with very unique landscapes.
- Ecotourism, enjoying waterfalls.
- Ziplining over Bou Sraa waterfall.

### Stung Treng:

- Watching the sunset on the Mekong River, watching extremely rare and endangered Irrawaddy freshwater dolphins, kayaking on the sea and paddle on the way to the Mekong River and through wetlands, and the amazing mangrove forests are home to over 100 bird species.

- Taking a long boat to Sopheakmith waterfall, with stops at local communities, enjoying homestay.
- Camping on some islands in the river during the dry season.
- Experiencing the town life, visiting local markets, enjoying local cuisine, buying local products.
- Learning biodiversity at Ramsa area
- Learning History of King Stupa in Borey Osvey
- Visit 402 year old of Stung Treng pagoda

### Kratie

- Watching the sunset on the Mekong River, watching rare and endangered dolphins, kayaking on the river.
- Camping and bathing in Mekong River, there are many large and white sandy beaches on both sides of the river.
- Experiencing the town life, visiting local markets, enjoying local cuisine, buying local products.
- Sightseeing through villages and eco-tourism destinations along the Mekong River.
- Enjoy historical architecture (French colonial building) visit in Kratie town and Chloun District

### Champasak

- Visiting temples and pagodas, and famous Wat Phou Temple; attending the temple festival discovering community life.
- Visiting Khone Phapheng falls in Si Phan Don (4000 Islands), the largest waterfall in Southeast Asia.
- Ecotourism, adventure tourism in NR, bird watching; forest tracking.
- Boating and biking in villages, learning rice cultivation and fishery.
- Cruising in the river, exploring the waterfall and visiting the Four Thousand Islands, watching Irrawaddy freshwater dolphins.
- Visiting coffee plantations on Bolaven plateau. Particularly, Pakson highland in Paksong district and jeep tour on Bolaven plateau, (Champasak, Salavan, Sekong and Attapeu).
- Tree top explorer in Nong luang National Protected Area and ziplining on Tad Fan waterfall.

### Salavan

- Visiting, exploring the pagodas, Temple Kang, Ong Keo Park, and Phouphasouk Cave.

- Learning local life;visiting local market (Salavan Market).
- Exploring traditional handicraft villages (Ta Oiy amd Laongam district).
- Learning about the lives of ethnic minorities.
- Experiencing the eco-tourism Bolaven Plateau, walking at Tad Lo, taking a scenic elephant ride and learning about the lifestyle of ethnic people, traditional crafts.
- Exploring Tad Lo, Tad Hung, Kengku and Pakset waterfalls.
- Learning about life at coffee plantations (Katu Village).
- Ecotourism, walking in the forest at Phouxiengthong NR.

### Sekong

- Bolaven plateau is the most impressive tourist attractions in Sekong thanks to the pristine plateau, scenic beauty and the charm that are seem to be the existing secluded place to be closest to nature.
- Taking a picnic on the vast green highlands, exploring primeval forest and watching the waterfall. Nature is fully preserved and in harmony with the village.
- Experiencing ethnic culture, costumes and diverse languages at Bolaven plateau. In particular, Katu and Talieng are the two major ethnic groups, practicing their unique religious beliefs about mascot and ancestor worship.
- The most prominent tourist destinations in Sekong include Tad Feak, Houakhon and Hia waterfalls. The famous tourist sites are agricultural production at the landmark of 20km, Sinouk coffee farm, one of the most popular destinations worldwide and bamboo plantations in Dakchaung district. Local people are being encouraged to grow 30ha of ginseng. Sekong is also located in the tourist belt in the southern provinces, passing through Champasak province.

### Attapeu

- Enjoying the waterfall: Xe Pha - Xe Lai Lai, Hua Khon waterfall
- Lake Nong Fa - Nong Kai Ook: walking around the lake, enjoying the natural beauty around the lake, homestay in Nong village and Vang Tat noy, Wat Luang temple, etc.
- Learning natural and life areas affected by flash floods in remote Samamxay.

### Gia Lai

- Visiting, learning about the cultural life of ethnic Bahnar and Jrai people (living, rituals, festivals, food, etc.) and combine sightseeing with historical sites- culture, old battlefields, museums, cultural parks...

- Visiting and discovering the vestiges of extinct volcanoes for millions of years such as the Sea Lake, Chu Dang Ya volcano,... associated with festival activities of wild sun-flower and volcano Chu Dang Ya festival, held in November every year.

- Enjoying ecotourism, adventure tourism in Kon Chu Rang NR, Kon Ka Kinh NP; forest tracking, exploring waterfalls, streams, communities in the buffer zones, wildlife watching, wild Savanna and pink meadows... Boating on the PoKo river, exploring Mo waterfall, learning about fishing village life, buying local products.

- Sightseeing activities, experiencing majestic and poetic natural landscapes such as waterfalls, lakes, rivers and streams...

#### Dak Lak

- Learning about the life and culture of indigenous peoples, participating in traditional festivals of rich local ethnic culture identities.

- Enjoying ecotourism, adventure tourism in NPs, NRs, waterfalls... which are natural discovery and ecotourism based, which is valuable for many tourists.

- Visiting Cham Tower Yang Prong, which is one of the remaining ancient works of the ancient Cham Pa in the Central Highlands region.

- Visiting, sailing on Lak lake, visiting the ancient villages, which are typical for the M'nong ethnic group.

- Visiting to learn about the Elephant festival. Elephant is closely related to the culture of ethnic local. Experiencing elephant-friendly activities in Don and Lak villages.

- Visiting to explore the know-how of local coffee production and process.

#### Kon Tum

- Exploring the life and culture of indigenous peoples, participating in traditional festivals of rich local ethnic culture identities.

- Enjoying leisure, eco-tourism in Mang Den pine forest with cool and fresh climate.

- Visiting Indochina junction where Viet Nam, Laos and Cambodia meet. It is the end point of the Viet Nam - Laos border line while is the starting point of the Viet Nam - Cambodia border line from north to south.

- Enjoying ecotourism, adventure tourism in Chu Mom Ray NP, which is Viet Nam's unique NP that is adjacent to neighboring countries of Laos and Cambodia.

- Enjoying adventure tourism to visit Ngoc Linh ginseng garden associated with climbing "Conquering Ngoc Linh mountain peak" at 2.605m high above the sea level, the highest mountain in southern Viet Nam, the upstream of many

major rivers flowing to the West such as Po Ko river and Sesan river, flowing to the East such as Tra Khuc and Thu Bon rivers.

- Enjoying ecotourism, adventure tourism in Dak Bla River, which is flowing in the direction of East - West with cliffs standing on both sides of the river, creating a magnificent majesty, and very challenging to adventure tourists.

#### Dak Nong

- Exploring the life and culture of indigenous peoples, participating in traditional festivals of rich local ethnic culture identities.

- Enjoying ecotourism, adventure tourism, exploring in the cave complex of Nam Blang (Chu Bluk), which is the longest volcanic cave in Southeast Asia, and inherent remain wildness; exploring the land of sound and melody - Dak Nong Geopark following 3 directions of "Epic of fire and water", "Symphony of new breeze", "Sounds from the earth".

- Enjoying ecotourism, adventure tourism in Ta Dung NP, which is a place to exchange geography and biology between Southern Highlands and southeastern Viet Nam.

#### Binh Phuoc

- Enjoying ecotourism and adventure tourism in Cat Tien NP which is located in three provinces of Dong Nai, Lam Dong and Binh Phuoc, watching the precious and big birds such as peacocks, pheasants, cranes, gad-fly, teals, black coots...

- Enjoying ecotourism and recreation at Ba Ra mountain resort - Mo waterfall (Thac Mo) lake featured by wild and fantasy nature, and poetically harmonious combination of mountains, forests, rivers, streams, lakes, and falls, with many valuable historical and cultural works.

- Sightseeing, experiencing Bu Dang rubber forest where is the largest rubber plantation in Binh Phuoc province. Rubber trees are alternately grown in young and old trees, creating a colourful lacquer painting of yellow, green, red, and orange on a vast land strip.

- Visiting Ta Thiet Military Base Relic.

- Visiting special National Vestige, The Relics of the Headquarters of Liberation Army of Southern Vietnam (Ta Thiet),

- Visiting Bu Gia Map NP.

## **2.5. Tourism management**

### *+ Planning*

Tourism development planning in CLV DTA's provinces of the 3 countries has been of high importance:

Cambodia has a Tourism Development Plan for the Northeast provinces including 4 CLV DTA provinces in the period of 2011-2016 with the support of SNV Netherlands Development Organization.

Laos also has a Tourism Development Plan for Southern provinces in the period of 2016-2020 covering all 4 CLV DTA provinces. In addition, the country is developing a regional Destination Development Management and Promotion Plan for tourism.

Viet Nam has a master plan for tourism development in the Central Highlands to 2020, vision 2030 including 4 provinces of Kon Tum, Gia Lai, Dak Lak, Dak Nong in the CLV DTA and Lam Dong Province. Binh Phuoc is part of the master plan for tourism development in the Southeastern region to 2020, vision to 2030.

Thus, these areas enjoy significant attention by all three countries, with development plans in the current period. In particular, the master plan for tourism development in the Central Highlands provinces of Viet Nam is formed in the direction of state management and local management; Tourism development plans of Southern Lao provinces are developed with specific tasks of tourism development in each province. The said master planning and plans clearly define the orientation of tourism development based on the characteristics of tourism resources, development conditions and the status of tourism development. Meanwhile, the Plan to promote tourism development in the Northeastern provinces of Cambodia is implemented in a participatory approach of local community.

Ecotourism, green tourism and community tourism are all identified as priority development directions of most CLV DTA provinces. Tourism is defined as a priority area to promote socio-economic development and poverty reduction.

#### *+ Destination management*

Localities with developed tourism activities in the area have inventory and management of tourist sites and spots in the locality. Other provinces also initially have policies on destination management, but there are still many difficulties and limitations:

- Champasak is a province rich in tourism resources with a total of 216 tourist destinations including 116 natural tourist spots, 60 cultural tourism spots and 40 historical tourist spots. Champasak is currently managing 4 main tourist development spaces: (1) Four thousand islands, (2) surrounding area of Wat Phou Champasak World Heritage Site includes 4 districts such as Champasak district, Pa Toum Phone district, Su Khum Ma district and Mounlapamok district, (3) Bolaveun Plateau (Paksong district), (4) Culture and nature (Pakse city, Phonthong district, Sanasomboun district and Bachiengchaluensouk district).



- Salavan province is home to variety of distinctive ethnic groups, many of which are small population, but have their own languages. Their houses, lifestyles, beliefs, cultures and rituals are unique and very fascinating. The province will become a popular cultural tourism and agritourism destinations. Currently, the province has an inventory of 96 tourist sites (53 natural spots, 37 cultural spots and 6 historical sites). However, only 32 tourist sites have been managed and exploited (7 natural spots, 21 cultural spots and 2 historical sites).

- Destinations of Sekong province are mainly exploiting cultural heritage, archaeological, natural, agricultural and craft tourism products. Currently, there are 37 tourist destinations, including 9 historical tourist sites, 6 cultural tourism spots, 19 eco-tourism spots and 3 agricultural farms.

- For Ratanakiri, the government considers tourism a precious and important priority to improve socio-economy, increasing income for people, creating jobs, contributing to poverty alleviation and responding to climate change effectively. Ecotourism is a priority in the Tourism Development Strategy. A number of initiatives and efforts have been made to address such issues as: establishing a Provincial Tourism Steering Committee to manage and supervise tourism activities, organize some English training programs and tourism service skills for local community.

- Tourism is one of the prioritized sectors of Kratie which positively contribute to socio-economic development, creating jobs and preserving the environment, as well as providing direct and indirect jobs to local people. Kratie manages tourism in two areas: The plateau area from Snoul district to Sambo district and the lower Mekong area from Sombo district to Prek Prosab district have to focus on destination management tasks such as: Developing tourism products and improving service quality; Marketing and promotion; Connecting and supporting tourism; Investment and tourism development; Environmental conservation and waste management; Development of human resources and gender equality; Safety and security in tourism; Law enforcement and tourism management.

- Dak Lak has rich potential in developing eco-tourism and culture tourism with a total of 28 tourist attractions, including natural (12), cultural (07), historical (03) sites among others and 32 classified relics (of which, 02 special national, 17 national and 13 provincial ones).

- Gia Lai builds its destination image by featuring a variety of events, namely "Central Highlands Gong Culture Festival in Gia Lai Province in 2018", "Wild Sun flower - Chu Dang Ya Volcano Festival" in Chu Pah district; Yang Pao Apui's rain praying in Phu Thien district; single-treeboat race on Po Co river in Ia Grai district among others; remaining all kinds of eco-tourism, cultural-historical tourism, connecting tourist attractions with economic,

political works and temples such as: Sea Lake tea plantations, Ayun Ha lake; Phu Cuong waterfall; Bat cave waterfall (Kbang district), Kon Ka Kinh NP, Great Solidarity (Doan Ket) Square, Ia Ly and Lang Kep hydroelectric power plants (Chu Pah district), Stor resistance village (Kbang district), Tay Son Thuong Dao complex, Dong Xanh (Green Field) park, Hoang Van ecotourism area and so on; developing CBT, gradually forming CBT model in Stor, K'Giang, Kon Long Khong village (Kbang district), Ia Nueng village (Sea Lake-Pleiku).

- Dak Nong province adopted a Plan on Strengthening tourism destination management, travel activities, and tourist guide in the province. Every year, disseminating and awareness raising is undertaken among all sectors and branches, and tourism businesses on strengthening tourist destinations management, especially on environmental sanitation, security, code of conducts, and food safety at tourist attractions and sites and so on; Local tourism businesses is instructed to improve their products and services quality to satisfy tourists as a slogan "cleanliness, attractiveness, authenticity, hospitality" while improving the travel and tourist guides service quality within the province.

In 2018, Dak Nong approved a project on developing tourism products, community-based tourism (homestay) models associated with Dak Nong geopark to 2020, orientation to 2030. Investment encouragement and advocacy policies are issued in Dak Nong province, including CBT development support policies.

+ *Tourism promotion*

Due to the availability of regional plannings as well as attentions on tourism development, most of the CLV DTA provinces in each country have their certain extent of coordination in tourism joint promotion and marketing.

In Laos, Champasak province has maintained cooperation with Attapeu, Sekong and Salavan provinces since 2015 in promoting tourism, unanimously agreed on the common slogan "Southern Laos, charming by nature" and launched an official website of <http://www.southern-laos.com>.

In Viet Nam, Dak Lak coordinated with Gia Lai and Kon Tum to have a joint booth organized by the 03 provinces in Viet Nam International Travel Mart - VITM Ha Noi 2019.

Dak Lak tourism and Gong culture art performance have been promoted to serve local people and tourists in 2019; such events as the 7th Coffee Festival in 2019 are were also broadcasted on the Internet.

Gia Lai shifted its tourism promotion in terms of methodology and contents by participating in the 2 major international tourism fairs annually held in Viet Nam: VITM in Ha Noi in April and ITE in Ho Chi Minh City in September where it showcases and promotes the tour packages, traditional products, and local specialties.. Particularly, Dak Lak and Kon Tum participated in a joint

booth named: "Gia Lai-Dak Lak-Kon Tum: Magnificent Highlands forest". In addition, Gia Lai tourism is effectively promoted on mass media.

Kon Tum, Dak Nong and Binh Phuoc also participate in annual tourism promotion and marketing events such as Ho Chi Minh City Tourism Festival, ITE HCMC. They also boost coordination with central and local media agencies to develop specialized focus or highlights, articles and reports introducing local tourism products; release publications: brochures, leaflets promoting tourist attractions and areas, printed publications and promotion DVDs.

Dak Nong debuted a specialized paper to introduce Dak Nong Geopark, developing the local "Travel Journal"... They also hosted local cultural and tourism promotion events such as: The first Vietnamese Brocade Culture Festival in Dak Nong province in 2018 (National Festival), Dak Nong Festival - Avocado harvest season...

## ***2.6. Tourism development collaboration***

*a) Regarding cooperation, collaboration development through international commitments on tourism and relation at national level*

The three countries of Cambodia, Laos and Vietnam join together in many regional institutions and international commitments, facilitating the implementation and integration of tourism development plans for the CLV DTA. Specifically as:

- Cooperation agreements in Greater Mekong Subregion (GMS)

- + “Early Draft” about operating “Agreement on Facilitation of the Carriage of Goods and Persons across the GMS”, signed in 2018.

- + “Agreement on Facilitation of the Carriage of Goods and Persons across the GMS”, signed in 1999.

- + Tourism strategies and tourism marketing plans for GMS in the period of 2016-2020.

- Agreements in ASEAN

- + Agreement on the mutual recognition of ASEAN tourism and the Protocol to amend this agreement.

- + ASEAN Common Tourism Training Program and ASEAN Tourism Occupation Standard Framework with 33 job openings in 6 hotel industries.

- + ASEAN standards for green hotels, MICE tourism, clean tourism cities, community tourism destinations, homestays, toilets.

- + ASEAN Tourism Strategy in 2016-2025 and ASEAN Tourism Marketing Plan.

- + Regional Comprehensive Economic Partnership (RCEP)
- + ASEAN Multilateral Agreement on Full Liberalization of Passenger Air Services (2010)
- + ASEAN Multilateral Agreement on Full Liberalization of Air Freight Services (2009)
- + ASEAN Multilateral Agreement on Air Services (2009)
- + ASEAN Agreement on Facilitating Transboundary Transportation (2009)
- + ASEAN Framework Agreement on Multimodal Transport (2005)
- + ASEAN Framework Agreement on Facilitation of Transit (1998)
- + Agreement on the Recognition of Commercial Vehicle Inspection Certificate for vehicles carrying public goods and services (1998)
- Other relevant cooperation frameworks
  - + Agreement on Trade Promotion and Facilitation for Cambodia - Lao PDR - Viet Nam Development Triangle Area signed in Cambodia, November 23, 2016.
  - + Memorandum of understanding between Vietnam - Laos - Thailand on the implementation of the GMS - CBTA Agreement at Lao Bao - Dansavanh and Savannakhet - Mukdahan border gates, organizing traffic on the East - West corridor, signed in 2012
  - + Agreement and Protocol on creating favorable conditions for road motor vehicles to operate across the border between Vietnam and Laos
  - + The agreement between the Government of Vietnam - Laos - Thailand on road transport activities, signed in 2007
  - + Plans to connect the three economies of Cambodia - Laos - Vietnam by 2030, signed in 2018
  - + Border Trade Agreement between the Government of Vietnam and the Government of Laos, signed on June 27, 2015
  - + CLMV tourism cooperation plan for the period of 2019-2021
  - + ACMECS tourism cooperation plan for the period of 2019-2023

In these commitments, Cambodia, Laos and Vietnam have just participated in cooperation and implementation of a number of activities. Many new strategies and plans have been committed by the participating countries to embark on implementation, however there are not any specific results yet. In

order to implement, it is possible to set tourism development goals and orientations in the CLV DTA, associating with the potentials, advantages as well as development needs, basically favorable and in accordance with international agreements being active in ASEAN and GMS, with all of Cambodia, Laos and Vietnam being member nations. The main content can be integrated, connected with tourism cooperation programs in ASEAN, GMS such as:

- Professional standards: developed and required to apply the standards of tourism occupational skills, standards of green hotel, MICE tourism, clean tourism city, community tourist sites, and homestay tourism, improving tourism capacity, improving product quality.

- Regarding product development: tourism cooperation among ASEAN countries for the 2016-2025 period focuses on developing niche and branch products while concentrating on comprehensive tourism development and inclusive growth; tourism in the Mekong sub-region focuses on tourism for the poor, sustainable development, tourism development under the GMS transport corridors. Meanwhile, this plan identifies five main product lines of the Region: ecotourism, community tourism, agricultural tourism, adventure tourism and heritage tourism. It is important to develop these types of tourism in line with the goals of inclusive development, sustainable development, and responsible tourism.

- In terms of promotion: Both ASEAN and GMS have dedicated marketing coordinators and have certain online promotion platforms. When the DTA develops quality products for tourists, GMS and ASEAN countries will integrate into the domestic and foreign promotion organizations.

Thus, in terms of tourism development in the CLV DTA, there are advantages from regional commitments and existing cooperative institutions.

However, with the need to attract tourists, especially roads, they are currently implementing the "Agreement on Facilitation of the Carriage of Goods and People Crossing the Border of Greater Mekong Sub-region", GMS countries have agreed to allow each member country to issue up to 500 GMS road transport licenses and temporary import and re-export declarations for registered vehicles and goods in that country. This is currently posing a number of difficulties due to the situation of road traffic at some important border gates in connecting tourism routes of the three countries. Therefore, it is necessary to study the growth in the number of vehicles allowed between countries, considering adjusting the "Early Harvest Memorandum" on the implementation of the "Agreement on the Facilitation of Freight and people traveling across the borders of the Greater Mekong Sub-region".

*b) Regarding the practical cooperation in socio-economic development, culture and tourism through local institutions*

Until now, the implementation of cooperative institutions and international commitments from various fields, mainly in infrastructure development, socio-economic development, has been implemented among provinces in the CLV DTA.

Areas in the Region have signed Memorandum of Mutual Understanding in many fields and cooperation activities. For example, Kon Tum alone has recorded 34 memorandums of understanding signed with localities of Laos and Cambodia, such as 08 Memoranda of Understanding on cooperation with Attapu, Se Kong, Champasak (Laos), Ratanakiri and Stung Treng (Cambodia); 01 Memorandum of establishment of official friendship with Salavan province (Laos)...

The provinces of the three countries have paid attention to developing infrastructure, especially highways linking important border gates and improving border gates to gradually create favorable conditions for tourists.

Regarding participation in cultural, social, tourism and trade activities, it is evident that provinces in these three countries have also coordinated to organize and participate in many activities such as:

- + Organizing Development Cooperation Conference of three countries Vietnam - Laos - Thailand (December 2011);

- + Conference of Development Cooperation and Conference on Promotion, Investment, Trade and Tourism in localities of three countries Vietnam - Laos - Thailand (April 2015);

- + Fair trade border developing corridor (2011);

- + Development cooperation fair of CLV Development Triangle Area in Kon Tum (2012);

- + Exhibition Fair in WatPhu Champasak;

- + Border Fairs in Ngoc Hoi (2015);

- + Central Highlands Industry and Trade Fair (2017);

- + Fair in Attapu and Champasak provinces (2016);

- + Strung Treng Provincial Fair (2017);

- + The 10th Vietnam-Laos Border Trade Development Cooperation Conference in Attapu, Laos;

+ Dance and Music Festival of 5 countries of Cambodia, Laos, Myanmar, Thailand and Vietnam (2016);

+ Celebrating the 105th anniversary of Kon Tum Province's establishment, 10 years of inauguration of a border milestone between the three countries Vietnam - Laos - Cambodia and the international border gate of Bo Y - Phu Cau (January 28, 2008 to January 18, 2018 ) ...

+ Kratie Tourism Trade Fair in Kratie Province (2019);

+ Building development cooperation mechanism between Kon Tum and localities in 03 countries of Vietnam, Laos and Thailand with the participation of 4 provinces of South Laos;

+ Developing the Scheme on development of tourist sites in the three countries' common landmarks of Vietnam - Laos – Cambodia. Kon Tum province cooperates with Attapu and Ratnatakiri to plan tourist sites for the three countries' national landmarks.

In general, cooperation activities mainly focus on trade and arts and culture, meanwhile, there still remains lack of connections in tourism development.

## ***2.7. Assessment of difficulties, limitations and causes***

CLV DTA is the heart of many diverse forms of tourism resources, but most of them have not been exploited for tourism development due to many difficulties and limitations. For instance:

- The provinces in the DTA are located in relatively difficult to access areas, many of which still face socio-economic difficulties and development resources.

- Climatic weather conditions, especially in the rainy season, limit the ability to organize tourism activities and attract tourists.

- Most of the potential for tourism development are located in areas that are difficult to access or far from urban centers, making it difficult to connect as well as to exploit. Travel time and infrastructure constraints also limit the experience and accessibility of tourists.

- Areas with high biodiversity with a large concentration of national parks, natural reserves are quite difficult resources in tourism development and require elaboration in both conservation and preservation on exploiting as well as investing in infrastructure and services.

- The infrastructure system and technical facilities of the provinces in the region are quite limited, unable to meet development requirements. International

airport system is lacking. Many roads to the areas and tourist destinations are of low quality. Investment attraction is limited so there are not many high-class accommodation establishments.

- Differences in procedures at border gates such as policies and regulations on control of passengers, goods and vehicles created unfavorable conditions for tourism.

- Tourism human resources of the region are limited in both quantity and quality. Population distribution is uneven, some localities are as densely populated as in Vietnam, while some have the relatively low population like provinces in Cambodia, and therefore labor resources are limited. Tourism training establishments in the region are not enough to meet the needs of tourism development.

- Development of tourism products is quite limited, not yet fully promoting the value of tourism resources.

- The connection and formation of tours between localities in the Region is quite limited.

- Although tourism promotion in recent years has been more concerned, it has not been commensurate, so it has not been widely introduced about the tourism potentials of the Region.

- The tourism development linkages among localities in the Region are of interest to localities but are still small. With an unclear orientation, they have not promoted the overall tourism growth of the Region.



## **PART II. DEVELOPMENT CONTEXT, VISION, OBJECTIVES AND ORIENTATIONS, SOLUTIONS FOR TOURISM DEVELOPMENT IN THE CLV DTA**

### **1. Background, trends and requirements for tourism development in the CLV DTA**

#### ***1.1. Background and development situation in the time to come***

*+ Background of the international and Asia - Pacific regioneconomy and tourism trends*

International and regional tourism is constantly influenced by many important circumstances of the global and regional economy and political situation. Some of the competing destinations with Viet Nam in the region have faced political instability and partly terrorism issues. Such major destinations in the world as Turkey and Egypt have serious security problems. The security situation in the US and Europe also has many uncertainties. Particularly, with sophisticated developments intrade relations between the US and China as well as Japan and Korea that may affect the global and regional tourist flows.

Multinational companies increasingly consolidate and expand operations based on established global value chains. In the future, under the impact of the Industrial Revolution 4.0, when elements of creativity and automation are highlighted, developing countries will continue to lose their current advantages in low-cost labor and resources. In addition, natural disasters and epidemics are complicated in many places with many unpredictable developments.

In the context of the global economy, tourism continues to keep growing momentum; Asia and Pacific tourism continues to grow strongly with changes in demand and spending. According to the forecast of the world tourism by 2030 of the World Tourism Organization (2011), by 2020 it is forecasted to reach about 1.5 billion in 2023 and about 1.8 billion in 2030. International tourist arrivals (overnight visitors) grew 6% in 2018 to reach 1.4 billion, two years ahead of UNWTO's forecast, of which Asia and the Pacific increased by the same pace of 6%.

It is forecasted that by 2030, Northeast Asia will attract the biggest part of international tourists with 293 million, surpassing Southern Europe/Mediterranean (264 million) and Western Europe (222 million). Southeast Asia will become the world's fourth largest international tourist destination with 187 million visitors. The generating source of tourist from Europe will reach 832 million, followed by Asia and Pacific (541 million), America (265 million), Africa (90 million) and the Middle East (81 million). By

2030, the majority of international tourists will travel within their region with 1.4 billion (78%) compared with 0.4 billion (22%) from outside.

Tourists traveling for the purposes of visit, health and religion will account for 31% of the total number of international tourists; for sightseeing, relaxation, recreation, entertainment will account for 54%; and for work and career purposes, 15%. Notably, the demand of tourists' experiences towards new values is set on the basis of traditional cultural values (uniqueness, authenticity), natural value (originality, wildness), creative value and high technology (modernity, comfort). Due to the population aging trend and the need to improve the quality of life, medical and health care tourism is becoming more popular and one of the strongly growing market segments.

Due to the impacts of climate change and global economic and social issues, the concept of green tourism is formed with the orientation of creating more sustainable jobs, contributing to the preservation and development of culture and natural environment, contributing to supporting the local economy, reducing poverty. Traditional mass tourism has reached to a stable stage, while ecotourism, nature, heritage, culture and "soft" exploration are expected to develop stronger in the next two decades. Currently, countries around the world see tourism as one of the ways to realize the United Nations' 17 sustainable development goals.

#### *+ Background of the CLV DTA*

The CLV DTA has been under close attention from the governments of all three countries Cambodia, Laos and Viet Nam. The three governments considered the development of the CLV DTA as a symbol of solidarity and mutual support to enhance the status of each country and entire region.

The governments have signed bilateral and multilateral agreements to facilitate the sustainable development for CLV in terms of economy, society, and culture...step by step removing barriers to people's traveling, connecting and working in the CLV area. The three countries have developed "Master Plan for Socio-Economic Development of the CLV DTA" which was approved in 2004 and modified in 2010. The three countries also adopted the Plan on connectivity of the three economies, as economic connectivity plays an important role in promoting economic integration in the region.

However, at present, the tariffs barriers and the administration documents of each CLV DTA provinces are inconsistent with economic and population development management. Transportation infrastructure and connectivity is still inconvenient.

Expectedly, the CLV DTA tourism industry in the near future can unlock its full potential and become a spearhead economic sector and driving force for economic development of the CLV DTA.

## ***1.2. Opportunities, Advantages, Difficulties and Challenges in promoting tourism cooperation in the CLV DTA***

### ***+ Opportunities***

- The three CLV countries have the advantages of geographical location, natural resources, abundant human resources, rich and diverse cultures and share a long border line with a number of border checkpoints and border economic zones, relatively good infrastructure.

- CLV consists three economies on the same important economic corridors of the region such as China Economic Corridor - Indochina peninsula along North - South axis; East West Economic Corridor; Southern Economic Corridor, etc. This strategic location ensures favorable conditions for promoting tourism connectivity as well as increasing attractiveness to foreign investors.

- The three CLV countries are neighbors with long-standing friendship and achieved many important achievements in cooperation and economic connectivity. All three countries have stable political situation, relatively active economy and high growth rate. This is both a necessary condition for the implementation of economic connectivity, tourism development and also a basis for the three countries to cooperate to improve their overall competitiveness.

- The three countries are promoting regional and international integration, joining contemporary free trade agreements (FTAs). The three countries have had long-term tripartite cooperation under the CLV DTA Initiative and have gained remarkable achievements. This is an important premise to promote connection and tourism development in the coming time.

- The three countries' strategies and development plans prioritize infrastructure and human resources development, and institutional reforms.

### ***+ Advantages/ strengths***

- The CLV DTA is an area that enjoys its diverse and abundant resources, authenticity, and though many similar resources are shared, they still showcase the different features, thus, the regional characteristics are presented and mutually complemented to enhance its attractiveness.

- All three countries are emerging destinations, attracting many tourist markets.

- These are destinations that having untapped potential. Most tourism resources in the CLV DTA's provinces still remain its pristine values, both in terms of biodiversity of nature and virginity of indigenous cultural values of ethnic minority groups. The area's pristine tourism resources are highly appropriate to the needs and trends of the international tourism market.

- With such a long border, the provinces in the CLV DTA can easily trade, as well as tourists can have many options to visit and travel between countries.

- Many large border checkpoints as well as auxiliary border gates have helped relieve pressure in customs clearance, as well as entry and exit procedures for tourists.

- The socio-economic development trends of all three countries and provinces in the CLV DTA are increasingly favorable for tourism development.

- The CLV DTA's provinces have undergone a process of coordination and cooperation, all belong to planned tourist development regions in each country and are consistent with each other in setting up tourist destinations. The facilities, tourist attractions and sites of each locality are all relatively coherent, creating favorable conditions for visitors.

- The coordination and connection of the border provinces among countries has also facilitated the execution of the DTA's joint tourism development Plan in the future.

#### **+ *Difficulties / shortcomings***

- The current transport connectivity is constraint, many destinations do not have convenient transport infrastructure. Road traffic is connected along national highways but limited in the quality and quantity of provincial roads and roads leading to tourist sites. Air connectivity is also very limited, both in terms of gateways and flight routes, so it is difficult to attract international visitors.

- Although the linkage and connectivity has been gradually improved resulted in good achievement in the provinces of the area, however due to the different policies, regulations, institutions and customs, there are also difficulties in the process of joint tourism development.

- Although the DTA tripartite agreements among the three countries and provinces are available, at present, customs clearance procedures and border checkpoints have not been standardized and uniformed. Each country applies its own procedures and processes, which creates difficulties for tourists to travel.

- The quality of tourism services and tourism human resources among provinces of the countries are quite different, so the development of packages and services on the route are facing certain difficulties.

#### **+ *Challenges***

- Financial resources of CLV countries are constraint because all countries are small-scale economies in the region and the world in terms of competitiveness, development level, openness and innovation capabilities for development.

- There are some differences among CLV countries. The private sector in Cambodia has a stronger role than that of Laos and Viet Nam. Regarding the openness and level of international integration, the knowledge of international

economic integration, there are also differences between the three countries of CLV.

- The fact that big countries are seeking to increase their competitiveness and influence in the ASEAN region has negatively affected the intra-ASEAN linkage in general and among the three CLV countries in particular.

- Although the three countries of CLV are strong in abundant human resources and low cost labor, but the existing human resources of the three countries are still inadequate and yet to meet the requirements of cooperation, connection and tourism development.

- Having a long border, which leads to the fact that tourists may not travel through the main roads, this causes revenue loss for the DTA countries.

## **2. Viewpoints, visions and objectives of tourism development in the CLV DTA**

### ***2.1. Development perspectives***

- Taking the best area's advantages to reasonably and effectively exploit the potentials to develop tourism. Linking and forming a consortium and a single destination to connect localities and profound tourist areas; establishing a tourism brand for the DTA;

- Developing tourism in the CLV DTA towards sustainable and responsible principles, associated with environmental protection; conservation and embellishment of tourism resources; promoting the tradition of national identity, while maintaining security, national defense, social order and safety.

- Considering CBT development as a tool to boost the economy, reduce poverty and improve the of people's lives in the CLV DTA.

### ***2.2. Vision***

The CLV DTA will be integrated into a sustainable and responsible tourism destination; providing quality services on eco-tourism, agro-tourism, community-based tourism, adventure tourism, historical culture and heritage tourism; improving the standard of living of local people in Cambodia - Laos - Viet Nam.

### ***2.3. Specific objectives***

By 2025:

- International tourist arrivals to CLV DTA provinces reach an overall 3.3 million, with an increase of 14% of average growth rate per year;

- The technical facilities shall be gradually completed, with availability of 2 or 3 hotels/resortsof 3 or 4-star international standard in the DTA's tourist

centers; the eligible homestays system shall meet the standard of tourist service provision;

- The CLV DTA prominent tourism product lines gradually established to name their brands of eco-tourism, agro-tourism, community-based tourism, adventure tourism, historical culture and heritage tourism;

- Tourism human resources shall be improved, including the disadvantaged areas;

- To have responsible –minded and trained participation of private enterprises and local communities, especially the ethnic minorities.

By 2030: DTA tourist destination shall be established with attractive sites, relatively uniformed system of technical facilities; convenient infrastructure and connectivity system; eligible human resources satisfy the development requirements; international tourist arrivals shall be doubled in comparison to 2025.

### **3. Orientations and solutions for CLV DTA tourism development**

#### ***3.1. Orientation for destinations and tourism products connection***

##### ***3.1.1. Tourism spatial and destinations connection***

Connecting similar destinations is the basis of forming and developing tourism in CLV DTA, which is based on connectivity axis, tourist centres, tourist distribution hubs and themain CLV DTA’s tourism corridors. This spatial connection plan will be a fundamental basis of taking full advantage of the tourist arrival streams, forming tourist routes tourism products connection.

##### ***a) Tourist centers of CLV DTA***

The area’s tourist centers identified include:

- Dong Xoai city: an important location nearby Ho Chi Minh City (the most primary tourist market and transition hub of the three countries).

- Kon Tum city: on the accessibility axis from Da Nang - the largest city in the central of Viet Nam.

- Pleiku city: on the Southern Corridor of GMS, connecting Bangkok with Quy Nhon.

- Buon Ma Thuot city: Centre Highland Area’s capital city

- Gia Nghia town: the provincial capital of Dak Nong

- Pakse city: the most tourist attractive city in the region, having an international airport and favourable connectivity to Huu Nghi 2 (Friendship) across the Mekong River between Laos and Thailand, remarkably by the highest number of tourist arrivals in the whole area.

- Salavan, Lamam and Attapeu cities are secondary tourist centers in the provinces of Laos.

- Stung Treng: a very important geographical position as an intersection of the Central and South Corridor of the GMS area and also a gateway connecting Laos and Cambodia.

- Kratie: the gateway city of CLV DTA to Phnom Penh, which is an important urban area on the connectivity axis among Laos, Viet Nam and Cambodia.

- Ban Lung and Sen Monorom: tourist centers in the 2 provinces of Cambodia, in which Sen Monorom will play a very important role in the future when an airport is established.

#### *b)The tourism destination spaces*

The CLV DTA, which has appropriate topographical characteristics, potentials and infrastructure conditions, is oriented to develop in 3 dimensions as the basis for forming tourist routes and products:

The Highland tourism space includes 4 Central Highland provinces of Viet Nam, Ratanakiri and Mondulhiri of Cambodia and Attapeu of Laos. These cities have relatively similar natural characteristics and the tourism products.

- Mekong River tourism space: including Kratie, Stung Treng (Cambodia) and Champasak, Salavan (Laos). The core of this space is the Mekong River, followed by the Sesan and Srepok rivers.

- Transitional areas: Binh Phuoc (Viet Nam), Sekong of Laos

## CONNECTIVITY MAP OF CAMBODIA - LAOS - VIETNAM DEVELOPMENT TRIANGLE AREA



c) Main transport axis



The main transport axis of the DTA is on the following national routes 40, 13, 14 (Viet Nam), 11, 16, 20, 13 (Laos) and 7 (Cambodia). The total distance of this axis is approximately 1500km, which passes through the 3 pairs of international border checkpoints connecting three countries.

The common orientation of GMS specifies the two corridors crossing the CLV DTA, including:

Central Corridor: Luang Namtha - Luang Prabang - Vientiane - Savanakheth - **Pakse - Stung Treng - Kratie** - Phnom Penh – Sihanoukville.

Southern Corridor: Dawei - Bangkok - Prachin Buri - Sisophon - Siem Reap - **Stung Treng - Ban Lung - Pleiku** - Quy Nhon.

Central axis: from Stung Treng through Ban Lung to Pleiku (Bangkok, Siem Reap and Quy Nhon are also located on this axis) crossing Le Thanh – Ou Ya Dav international border checkpoint, however, the trade activity on this axis has not yet as developed as the other axes.

Apart from the central axis, other spatial axes play the inner-region tourist routes role of CLV DTA, namely: national road 14C running along the border of Viet Nam and Laos and Cambodia, national road 76 from Snuol, Sen Monorom to Ban Lung and national road 11, 16, 18 connecting Attapeu, Lamam, Pakse and Salavan.

The CLV DTA's tourist centers are starting and connecting point to connect the main axes which lead to tourist attractions and areas.

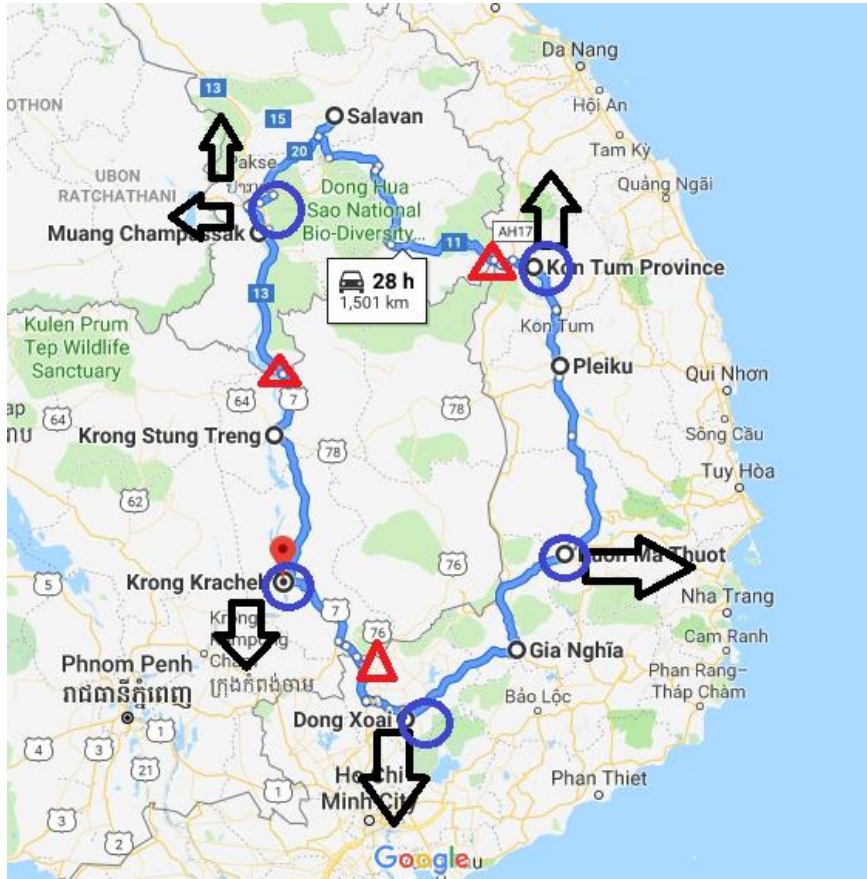
The routes connect the DTA and the South Central Coast (national road 15, 25, 26, 27 of Viet Nam) play a vital role for the diversification of tourism products with marine and island tourism products.

#### *d) Connectivity axis - external transportation of the CLV DTA*

Based on the urban tourism centres of each member countries and the connecting possibility with the CLV DTA, the main connectivity axis– external transportation are identified, including:

- Ho Chi Minh City- Binh Phuoc (100km)
- Da Nang - Kon Tum (300km)
- Quy Nhon - Pleiku (160km)
- Nha Trang - Buon Ma Thuot (180km)
- Phnom Penh- Kratie (250km)
- Bangkok - Phnom Penh (719.4km)
- Phnom Penh - Ho Chi Minh City (230.4km)

- Siem Reap - Stung Treng (300km)
- Vientiane - Pakse (700km)
- Bangkok- Pakse (750km)
- Airway routes to Pakse, Pleiku, Buon Ma Thuot and Mondulkiri airports (in the future)



### 3.1.2. Tourism product development orientation

#### a) Development of advantageous tourism products

It is necessary to focus on exploiting the advantages in order to develop tourism products which the CLV DTA has common characteristics, creating high authenticity based on the typical resource advantages, highlighting the most outstanding identity and building the regional tourism brand as well as its tourist attractiveness. These tourism products should be focused and developed and promoted to the market by the CLV DTA's member countries. Details are as follows:

+ **Ecotourism:** discovering nature; exploring biodiversity in NPs and NRs; river tourism experience, highland terrain experience; exploring geology - volcanic topography; mountain and forest ecological recreation.

+ **Community-based tourism:** Learning the local culture, lifestyle; joining festivals; community life experience; exploring traditional villages.

+ **Adventure tourism:** Boating, waterfall crossing, hiking, mountain climbing, forest trekking; adventure sports.

+ **Agro-tourism:** Visiting the agricultural, coffee, rubber and cashew farms; learning the process of coffee planting and cultivating, rubber latex and cashew harvesting; visiting the coffee factories, learning the process of roasting, processing and enjoying coffee.

+ **Heritage and history study tourism:** Learning UNESCO culture heritage in CLV DTA; Khmer culture; cultural and historical relics.

*b) Development of general tourism products routes*

Developing the general and thematic tours for the whole region. Details are as follows:

- Experience route: natural - learning culture and heritage
- Experience route: National Parks – community-based tourism
- Agro-tourism route – community-based tourism
- Biodiversity learning route - adventure sports
- National park exploration route - watching migratory birds
- Festivals and events experience route - learning local culture and lifestyle
- Coffee route - learning the coffee culture, agro-tourism

It is necessary for the CLV DTA to build experience routes under the international themes. The relative themes are run through regional clusters where at least two countries included in order to create value for local people and tourists.

*c) Development of connection of CLV DTA's products and other localities*

The CLV DTA's tourism products can be connected with neighboring localities to enrich the DTA's products and expand the tourist market. For example:

- Connection of products of Central Region Viet Nam provinces in Viet Nam and Siem Reap in Cambodia on the Heritage Road.
- Connection of products of Central Region provinces in Viet Nam on Ho Chi Minh Road.
- Connection of ecotourism products of the Mekong Delta provinces (Viet Nam side);

- Connection of marine tourism products between the East (South Central Region of Viet Nam) and the South of the region (Sihanoukville, Kampot - Cambodia, Phu Quoc - Viet Nam);

- Connection of urban tourism, medical and shopping tourism products among big cities (Phnom Penh, Vientiane, Ho Chi Minh City).

### ***3.2. Tasks and solutions for tourism development***

#### *3.2.1. Infrastructure improvement and tourists facilitation*

##### *a) Transportation infrastructure improvement*

Transportation infrastructure is the key factor for CLV DTA's tourism cooperation and development. Specifically:

- Promptly promoting the plan of building an airport in Mondulhiri to form an airport system for the entire southwestern area of DTA.

- Completely building the main transport axis should be considered as a top priority task. This route should have similar technical standards to ensure consistency and uniformity of the Region, theoretically, the construction can be done in each stage in accordance with market needs to ensure economical feasibility.

- Completing transport routes connecting tourist centers in the provinces of Laos and Cambodia in the CLV DTA to ensure fast-flowing traffic throughout the year.

- Constructing and upgrading transport routes connecting tourist centers with tourist attractions and sites.

- Developing a system of reasonable stop-overs on the entire route.

- Building a system of traffic signs and instructions in the national language respectively and English for the entire region as well as on inter-regional connecting routes in order to facilitate tourists and develop the CLV DTA necessary tourism brand.

##### *b) Investment in technical facilities for tourist service provision*

- Developing the CLV DTA accommodation establishments including: 3-4-star hotels in major urban areas, especially at the gateways and important centers of each country; Such accommodation types as homestays or resorts need to be developed in the tourist sites, ethnic minorities' villages, camping and reception areas to serve the caravan tourists.

- Complying the ASEAN standards to remain consistent in the service standards.

- Focusing and ensuring the architectural design, layout of tourist accommodation establishments to highlight the indigenous elements of each area and make tourism products attractive, ensuring both the diversity and the uniformity of the CLV DTA destination.

- Constructing infrastructure of ports and marinas on the Mekong River to enhance the river tourism as well as developing tourism products on the Mekong River in Cambodia and Laos, opening up the possibility of connecting waterways between CLV DTA and Thailand.

- Carrying out research and considering investing in a number of caliber ecological and resorts, primarily in Mang Den (Kon Tum), Yok Don (Dak Lak) and Sea Lake - Chu Dang Ya (Gia Lai), Dak Nong Geopark, as a driving force to promote tourism development.

- Building a system of tourist information centers in DTA's urban centers, directly connecting with each other to ensure consistent information throughout the region.

#### *c) Facilitation for tourists*

- Considering upgrading a number of border checkpoints into international border gates such as Dak Peur (Dak Nong) - Nam Lyr (Cambodia) to meet the integration needs, cooperation strengthening, investment attraction and tourism development.

- Accelerating the international standards application and compliance on customs procedures as agreed within ASEAN in accordance with the spirit of MPAC 2025; Agreeing upon the process and simplifying the procedures on immigration, customs, visa-on-arrival issuance.

- Undertaking research on developing immigration control centers, relay customs at the main border gates among countries to maximize the simplification of the procedures for tourists, especially group tourists.

- Conducting research on facilitating the visa procedures for the third tourist markets.

- Considering of the border gates expansion and designation of entry distribution for travelers and goods, developing immigration control centers so as to be able to integrate customs at the CLV borders for facilitating tourist procedures, especially group travelers in an efficient manner.

- Considering of increasing the number of entry permitted vehicles among countries.

# TOURIST ATTRACTIONS IN CAMBODIA - LAOS - VIETNAM DEVELOPMENT TRIANGLE AREA



### 3.2.2. Investment in tourism product and services

#### a) Ecotourism

<i>Products/ Specific activities</i>	<i>Localities</i>	<i>Tasks</i>
- <b>Nature discovery (nature-based tourism activities, enjoying such natural landscapes as rivers, lakes, waterfalls...)</b>	Most of the provinces in region have an advantage of natural ecological landscapes. It is possible to strongly develop this tourism product.	<ul style="list-style-type: none"> <li>- Improve small-scale infrastructure and accessibility.</li> <li>- Establish service provision system.</li> <li>- Invest in such facilities as scene watchingpoints , stop-overs, trails or steps, handrails ...</li> </ul>
- <b>Biodiversity of National Park, Nature Reserve exploration (forest trekking, fauna and flora learning, wildlife watching...)</b>	Virakchey National Park, Wild Lomphat Nature Reserve (Ratanakiri), Dong Ampham National Ecological Reserve (Attapeu, Sekong), National Biodiversity NR are Xe Pian by trekking, visiting Phu Asha and riding elephants. and Dong Hua Sao NR (Champasak); Yok Don NP (Dak Nong, Dak Lak), Chu Mom Ray NP and ASEAN Heritage Park, Kon Ka Kinh NP, Kon Chur Rang NR (Gia Lai) Ngoc Linh NR; Dak Uy special-use forest (Kon Tum); (Gia Lai), Ta Dung NP (Dak Nong), Nam Cat Tien NP, Bu Gia Map NP (Binh Phuoc); bird fields: Dong Ampham, Xe Xap, Dakchung, Kenh Mekong, Phou Xiang Thong, Phouphasouk mountain, Siphandon, Phou Ahyon	<ul style="list-style-type: none"> <li>- Establish ecotourism centers; building regulations on ecotourism.</li> <li>- Build up experience routes in the NPs, NRs in accordance with planning and conservation requirements with different levels of experience and understanding of biodiversity.</li> <li>- Develop tourism human resources, guides, ecotourism guides, local guides.</li> <li>- Construct trail systems and signboards.</li> <li>- Construct trails and boat routes to observe birds, scenes watching points with observation equipment.</li> <li>- Develop products according to migratory characteristics of birds to connect bird sanctuaries.</li> </ul>

	(Champasak, Sekong, Salavan)	
<b>- Experience of river tourism (boat trip, observe freshwater dolphins, enjoy the river landscape)</b>	<p>Mekong River (Salavan and Champasak of Laos and Stung Treng and Kratie of Cambodia)</p> <ul style="list-style-type: none"> <li>- Mekong river cruise and visit Si Phan Done (the 4,000 Islands) and visit fishing lives living</li> <li>- Tad lor water fall (Salavan)</li> </ul> <p>Srepok and Tonle san rivers(Laos and Viet Nam)</p>	<ul style="list-style-type: none"> <li>- Develop river-based accommodation establishments suitable for terrain and landscape.</li> <li>- Construct inland waterway terminals.</li> <li>- Upgrade boats for river sight-seeing.</li> <li>- Build experience routes, scenic watching points.</li> </ul>
<b>- Experience of highland terrain</b>	<p>4 Central Highlands provinces of Viet Nam (Gia Lai, Dak Lak, Dak Nong), Ratanakiri and Mondulkiri of Cambodia and Bolaven Plateau of Laos (Attapeu, Salavan, Champasak)</p>	<ul style="list-style-type: none"> <li>- Build routes for sightseeing through mountain passes, hills, highlands.</li> <li>- Connect the cultural and festival activities in the plateau and red soil terrain.</li> <li>- Construct stop-overs, scenic watching points, roadside service points.</li> </ul>
<b>- Exploring geology - volcanic terrain</b>	<p>Chu Dang Ya volcano, caves in Nam Blang (Chu Bluk), Krong No, volcanoes of Dak Nong Geology park.</p> <ul style="list-style-type: none"> <li>- Parsong volcano in Champasak province.</li> <li>- Old crater lakes in Laos and Viet Nam.</li> </ul>	<ul style="list-style-type: none"> <li>- Consider and develop interpretation contents on the geological history of volcanic region.</li> <li>- Build experience routes, learning about volcanic terrain.</li> <li>- Build a system of facilities suitable for landscape and terrain.</li> <li>- Promote this region authentic products.</li> </ul>
<b>- Mountain ecology-basedrecreation</b>	<p>Mang Den - Kon Plong resort (Kon Tum); Ta Dung (Dak Nong); Mondulkiri; (Ratanakiri)</p> <ul style="list-style-type: none"> <li>- Phousalao temple in</li> </ul>	<ul style="list-style-type: none"> <li>- Establish luxury resorts, high-end villas and guesthouses.</li> <li>- Construct landscapes and parks.</li> <li>- Construct facilities and</li> </ul>



	Pakse City. – Phouphasouk mountain and Tad Lor (Salavan) Thateng farm and resort	scenic watching points. - Consider to grow medicinal herbs for recreation associated with well-being improvement.
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## b) Community-based Tourism

<i>Products/ Specific activities</i>	<i>Localities</i>	<i>Tasks</i>
- Explore culture and lifestyles	<p>Most of the DTA provinces have an advantage in the density of ethnic minority communities. It is possible to develop this tourism product.</p>	<ul style="list-style-type: none"> <li>- Register and preserving traditional houses.</li> <li>- Maintain traditional activities and customs.</li> <li>- Preserve national costumes, cuisine, musical instruments and art.</li> <li>- Support the transfer of folk art and culture and formulation of art performance groups for tourism service provision.</li> </ul>
- Festivals involvement	<p>Many localities have different festival activities of ethnic minorities. New festivals.</p> <p>This is the potential to grow into products that attract tourists.</p>	<ul style="list-style-type: none"> <li>- Preserve and promote caliber and minor festivals of ethnic minorities.</li> <li>- Select and invest in developing festivals which are suitable for serving tourists.</li> <li>- Enrich experience, preparing conditions on location and facilities to serve tourists.</li> </ul>
-Experience of communities lives	<p>Most of the DTA provinces have potential to develop this kind of tourism products.</p>	<ul style="list-style-type: none"> <li>- Enrich experience in indigenous culture, lifestyles and livelihoods.</li> <li>- Establish proper homestays in line with their typical architecture.</li> <li>- Support communities in tourism activities participation.</li> </ul>

<b>-Traditional craft villages exploration</b>	Champasak, Gia Lai, Dak Lak, Dak Nong, Kon Tum, Binh Phuoc.	<ul style="list-style-type: none"> <li>- Preserve traditional craft villages; transfer crafts; Facilitatethe households to perform their crafts.</li> <li>- Deliver guidance on producing and selling traditional handicraft products.</li> <li>- Build the visiting process and experience a trial of craft performance.</li> </ul>
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### c) Adventure tourism

<i>Products/ Specific activities</i>	<i>Localities</i>	<i>Tasks</i>
- Boating, waterfall crossing	Ratanakiri, Stung Treng, Kratie, Sekong, (Tad lor water fall, Kengku Salavan), Champasak, Dak Lak, Dak Nong	<ul style="list-style-type: none"> <li>- Consider and select locations to implement these types of products.</li> <li>- Organize a number of sports tournaments on sailing and waterfalls passing.</li> <li>- Develop facilities, staff, ensuring safety for tourists.</li> </ul>
- Hiking, mountains climbing and forests exploration	In the NPs, NRs in Ratanakiri, Strung Treng, Champasak, Attapeu, Dak Nong, Dak Lak, Gia Lai, Kon Tum, Binh Phuoc.	<ul style="list-style-type: none"> <li>- Develop tourism human resources, guides, ecotourism guides.</li> <li>- Develop and manage safety for forest discoveries.</li> <li>- Construct trail systems and signboards.</li> </ul>
- Adventure sports (inlcuding Mekong river water sports)	Ratanakiri, Stung Treng; Attapeu, Sekong, Champasak, Kon Tum, Gia Lai, Dak Lak, Dak Nong	<ul style="list-style-type: none"> <li>- Undertake field surveyto select suitable locations for adventure sports.</li> <li>- Encourage investmentsin developing forest zipline types, acrossing rivers and streams, paragliding, hot air balloons.</li> <li>- Organize sports tournaments suitable for the terrain such as: mountain biking, mountain trail</li> </ul>

marathon, sailing, waterfalls crossing, wall climbing.

- Organizing reality TV games associated with terrain and self-challenging experience.

#### d) Agro-tourism

<i>Products/ Specific activities</i>	<i>Localities</i>	<i>Tasks</i>
- Landscape sight-seeing to agricultural farms, coffee, rubber and cashew farms	Coffee farms in Dak Lak, Kon Tum, Gia Lai, Dak Nong, Sinouk coffee and ginseng (Sekong) and Sumula traditional medicine farm and coffee farms Salavan. Visit Pak Song High Land Coffee Plantation, Mon Ta Botanical Garden, Thanathone orchard and Pak Song Strawberry garden (Champasak)  Coffee, Avocado, Pepper farms in Krong Senmonorom, Pechreachda and Mondulkiri  Banana Farm in Borey Osvay Stung Treng	- Building tours for sightseeing and experience at farms. - Introduce and organize products in the appropriate season (flower season, harvest season ...). - Provide more services, build more toilets, resting places, specialty shopping points for coffee, cashew... - Develop guidelines on agriculture cultivation.
- Learning about the process of growing and cultivating coffee, harvesting rubber latex and cashew ...	Farms of coffee, rubber, cashew, pepper... in Binh Phuoc and Gia Lai provinces.	- Build an itinerary for sightseeing and experience the farms. - Build experience on participating in agricultural production process. - Build visiting and experience routes at farms - Introduce and organize such seasonal tourism products as time of flowering or harvesting.

<p>Visiting factories or workshops of coffee, learning the process of roasting and blending, processing and enjoying coffee</p>	<p>Coffee factories in Dak Lak, Gia Lai, Dak Nong, Sinouk coffee farm (Sekong) and Salavan Dao Heuang Coffee Factory.</p>	<ul style="list-style-type: none"> <li>- Develop process of sightseeing, guiding and shopping.</li> <li>- Build experience to participate in coffee production, coffee enjoying, coffee culture introducing.</li> <li>- Design the museums areas for sightseeing, models of coffee processing and making areas.</li> <li>- Produce a variety of souvenirs from coffee.</li> </ul>
<ul style="list-style-type: none"> <li>- Learning about coffee making process, enjoying coffee in the communities and households</li> </ul>	<p>Dak Lak, Gia Lai, Kon Tum, Dak Nong, Sekong, Jeep tour on Bolaven Plateau, (Salavan, Sekong and Attapeu ).(Houyhoun village, Salavan)</p>	<ul style="list-style-type: none"> <li>- Instruct households to dry and roast coffee in homestay service providers, learning about the family models on the process of coffee cultivation and making.</li> <li>- Guide local people in offering services and helping tourists have experience.</li> </ul>
<ul style="list-style-type: none"> <li>- Learning about coffee enjoying culture</li> </ul>	<p>Dak Lak, Gia Lai, Kon Tum, Dak Nong, Sekong, Salavan</p>	<ul style="list-style-type: none"> <li>- Continue organizing Buon Ma Thuot Coffee Festival. Consider organizing a festival of Arabica coffee in the DTA.</li> <li>- Form a restaurants chain associated with coffee museums in order to introduce coffee culture.</li> </ul>

### e) Historical Cultural and Heritage tourism

<i>Products/ Specific activities</i>	<i>Localities</i>	<i>Tasks</i>
<ul style="list-style-type: none"> <li>- Learning about the UNESCO heritages in CLV DTA (experience the Highland Gongs culture space - visit Wat Phu Pagoda)...</li> </ul>	<p>Champasak; Kon Tum, Gia Lai, Dak Lak (Viet Nam)]</p>	<ul style="list-style-type: none"> <li>- Preserve relics and heritages</li> <li>- Properly organize sightseeing routes and service providing points.</li> <li>- Ensure environmental management and protection.</li> <li>- Well-develop interpretation contents.</li> <li>- Offer experience associated</li> </ul>

		<ul style="list-style-type: none"> <li>with learning heritages.</li> <li>- Organize festivals linked with heritages.</li> </ul>
- Learning about Khmer culture	Kratie	<ul style="list-style-type: none"> <li>- Preserve relics.</li> <li>- Proper design links of relics in sightseeing routes.</li> <li>- Offer experience, connecting relics sightseeing and Khmer culture learning.</li> <li>- Ensure environmental management and protection.</li> <li>- Well develop interpretation contents.</li> <li>- Offer experience associated with learning heritages.</li> <li>- Organize festivals linked with heritages.</li> </ul>
- Learning about historical and cultural relics	Historical and cultural relics: Roka Kondal temple and French Architecture Building in Kratie. Phousalao pagoda in Champasak, Phou ASha Kietngong temple, Kang Temple (Hor Tai) in Salavan; King Xaysetthathirath pagoda, Wat Sakae temple in Attapeu; Wooden church, bishopric, Kon Klor communal house in Kon Tum...	<ul style="list-style-type: none"> <li>- Inventory and preserve relics.</li> <li>- Have such facilities as parking lots and toilets.</li> <li>- Develop interpretation and explanatory contents, have on-site tourguides.</li> <li>- Manage environmental cleanliness.</li> </ul>
- Learning about Ho Chi Minh Trail and vestiges of historical revolutions	Binh Phuoc, Dak Lak, Gia Lai, Kon Tum, Dak Nong, Attapeu, Sekong	<ul style="list-style-type: none"> <li>- Undertake survey and explore along the trail</li> <li>- Develop signages and interpretation signs along the trail</li> <li>- Clear all UXO (unexploded ordnance)</li> </ul>

Beside specific tasks for each product line, the following common tasks should be carried out by CLV DTA countries:

- Link and cooperate to promote specific region tourism products in order to ensure high competitiveness, avoiding product duplication leading to inner-regional competition and waste in investment, affecting region's attractions. It is necessary to pay attention to the differences in indigenous architecture and culture while investing in the construction of destinations and resorts to form a product system bearing the characteristics of each ethnic group, each locality, each country but still has the common characteristics of the whole Area.

A careful attention should be paid to the characteristics of ecosystem, biodiversity, topography, river flow, waterfalls, ethnicity and agricultural farming for ecotourism products, adventure tourism, culture tourism and agrotourism.

- Devote in preserving traditional culture in the area to promote cultural diversity of ethnic groups living in the Area.

- Devote in forming a homestay network, ensuring ethnic cultural characteristics of each village is preserved.

- Focus on investing in environmental protection at all destinations and communities.

- Develop public wireless Internet network for tourists and smart technology applications.

- Design applications that are compatible with all types of devices (portable devices, tablet, smartphone...) providing tourism information and introduction, connecting services (booking, transportation, cuisine, payment ...) and travel experience activities on themes suitable for trip purposes and availability of connecting among communities.

- Gradually conduct research and apply technology in management and facilitation for tourists such as: Application of point accumulating cards, multi-purpose payment cards, automatically statistical system of number of tourists arrivals in the DTA which is connected with such sectors as immigration, transportation, banking, trade among others; application of logistic, bar code search, QR code, virtual reality tourism.

- Developing mobile SIM cards for tourists in the CLV DTA can also be taken into account.

- Developing tourism activities responding to tourist demands such as shopping tourism, commerce fair, exhibitions in the area.

### *3.2.3. Tourism human resources development*

#### *a) Direct labor*

- Focus on training human resources for the tourism industry, from managers, tour guides to front-line staff at hotels and restaurants.

- Use and develop available local labor resources in the DTA; Training and improving professional, communication and foreign language skills for direct employees currently working in the tourism sector of the CLV DTA, those who are in tourist accommodation establishments (housekeeping, restaurants, bars, reception ...), to other service providers such as travel agencies (tour designing, operating, sale & marketing, tour guides, on-site interpreters...) ensuring compliance with ASEAN occupational standards. Regarding foreign languages, in addition to English, other languages should be trained to serve key markets of the region such as Korea, China among others.

- Review and evaluate human resources of tour guides and on-site interpreters in CLV DTA. Improve the quality of tour guides and interpreters to ensure satisfaction of professional requirements, proficient usage of English and the other languages of DTA countries.

- Develop tourism management staff who are actually working in the Area, make sure to meet the requirements of appropriate management levels, the most important skills to be improved are the technology-based tourism management.

- Improve the quality and effectiveness of tourism human resources training, supply for tourism workers in the CLV DTA (training facilities, trainers, teaching materials and so on in training institutions that provide tourism resources for the region). Encourage social-professional organizations and businesses to strengthen training, improve the quality of tourism human resources.

- Organize training of human resources according to the tourism industry standards in ASEAN countries and developed countries in the world. Focus on high quality occupational training based on orders from tourism enterprises that have effective caliber for the region.

- Develop codes of conduct for each group (businesses, tour guides, hotel staff, restaurants...) in the Area; Encourage the development of local human resources, prioritizing the development of laborers who are ethnic minorities living in the region.

#### *b) Indirect labor*

- Raise awareness, training skills, tourism skills for related parties is the focal point to contact tourists such as customs, border, border gate police, drivers, and sellers at shopping mall, rest stops ...;

- Foster knowledge about tourist psychology; Training communication skills with tourists and skills of handling situations arising during the process of contact with tourists.

- Disseminate and encourage the implementation of Codes of Conducts in tourism in the Region.

### *c) Communities participation in tourism activities*

- Disseminate and raise awareness for local communities about the role of tourism in local economic development, the role of local communities in forming and affirming brand and destination image. The impact of community actions and attitudes towards tourists.

- Organize the communication campaigns to disseminate and raise awareness of tourism in the communities on tourism development, implementing through various forms such as television programs, communication, articles, images, online video clips, advertising images, slogans, posters, brochures... with variety contents, in which priority is given to the code of conduct for communities and tourists.

- Raise awareness and educate on protecting environment and tourism resources for local communities.

### *3.2.4. Tourism marketing and promotion*

#### *a) Develop a tourism promotion strategy*

- Study and develop a separate tourism brand identity for CLV DTA to unanimously apply and implement in the common tourism promotion.

- Research on identifying a common tourism brand for the whole region, a must-come destination, focusing on specific values of ecotourism, authenticity of ethnic culture and biodiversity. The typical image for the brand associated with the basalt soil plateau, the great green forest and blue lakes and waterfalls.

- Integrate implementation of common ASEAN tourism promotion strategies.

#### *b) Application of IT in tourism promotion*

- Develop tourism portal of CLV DTA namely CLVtourismtriangle.com, which is introduced and managed by Regional Coordination Committee, being supported by multi-languages system of English, Khmer, Lao and Viet Nam, and analysis tools like Google and multi-languages automatic interpretation. The website, which is featured with beautiful images of sceneries and tourist attractions in DTA provinces, should emotionally and deeply captivate the viewers. A fan-page of the DTA should also be linked to various forms of social media including Facebook, Instagram and other tourism websites.

Apply information technology to digitize all data of tourist attractions, travel agencies, hotel services, tourist guides, tourism and transportation systems of CLV DTA. This technology can also be used in tourism management and businesses to meet the needs of tourism trends.

#### *c) Organize tourism dissemination and promotion in international markets*



+ *Organize DTA tourism introduction programs to foreign countries:* The Coordination Committee, in particular the Economic sub-committee, take lead and coordinate with other relevant agencies – sub-committees of the Coordination Committee, National Tourism Associations, National Tourism Organizations of the three countries organize the tourism promotion programs; introduce products, activities and tourist destinations of each locality to the key markets of the three countries, and particularly to the international markets including France, Japan, Korea, China and the United States...etc, in order to attract international tourists to the DTA. These promotion programs can be organized in the form of Culture - Tourism DTA Week and DTA Tourism Festivals. These programs should also be sustainably and regularly held and maintained to preserve the DTA tourism destination's image, making a deep impression on the target markets.

+ *Participate in international tourism fairs:* DTA localities (group by country or the whole Area) proactively select and participate in caliber and prestigious international tourism fairs such as Travex (alternately organized in ASEAN countries) , ITB (Germany), MITT (Russia), JATA (Japan), KOTFA (Korea), TOP RESA (France), WTM (England), AIME (Australia), CITM (China) .... At these fairs, it is possible to coordinate and introduce different groups of themes in private booths, or showcase in common presentation for the whole area of CLV DTA.

+ *Promote the CLV DTA tourism image on international mass media:* The DTA's tourism image needs to be integrated based on each country's elements to the international media as well as being integrated with dissemination activities of each country (possibly separate by themes for each DTA localities group) under participation of all three countries' national tourism organizations. Mass media that can be selected for promotion may include: international TV channels with wide coverage or national TV channels of big markets such as China, Russia, Japan and Korea...; Internet, on search engines (Google, Yahoo...); a number of tourism specialized journals and daily newspapers in key markets.

+ *Enhance international cooperation activities, participate in overseas conferences and seminars to promote regional tourism:* participate in international conferences about tourism promotion in the region and the world; take advantage of international tourism and economic forums to promote tourism of the DTA.

*d) Participate in tourism promotion activities within CLV countries*

+ *Disseminate and raise awareness of tourism in the Area on mass media*

- Develop or create video clips or serial programs to introduce the Area's potentials and tourism products to broadcast on national television of CLV

countries; open the CLV travel section on a number of well-known professional journals of the three countries ...

- Coordinate with the airlines of the three CLV countries to promote Area's tourism in onboard publications and programs.

- Develop a communication and education program on culture codes of the communities toward tourists and tourism environment resources; informing people about the immediate and long-term benefits of tourism development, typical best practices of the three countries in tourism development in order to enhance the sense of environmental and tourism resources protection at the DTA's tourism destinations.

- + *Construct tourist information counters at airports, railway stations, international border checkpoints, large companies and hotels and along the roads*

- Develop and expand the network of information booths to promote Area's tourism at DTA's airports, especially the ones that operate significant number of flights of three countries to introduce tourists with necessary information about DTA tourism.

- At DTA's international border checkpoints, free publications for tourism promotion should be provided which is subject to specific conditions.

- + *Build and rent large billboards and electronic signboards to introduce and promote the DTA's provincial tourism images* : At national tourist areas and sites, international border checkpoints, stop-overs along the highway, intersections in big cities and hotels..., large billboards should be built or rented to promote the common CLV DTA's tourism image, which is subject to specific conditions of each country.

- + *Organize conferences and seminars on tourism promotion*

- Organize or host conferences and seminars on the themes of tourism marketing and promotion in order to enhance the linkage among sectors, regions and localities, improving the effectiveness of tourism promotion activities.

- Take advantages of events in international agreement of ASEAN as well as other opportunities to disseminate and promote the DTA tourism.

- e) *Promote tourism through businesses and media*

- Organize press trips to visit and experience tourism products and services in the Area to write articles about the DTA's tourism to the international source markets;

- Organize familiarization trips for international tour operators and travel agencies from important and key markets to experience the Area's tourism

products and services with an effort to introduce the destinations and include them into the package tours offered to their customers.

- Organize familiarization trips for international and domestic tour operators and travel agencies of CLV countries to experience the Area's tourism products and services in order to introduce the destinations and promote tour packages offered to international business partners and sell to local tourists.

- Organize familiarization trips for famous bloggers, Facebookers, culinary experts and exploration experts to experience the DTA's respective services and promote the Area's tourism products and services.

#### *3.2.5. Strengthen security, safety and order*

- Coordinate to form a tourism security system with the collaboration of police departments, military and communities living in the DTA.

- Develop safety and warning monitoring applications that can provide assistance to travelers in cases of needs and emergencies.

- Tourism plans and projects should be associated with solutions of sustainable tourism development, as well as environmental protection in order to mitigate and adapt to climate change and effectively manage disaster risks. It is vitally important to prevent the negative effects on local society, which might lead to complex problems about security in this area.

- Developing tourism associated with security co-operation and diplomatic, preventing human and drug trafficking, international crime, as well as coping with infectious diseases.

## **PART III. IMPLEMENTATION OF THE TOURISM DEVELOPMENT PLAN FOR THE CLV DTA**

### **1. Investment resources**

Financial resources for the three CLV countries to implement will be mainly mobilized from: (i) the national budget of the three countries; (ii) private sectors investment from the three countries; and (iii) grants and concessional loans from international financial institutions and development partners; (iv) public-private partnership (PPP); and (v) capital markets.

+ *Capital from the national budget*: National budget will continue to be an important source of finance to implement projects on infrastructure development, institutional reform and people connectivity in period until 2030. This capital source is particularly important for projects that are less likely to profit or slow to have return on investment or infrastructure development projects in remote and border areas of the three countries.

+ *Capital from the private sector and PPP*: These are sources of great potential, in the context of more and more foreign investors interested in CLV market. In order to attract capital from the private sector for infrastructure development projects, the three governments of CLV countries need to promote the implementation of projects in the form of PPP.

+ *Foreign capital* is for development projects, especially in transport infrastructure, telecommunications and energy, namely foreign direct investment (FDI), official development assistance (ODA), especially concessional loans, commercial loans from international financial institutions such as WB, ADB, AIIB and development partners such as China, EU, Japan, South Korea, the United States... Three CLV countries can coordinate to take advantage of these funds for trans-boundary energy and transport infrastructure projects.

+ In addition to the above-mentioned capital sources, the three CLV countries can enlist the support of international organizations, ASEAN countries and ASEAN partners to receive technical assistance to improve and enhance “soft” connectivity among the three countries.

### **2. Implementation**

+ After this Plan has been approved by the leaders of the three countries, each country and each locality in the CLV DTA will work out detailed annual plans to implement in each country as well as propose tasks of joint cooperation for Plan’s implementation.

+ The Joint Coordination Committee of the CLV DTA will coordinate the cooperation agenda of the Ministry of Tourism of Cambodia, the Ministry of Information, Culture and Tourism of Laos, the Ministry of Culture, Sports and

Tourism of Viet Nam as well as other sectors and localities in the CLV DTA to carry out joint tasks of implementing the Plan, calling for funding and technical assistance from development partners, the business communities and the participation of local people. The Joint Coordination Committees, ministries, sectors and localities are responsible for coordinating and monitoring the implementation of specific plans, programs and projects at their national and local levels.

+ Actively integrate and implement the Plan through bilateral and multilateral cooperation institutions.

The provinces of the CLV DTA hold an annual meeting to implement and evaluate the implementation of the yearly workplans with the participation of leaders of the National Tourism Organization/Ministry in charge of tourism. Meeting locations will be rotated in 13 provinces of the three countries CLV.

### ***2.1. Jointly collaborating and implementing the Plan***

<i>Tasks and activities of cooperation</i>	<i>2020- 2025</i>	<i>2026- 2030</i>
<i>+ Cooperation in building uniform inter-provincial and regional transport infrastructure</i>		
- Complete the road transport infrastructure system of each locality, connecting with inter-provincial and inter-regional road transport system.	X	X
- Coordinate with Viet Nam national airlines to promote the opening of international routes that directly fly to international airports in the region.	X	
- Seek investment and development mechanisms to create a breakthrough in implementing projects of great influence.		X
<i>+ Cooperation in services and products development, designing a unanimous regional tourism economic space</i>		
- Organize trans-provinces and trans-nations FAM trips under specific and general themes; linking tourism clusters and areas, connecting tours, routes, destinations and areas.	X	X
- Share experiences in exploiting and conserving DTA's natural and cultural heritage, developing CBT and homestays.	X	X
- Encourage linkages among businesses, professional associations among localities in terms of strong brand development, profound involvement in global supplying chains.	X	X
- Cooperate in building a unanimous regional economic tourism space under the coordination of a rotating		X

chairperson.		
- Developing a biodiversity ecotourism corridor among 3 countries	X	X
- Create a series of regional tourism events: cooperate to develop a number of fair and exhibition venues, international conferences, and sports complexes that are qualified to organize international cultural, sports, tourism and entertainment events.		X
<i>+ Cooperation in training and developing tourism human resources</i>		
- Colaborate in training high-quality human resources, including qualified ASEAN standard occupational workers.	X	X
- Cooperate among training and vocational training institutions, large and leading enterprises and corporations of DTA's member states.	X	X
<i>+ Cooperation and collaboration in CLV DTA tourism promotion</i>		
- Develop strategies on CLV DTA marketing and tourism brand promotion.	X	
- Organize the Area's joint tourism promotion	X	X
- Develop public-private partnership among businesses and tourism associations in the Area to promote and provide information to tourists at destinations.	X	X
- Cooperate to organize an annual forum on promoting regional tourism; campaigns, and joint tourism promotion and marketing programs.		X
<i>+ Cooperation in environmental protection, response to natural disasters and climate change</i>		
- Cooperate in exploiting and protecting natural resources and tourism environment.	X	X
- Cooperate in responding to climate change: forming an early warning system for natural disasters, sharing information for prevention and mitigation of impacts of natural disasters, floodings and storms, supporting disaster recovery.		X

## **2.2. Framework of action for each country**

### **2.2.1. Period 2020 – 2025**

- Countries to focus on infrastructure investment in tourist centers, connecting to source markets and tourist destinations.
- Improving policies in operating and upgrading border gates in DTA.
- Attract investment in technical facilities in tourist centers; supporting local communities to develop homestays.

- Undertake surveys, developing the system of products and services as planned.

- Attract foreign and domestic investment to develop tourism products and services.

- Promote training and developing tourism human resources.

- Organize tourism promotion in the provinces of the DTA in each country and in coordination with the remaining countries in the Area.

#### *2.2.2. Period 2026 - 2030*

- Establish a complete system of technical facilities to meet high quality requirements of tourist centers; attracting investment in technical facilities to difficult areas.

- Complete the external transport system and inter-localities transportation.

- Complete qualified tourism products system, offering high-end experience values; developing sufficient facilities and services to satisfy tourism experience.

- Apply technology in tourism./.

# ANNEX



## ANNEX 1. Summary of socio-economic situations at CLV DTA provinces

Table: P1.1.Socio-economic conditions of provinces in the CLV DTA in Cambodia

Ratanakiri	Kratie	Mondulkiri	Stungtreng
<p>- Location: About 588km from Phnom Penh, bordered to the east by Viet Nam (Kon Tum and Gia Lai), to the north of Laos (Sekong), to the west by Stung Treng province and to the south by MondulKiri province. The province has 8 districts and 1 city such as: Ouchum, Konmom, Lumphat, Borkeo, OuYadao, Andoung Meas, Taveng Vern sai and Banlung city.</p> <p>- Area: 10,782km<sup>2</sup></p> <p>- Population: 204,027 , equivalent to 47,417 families, female 101,702 population density of 16 people / km<sup>2</sup> (Source: Department of Planning).</p> <p>- Ethnicity: 8 ethnic groups including Jarai, Tampuon, Krung Phrao, Kavet Kachok Phnong and Lon.</p>	<p>- Location: 340km from National Road 7, Snuol district to the North, 250km through Highway 73 via Chhlong and 220km along the Mekong River. The province is bordered to the east by Mondulkiri to the west of Kampong Thom province, to the north to Steung Treng, to the south to Tbong Khmum, Kampong Cham and Viet Nam (Binh Phuoc). The province consists of 1 city and 5 districts with 5 communes and 47 communes and 258 villages.</p> <p>- Area: 11,094km<sup>2</sup></p> <p>- Population: 372,825 and 86,137 families, female 187,396 people with density of 36 people / km<sup>2</sup>. 81.5% of the total population is farmers, 0.5% is involved in the handicraft industry and 18% in the service.</p>	<p>- Location: 382km from Phnom Penh. Yes Sen Monorom is the provincial capital and the four districts are divided into 4 Sangkat/communes, 17 communes and 92 villages. Bordering with Viet Nam to the east and the south with the provinces of Dak Lak, Dak Nong and Binh Phuoc, Stung Treng and Ratanakiri and to the west of Kratie.</p> <p>- Area: 14,288km<sup>2</sup></p> <p>- Population: 88,649, equivalent to 19,609 families, Female 43,116 with a population density of 6 people / km<sup>2</sup>.</p> <p>- Ethnicity: 10 groups including Phnong, Kroul, Kreung, Steang, Tumpuon, Jarai, Thmoun, Rode, Ro Oung and Kouy.</p>	<p>Location: 455 km from Phnom Penh, accessible by National Highway 7, 64, 78, 73, 62. Bordered by Ratanakiri provinces in the East, Mondulkiri and Kratie in the South and Kampong Thom and Preah Viget in the West . The northern boundary is Cambodia's international border with Laos. Mekong River divides the province.</p> <p>- Area: 11,092km<sup>2</sup></p> <p>- Population: 159,565 and 34,627 families, female 76,472</p> <p>- Ethnicity: 11 groups including Phnong, Kroul, Kreung, Steung, Tumpuon, Jarai, Thmoun and Rode.</p>

*Table: P1.2. Socio-economic conditions of provinces in the CLV DTA in Laos*

<b>Champasak</b>	<b>Salavan</b>	<b>Sekong</b>	<b>Attapeu</b>
<p>- Location: adjacent to Salavan province in the North, Sekong province in the Northeast, Attapeu province in the East, Cambodia in the South and Thailand in the West. Located 48km from the Cambodian border and 132km from Thai's border.</p> <p>- Area: 15,415km<sup>2</sup></p> <p>- Population of 694,023 .</p> <p>The province's economic output consists mainly of agricultural products, especially coffee, tea and rattan production. This is one of Laos' most important coffee production areas along with Salavan and Sekong provinces. Pakse is the main tourism and trade link with Thailand, Cambodia and Viet Nam</p>	<p>- Location: adjacent to Savannakhet province in the North, Viet Nam in the East, Xekong province in the Southeast, Champasak province in the South and Thailand in the West. The western region of Salavan is ended by the Mekong River while the south is delimited by the Viet Nam-Laos border. The town of Salavan is bordered by the Xe Don / Sedone River to the east and the junction between roads 20 and 15 to the west; The bus station is located on the western edge, where line 20 enters the town.</p> <p>- Area: 16,389km<sup>2</sup></p> <p>- Ethnicity: Mon-Khmer. In addition, there are many other ethnic minorities</p>	<p>- Location: Bordering with Quang Nam and Thua Thien-Hue provinces of Viet Nam in the East, Chapasack province in the West, Attapeu province in the South. Sekong can reach through Parse, 139 km away, Vientian 855km away. Can reach by river.</p> <p>- Area of 7,665km<sup>2</sup></p> <p>- Population: 113.048</p> <p>- Ethnicity: 14 ethnic groups.</p> <p>This is the poorest province in Laos.</p>	<p>- Location: adjacent to Xekong in the north, Viet Nam in the east, Virachey national park of Cambodia in the south and Champasak province in the west. Major residential areas: Attapeu, Ban Nonghin, Ban Hinlat, Ban Xoutouat, Ban Nong Songhong, Ban Renthuk, Ban Phiahom, Ban Choim, Ban Pakha, Ban Onglouang, Ban Het, Muong May, Ban Kong Han, Ban Xakhe , and Dakkrong Version.</p> <p>- Area 10,320km<sup>2</sup></p> <p>- Population: 139,628</p> <p>- Ethnicity: 15 main ethnic groups: Lao, Alak, Katang, Kaleum, Katou, Suay, Oy, Taoy, Sadang, Nge, Lavea, Lavenh, Cheung, Tariang and Nyaheung.</p>

Table: P1.3. Socio-economic conditions of provinces in the CLV DTA in Viet Nam

Gia Lai	Dak Lak	Kontum	Dak Nong	Binh Phuoc
<p>- Location: East borders Quang Ngai, Binh Dinh and Phu Yen. West borders Ratanakiri (about 90km borderline). South borders Dak Lak, North borders Kon Tum.</p> <p>- Area: 15,495 km<sup>2</sup></p> <p>- Population: 2,211,000</p> <p>- Ethnicity: accounts for about 50% of the population, whose majority are Se Dang, Ba Na</p> <p>GDP per capita of Gia Lai has grown quite large over the years, in 2011 reached 19.5 million, 3.82 times more than 2005.</p>	<p>- Location: located in the center of the Central Highlands, the North borders Gia Lai; in the east by Phu Yen and Khanh Hoa; the South borders Lam Dong and Dak Nong; the west borders Cambodia (193km).</p> <p>- Area: 13,620km<sup>2</sup></p> <p>- Population: 2,127,000</p> <p>- Ethnicity: 47 groups, whose majority are Ede, M'ngong</p> <p>Income per capita in 2018 reached 41.1 million.</p> <p>The main economy relies heavily on the production and export of agricultural and forest products.</p>	<p>- Location: North Kon Tum borders Quang Nam province with a boundary length of 142km, Gia Lai province in the south with a border length of 203km, Quang Ngai province in the east, a boundary of 74km<sup>2</sup>, and west of Laos ( 142.4 km) and Cambodia (138.3 km).</p> <p>- Area: 9,614 km<sup>2</sup></p> <p>- Population: 520,047</p> <p>- Ethnicity: 28 ethnic groups, accounting for 53.25%, whose majority are Se Dang, Ba Na.</p> <p>Income per capita in 2017 is VND 34.8 million.</p> <p>The economic structure basically shifted in a positive direction.</p>	<p>- Location: 125km from Buon Ma Thuot, Ho Chi Minh City(250km). In the North and Northeast is Dak Lak, East and Southeast are adjacent to Lam Dong, the South borders Binh Phuoc, the West borders Cambodia (120km).</p> <p>- Area: 6,516 km<sup>2</sup></p> <p>- Population: 620,000</p> <p>- Ethnicity: 40 groups, whose majority are Ma, M'ngong and Ede</p> <p>The main economy is agriculture, forestry and fisheries, always accounting for more than 50% of the key economic sectors of the province.</p>	<p>- Location: Northern part of the Southeast region, to the East of Lam Dong and Dong Nai provinces and to the West of Tay Ninh and Cambodia (240km - Tbong Khmun, Kratie, Mundulkiri). South borders Binh Duong province. North borders Dak Nong and Cambodia. The province is located in the Southern key economic region, the gateway and bridge connecting the Central Highlands and Cambodia.</p> <p>- Area: 6,872 km<sup>2</sup></p> <p>- Population: 1.175.110</p> <p>- Ethnicity: 41 ethnic groups, mainly Khmer, S'tieng, Hoa, Tay, Nung</p> <p>In 2018, the economic growth rate reached 7.2%, basically agricultural production, industrial</p>

				production, commercial activities and services.
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**ANNEX2. Summary of infrastructure conditions at CLV DTA provinces**

*Table: P2.1. Infrastructure conditions at CLV DTA provinces in Cambodia*

<b>Criteria</b>	<b>Ratanakiri</b>	<b>Kratie</b>	<b>Monduliri</b>	<b>Stungtreng</b>
1. Distance to international and domestic airports	-Phnom Penh International airport 590km -Siem Reap International airport 510km	Kratie to Phnom Penh international airport 291km Kratie to Siem Reap international airport 343km Kratie to Sihanouk international airport 454km	- Monduliri-Phnom Penh International Airport 382 km by National road N0.76. - Siem Reap International airport 273 km	Stung Treng to Phnom Penh international airport 465km Domestic Airport in Stung Treng 3km from Stung Treng town. Stung Treng to Siem Reap international airport 243km Stung Treng to Sihanouk international airport 579km
2. National highways and provincial roads	-Total Length 890.430 km -Provincial road length 702.980 km - AC 70.000 km - DBST 310.790 km - MCD 21.530 km  -Paved road 230.610 km * The proportion of roads to rubber and total	- National Road #6 & #7 & #73 Phnom Penh- Kg. Cham-Tboung Kmom- Kratie - National Road #6 & #8 & #73 Phnom Penh- Prey Veng-Tboung Kmom- Kratie	- Provincial roads 530.5km DBST Rubber 123 km, Yamaga Dump Road, 07 Kilometers, 161.5 Kilometer Road, and 239 km of Streets), in Sen Monorom City 59 has a length of 65,876 meters (road paved Macau plant 34,793 meters and 29,414 meters) and Trail 32 in total length of 255 kilometers. - National Road No 76 from Snoul District, Kratie Province to Sen Monorom Municipality, Mondul Kiri Province, to Taong Lumphat District, Ratanakiri Province, 172 Km long has been constructed 100% completed. - Street 75 from Koh Nhek District to Chitburi District,	National highways roads #7,9, 78,76 Stung Treng to Lao border -Total Length 890.430 km -Provincial road length 702.980 km - AC 70.000 km - DBST 310.790 km - MCD 21.530 km

	<p>length is 45%</p> <ul style="list-style-type: none"> <li>- National highways roads #78, from Ou Pongmen Stung Treng to Viet Nam border</li> <li>- National highways roads #76, from Mondul Kiri to Uo cheng Ratanakiri</li> </ul>		<p>Kratie province, 150 km long.</p> <p>Bilateral border gate connects with Viet Nam border, and street 3760 bilateral border gate of Lapake (Cambodia) - Fang Yiv (Viet Nam) border, 10 km long (paved road), Road No 3762 bilateral border Dakdam, (Cambodia) - Bu Prang (Viet Nam), 27 km long (DBST) has been completed, Road No 3764 bilateral border Namlear(Cambodia)-Dakbor (Viet Nam) 50 km long (Paved road), and Road No 3766 bilateral border Chimeat (Cambodia) – Dak Ray (Viet Nam), 95 km long (Dirt road).</p>	<p>-Paved road 230.610 km</p> <p>* The proportion of roads to rubber and total length is 45%</p>
3. Connect with the national power supply system	<ul style="list-style-type: none"> <li>- A total of 15,781 electric power users. (Family)</li> <li>- Total power 11 MW</li> <li>- Hydro-power produced in 1 MW</li> <li>- Electric power purchased from Viet Nam 5 MW</li> <li>- Electricity purchased from Sesan 2 Stung Treng Province 5 MW</li> </ul>	41% in the province	<ul style="list-style-type: none"> <li>- The power sector which can build hydropower dam including 235MW of Srepok, Ouplay dam 20mW, 17MW Prek Por and Prek Dakdear with 200KW-500KW have been completed study. And now. As a matter of fact, there are currently two small hydro-power stations, Oromia Station and Oxfam Station for supplying energy to people in SenMonorom with 370Kwh power, 300Kwh power generators, 22Kv Connected from Can Tho province to SenMonorom and 22KV electricity line from Binh Phuoc province in Viet Nam.</li> </ul>	National highways roads #7,9, 78,76 Stung Treng toLao border
4. Connection to the national water supply and drainage system	<ul style="list-style-type: none"> <li>-Total number of clear water users 5,485 (families)</li> <li>- Water supply system covers Banlung city, some parts of OuChum district and Bor Keo district and parts of</li> </ul>	47% in the province	<ul style="list-style-type: none"> <li>- Water Authority is located at DermSroh Village, Sangkat Monorom, Krong SenMonorom and supply with 9 villages such as Svay Chek, Dohkromom, MeanLeap, Domsros, ChreySen, O'Spean, Chambok, ChamkarTea and Kandal village.</li> <li>- Borpouch Water Authority is located in Osoum village, SreKhtom commune, KeoSeima district, it's supplying 03 villages: Chhneng,Ou Am, and Orona.</li> </ul>	50% in the province

	OuYadaw district.		- Borpouch Water Authority is located in Russey village, Sresangkum commune, KohNhek district, it's supplying 8 villages: Sereymeanrith, Sereymongkul, Choreoun, Kbalchrui, Russey, Kbalcoh, sereyroth and Oyes.	
5. Number of waterway ports and connectivity	None	None	None	N/A

*Table: P2.2. Infrastructure conditions at CLV DTA provinces in Laos*

<b>Criteria</b>	<b>Champasak</b>	<b>Salavan</b>	<b>Sekong</b>	<b>Attapeu</b>
1. Distance to international and domestic airports	Pakse International airport 3 km	144 km (Salavan to Pakse international airport)		25 Km (Now temporary close)
2. National highways and provincial roads	<ul style="list-style-type: none"> <li>13, 18, 16, 15, 14, 12, 10</li> </ul>	<p><b>+Land Transportation:</b></p> <ul style="list-style-type: none"> <li>National highways 13 South Route.</li> <li>Road 20 from Salavan to Ba Chieng district, Champasak province with the Asphaltic surface.</li> <li>Road 15B from Salvan, Ta Oi, Sa Muay link to Viet Nam border.</li> <li>Road 23 B and Road 1 G are connected to Salavan - Toum Lan, Phin district, Savannakhet province</li> </ul> <p><b>+River Transportation:</b> River cruise connected</p>	<ul style="list-style-type: none"> <li>National highways 13 South Route.</li> <li>Road 16B connect to Sekong-Dak Cheung- Viet Nam border with the total length by Asphaltic surface 130 Km.</li> <li>Road 11 connect to Sekong-Attpeu and road 18B - Samakkixay district, Attapeu province - Had village, Viet Nam border - Saisanamxay - Sekhamphor links to Attapeu - Champasak province.</li> <li>Road 18B from Attapeu to Kon Toum, Viet Nam with the Asphaltic surface.</li> </ul>	<ul style="list-style-type: none"> <li>National highways 13 South Route.</li> <li>Road 11 Attapeu-Sekong</li> <li>Road 18A from Attapeu- Patumphone Champasak</li> <li>Road 18B from Attapeu to Kon Toum, Viet Nam with the Asphaltic surface.</li> </ul>

		between Salavan province and Ubonlatsathany, Thailand, taking by boat and pass through Tha Keng Khong Luang Port. (local border check point)		
3. Connect with the national power supply system	The Percentage of households connect with power supply is 46 % in the province	92 % in the province	100 % in the province	100 % in the province
4. Connection to the national water supply and drainage system	The Percentage of households connect with water supply is ..... % in the province	60 % in the province	100 % in the province	100 % in the province
5. Number of waterway ports and connectivity	Nakasang, Donhko, Banmaung, Banmaisingsamphan (all these ports are local ports, Mekong)	01 port (Tha Keng Khong Luang Port, local port)	None	None

*Table: P2.3. Infrastructure conditions at CLV DTA provinces in Viet Nam*

Criteria	Gia Lai	Dak Lak	Kontum	Dak Nông	Binh Phuoc
1. Distance to international and domestic airports	- Pleiku airport - To Tan Son Nhat airport is 650km, 1 hour flying - To Noi Bai airport is 836km, 1 hour 30 minutes flying - Pleiku Airport to Cat Bi airport about 1 hour 45	- Buon Ma Thuot airport - To Tan Son Nhat airport is 259,68km - To Pleiku airport is 189.1 km	- Distance to Tan Son Nhat airport is 568.1km - To Pleiku airport is 44.1 km - To Buon Ma Thuot airport 230.7km	- To Tan Son Nhat airport is 260.9km - To Pleiku airport is 272.5km - To Buon Ma Thuot airport 94.5 km	- To Tan Son Nhat airport is 131.3km - To Pleiku airport is 423.9km - To Buon Ma Thuot airport is 246km

Criteria	Gia Lai	Dak Lak	Kontum	Dak Nông	Binh Phuoc
	minutes flight.				
2. National highways and provincial roads	- Highway 14, 19, 25, 14C	- Highway 26, 27, 29, 14, 14C	- Highway 14, 24 - Provincial Highway 671, 675	- Highway 14, 14C, 28 - Provincial Highway 681, 682, 683, 684, 685, 686	- Highway 13, 14 - Provincial Highway 741
3. Connect with the national power supply system	01 500kV Pleiku transformer station has an installed capacity of 1600MVA, 10 sections of 500kV and 220kV lines with a length of over 600km, a 500kV Pleiku 2 transformer station in which the 220kV transmission lines connect with your Laos and Cambodia.	The grid system in the province includes: 500kV, 220kV, 110kV, 35kV, 22kV, 10kV, 0.4kV lines. The whole province has 02 220 kV transformer stations; 9 110kV transformer stations; 01 35 kV transformer station; 01 transformer station 22 and 10 / 0.4 kV; 407,640 1-phase meters and 28,312 3-phase meters	High voltage grid with 500kV, 220kV and 110kV lines, total length of 487.21km; medium and low voltage grid with a total length of nearly 3,600km	Grid system 97.29km line 35kV, 1.633km line 22kV, 1,863km low voltage line 0.4kV, 3 intermediate transformer stations with a total capacity of 23,200kVA and 2013 transformer substations with a total capacity of 316,000kVA	3,642km medium voltage electrical network, 3,582km low voltage and 6,969 distribution transformer station with a total capacity of 949,546kVA
4. Connection to the national water supply and drainage system	Good	Good	Good	Good	Good
5. Number of waterway ports and connectivity	None	None	None	None	None



### ANNEX 3. Summary on tourism potentials in CLV DTA provinces

Table: P3.1. Tourism potentials in CLV DTA provinces in Cambodia

Criteria	Ratanakiri	Kratie	Monduliri	Stungtreng
1. Tourist sites currently in operation	<ul style="list-style-type: none"> <li>- Yeak Loam Lake: Managed by communities and Ministry of Environment.</li> <li>- Ka Chanh Waterfall: Managed by communities.</li> <li>- Katieng Waterfall: Managed by communities.</li> <li>- Cha Ong Waterfall: Managed by communities.</li> <li>- Ou' Sinlair Waterfall: Managed by communities.</li> <li>- Lumkut Lake :Managed by communities and Ministry of Environment.</li> <li>- Tat Tay: Managed by communities.</li> <li>- Lumphat Wildlife NR and Virachey NP: Managed by Ministry of Environment.</li> <li>- Veal Rom Plong Eco Site: Managed by Ouchum commune.</li> <li>- Teuk Chour Teong: Managed by communities.</li> <li>- Yeak oum-Yeak kara Lake: CBT model is in the progress of establishment.</li> <li>- Phnom Eisey Batamak : Managed by</li> </ul>	<ul style="list-style-type: none"> <li>- 16 sites including CBET (as attached)</li> <li>- 7 historical sites - History</li> <li>- 8 natural resorts</li> <li>- 4 eco-tourism sites and communities</li> </ul>	<ul style="list-style-type: none"> <li>- The Bousra Waterfall: invested by K'Ry Resort.</li> <li>- Chrey Yus waterfall: invested by Ms. Seng Socheatta.</li> <li>- Ophlay Resort: invested by Seng Socheata</li> <li>- Romanae Mouy Waterfall Resort: invested by Preap Sovath investor.</li> <li>- Chrey Thom Waterfall Resort is being developed by the Tourism Department Monduliri and Phumkhgum organization. This resort governed by ethnic minority Committee.</li> <li>- Sea Forest Resort has been invested by Mr. Huy Hay.</li> <li>- Oromis Resort eco-tourism is investing by Mr. Huy Hay.</li> <li>- Phnom Doh Kramom Resort is managed by of Culture and Fine Arts Department of Monduliri province.</li> <li>- Phnom Kraol Cultural Resort (Establishment by Management Committee, named Inter-Commune Committee)</li> <li>- Chamkar Café Resort Agro-Tourism is being invested by Mr. Bou Sopheap.</li> </ul>	<ul style="list-style-type: none"> <li>- 10 sites including CBET</li> <li>- 3 historical sites</li> <li>- 3 natural resorts</li> <li>- 6 Eco-tourism zones and communities</li> </ul>

Criteria	Ratanakiri	Kratie	Mondulkiri	Stungtreng
	Eisey Rotanaram pagoda located in Sangkat Beoung knseng krong Banlong. -Koh Sampov: Governed by community base tourism. - Phum khmer Resort: Managed by Mrs. Phu Rommnea. (private ownership)			
2. Potential sites	- Virachey National Park: 54km away from town is rich in biodiversities and waterfalls. - Yeakmay lake: A volcanic eruption the same time with Yeaklom Lake is preparing to be a tourism community (Governed by community base tourism) - Teuk O'Tmor Ro El: This location has water flow full year and many tourists to visit. (managed by private sector)	Koh Trong CBET, River Dolphine Kampi, Kampi Resort, Wat Sosor 100, Koh Pdoa CBET, Koh Samseb CBET, admire the Mekong River sunset, bath the Mekong River and visit the life of the people along the Mekong River	- Keo Seima Wildlife Sanctuary covers an area of 292,690 hectares. - Phnom Prich Wildlife Sanctuary covers an area of 222,500 hectares. - Lumphat Wildlife Sanctuary (Mondulkiri Province) covers an area of 48,374 hectares. - The Srepok Wildlife Sanctuary covers an area of 429,438 hectares. - Namlear Wildlife Sanctuary covers 21,933 hectares. - Besides of the wildlife sanctuary above, have more 17 potential of natural tourist sites such as: Bousra Waterfall, Oplay, Monorom Waterfall, Chrey Thom Waterfall, Chrey Yos Waterfall, Romanae I Waterfall, Romanae II Waterfall, Lengbukbras Waterfall, Leng khin-Leng ang Waterfall, Leng Tao Waterfall, O'chhveng Waterfall, Phnom Baychhao, O'damkom Waterfall, O'tengloeng Waterfall, Brampichorn Waterfall, Water, Sea Forest and Oromis.	KOK HAN,PREHS RUMKEL,O'SVAY,PHUM CHUMROKSAT,O'RUSEY KANDAL,KOK PREHS CBET, CHEAU TEAL River Dolphine Resort, and Staying Home Stay with the life style of the villager along the Mekong. each Community based Eco_Tourism. 05 potential historical tourist area along the Sekong River, San River and Srepok, in town and surround town. 06 communities base tourism 03 Indigenous Villages 02 potential tourist area along the Mekong River 03 potential natural tourist area along the Mekong River, in town and surround town. 03 potential natural tourist area along the Sekong River, Sesan River, Srepork, in town and surround town.

Criteria	Ratanakiri	Kratie	Mondulkiri	Stungtreng
				-VirakChey national Park -Presh KOR Temple -Old Pagoda (401 year old)
3. Ethnic minorities	-Tourism Ethnic minority zone (Tompuon) an attraction place in Sangkat Yeaklom Krong Banlung. - Tourism Ethnic minority zone (Prao) Taveng district. - Tourism indigenous people zone (Jarai) Ou Ya Dav district. - In addition to the above places, there are also more places covering 9 districts and city around the province because Ratanakiri has 90% indigenous people in the whole province.	Kouy and Pnerng	- Dakdam Commune, Oreang District, Mondulkiri Province, 15 km from the provincial town. - Pou Tang, Monorom Commune, Krong Senmonorom, 8 km from the provincial town. - Bousra village, Busa commune, Pichreda district, 38 km from provincial town.	Krang,Kouy,Poung,Charay,Ka vet,Kateag,Prov.
4. Festivals	-Hometown ceremony of indigenous people - Rice crop ceremony of indigenous people - Kap Krabei Phoek Sra (buffaloes Sacrifice) of indigenous people.	River festival, dolphin festival	- Cycling, Running, Soccer, Volleyball Rice festivals, indigenous food expo, indigenous peoples' sacred rites	River Festival,
5. Other cultural features: cuisine, music etc.	- Phroung soup, PiPhea soup, Charnang soup -Gong dance, traditional music (Charpei Klouk)	- Grapefruit juice - Sticky rice - Rice dance - Grapefruit dance - Dolphin dance	- Ethnic minority dance - Food of ethnic minority (Broung soup, Vek, Lve and jar white wine of ethnic people) - Crop rotation, traditional houses (turtles), handicrafts (towels, nations, clothes ...)	- Sticky rice

Table: P3.2. Tourism potentials in CLV DTA provinces in Laos

Criteria	Champasak	Salavan	Sekong	Attapeu
1. Tourist sites currently in operation	Total: 216 sites. 116 Natural sites (22 Open Service) 60 Cultural sites (28 Open Service) 40 Historical sites(10 Open Service)	Total 96 sites (53Natural sites, 37Cultural sites, 6Historical sites)	Total 38 sites (20 Natural sites, 6 Cultural sites, 9 Historical and 3 agri-tourist sites.	Total: 63 sites. Current in operation are 19 sites.
2. Potential sites	<ul style="list-style-type: none"> <li>- Wat Phu: The unique layout of Khmer architecture found at Vat Phou gained it the UNESCO World Heritage label in 2001 and makes it one of the highlights of any visit to Southern Laos. It only 47 km from Pakse city.</li> <li>- Water fall: Khone Phapheng (the biggest in Southeast Asia), Tad Fane, Tad Yuang.waterfall.</li> <li>- Donghausao NP, located in Paksong district, visiting waterfalls, tee and coffee plantation,</li> <li>- Explore the living activities in Four Thousand Island.</li> <li>- Phousalao temple located in Pahonthong district, 3km from Pakse</li> </ul>	Tad Lor-Tad Hung waterfall, Phouphasouk cave, the library of a Laos Buddhist temple (Hor Tay), Ongkeo Public Park, Taem cliff, Xe Xap Natural Protect Area, Kengku-Pakset waterfall, Huay Hun handicraft village, 4,000 Holes.	Tad Feak - Tad Hua Khon waterfall, Tad Hia waterfall, Kan Done Cultural Village, Kok Phung Tai village. Sinouk coffee Resort, Ta Teng farm resort and ginseng plantations in Dak Cheuang District.	<ul style="list-style-type: none"> <li>-Wat Sakhae Temple: is an ancient temple of Attapeu, the sacred Buddha image of Ongsene.</li> <li>-Wat Pha Saysettha Temple.</li> <li>-Tad Hua Khon Waterfall.</li> <li>-Nong Fa Lake</li> <li>-Xae Pha – Xae Ponglai Fall.</li> </ul>
3. Ethnic minorities	9 ethnic minorities:Katou, Xuoy, Laven, La Ve, Oy, Alak, Ya Hern, Lao and Ngea (Kriang).	10 ethnic minorities namely: Ta Oi, Ka Tang, Ka Tu, Pa Koh, Ngea, Lao Loum, La Ven, Soui, Phu Tai and A Luk	Include 10 ethnic minorities namely: Lao, Ka Tu,Kriang (Ngea),Ta Oi, Trieng,Yea, A Lak.La Vy, La Ven, Soui.	11 ethnic minorities namely: Oye, A Lak, Ya Hern, Lao, Ta Oi, Yae, Yru, Jeng, Ta Liang, Sa Dang and Brao.

<b>Criteria</b>	<b>Champasak</b>	<b>Salavan</b>	<b>Sekong</b>	<b>Attapeu</b>
4. Festivals	<ul style="list-style-type: none"> <li>- July: Boun Khao Phansafestival (Buddhist Rent Ceremony)</li> <li>- August: Haw Khao Padup Din festival(Rice Growing Festival)</li> <li>- September: Haw Khao Salack festival (Ancestor Festival)</li> <li>- October: Boun Ock Phansa festival celebrated in October as the end of Buddhist lent.</li> <li>- December: Boat Racing Festival</li> <li>- Rocket Festival: Festivals take place in May, June and July.</li> <li>- February: Wat Phou Festival:</li> <li>- Boun Pi Mai (Lao New Year) Festival: is celebrated in Laos from April 14-16</li> <li>- Boun Pha VetFestival (Phavet’s parable).</li> </ul>	<ul style="list-style-type: none"> <li>- October - December: Traditional Boat Racing festival in Salavan, Khong Xe Don, Lao Ngam.</li> <li>- April: Lao New Year in Tad Lor waterfall.</li> <li>- February: Ngae festival of Tumlan, katang ethnic group.</li> <li>- Wat Pha Bad temple Buddhist festival.</li> </ul>	<ul style="list-style-type: none"> <li>- January: ethnic City pillar festival</li> <li>- January: Phao than festival</li> <li>- April: Rafting festival</li> <li>- July: Buddhist Lent.</li> <li>- August: Buddhist Festival (Bun Ho Khao Pa Dup Din, Bun Khao Sa Lak, etc....)</li> <li>- Boat Racing festival.</li> </ul>	All ethnic minorities have their own traditional festivals in every district. The main festival is Pha Thad Xaysettha festival, Lao New Year,
5. Other cultural features: cuisine, music etc.	<ul style="list-style-type: none"> <li>- Tradional folk music:</li> <li>- Si Phan Done folk music</li> <li>- Traditional Cuisine:</li> <li>- Mekong Fish soup (Tom Pa)</li> <li>- Minced fish Salad (Koi Pa)</li> <li>- Minced Meat Salad (Xin Koi)</li> <li>- Meat soup (Tom Xin)</li> <li>- Fish source with chili (Jeo Pa Ka Tao)</li> <li>- Malva Nuts Salad (Lap Mak Choong)</li> <li>- Mango Jam (Mak Muang Phen)</li> </ul>	<ul style="list-style-type: none"> <li>+ LocaltraditionalMusic:</li> <li>- Salavan music and dancing.</li> <li>- Tra Le Mone music and dancing of Ta Oi ethnic.</li> <li>- La Peup music and dancing.</li> <li>+ Local Cuisine:</li> <li>- Salavan Satled fish sauce.</li> <li>- Bamboo soup.</li> <li>- Na Pong Grilled</li> </ul>	<ul style="list-style-type: none"> <li>LocaltraditionalMusic:</li> <li>- Ka Tuo Ethnic minorities music is Lam Tak Mouan.</li> <li>Local Cuisine:</li> <li>- Chicken with bamboo tree.</li> <li>- Fish soup with egg ant.</li> <li>- Koi fish/meat.</li> </ul>	<ul style="list-style-type: none"> <li>+ Handicraft: Pottery in Ban Thahine: families in the village perform all stages of the pottery making process from collectinf the earth of buring and glazing the vases.</li> <li>+ TraditionalTextiles: Traditional Hmong flute, called the “Kaen”, Taliang weaving.</li> </ul>

Criteria	Champasak	Salavan	Sekong	Attapeu
		Chicken. Sweet Snails and ginger sauce (can be found during June-August)		

*Table: P3.3. Tourism potentials in CLV DTA provinces in Viet Nam*

Criteria	Gia Lai	Dak Lak	Kon Tum	Dak Nong	Binh Phuoc
1. Tourist sites currently in operation	35 sites (16 natural sites, 6 cultural, 13 historical)	Total 28 sites (12 natural, 07 cultural, 03 historical, 6 other types)	<ul style="list-style-type: none"> <li>- Kon Tum city has: Provincial Museum, Kon Tum Prison relics, Chua Ai Pagoda, wooden church, Kon K'Tu Community Tourism Culture Village, Dak Yen Lake Tourist Area ...;</li> <li>- Kon Plong District: Resort of Mang Den resort;</li> <li>- Sa Thay district: Chu Mom Ray National Park, Chu Tan Kra monument, Seven-storey waterfall, Ja-Ray Waterfall, Bere Y Falls, Chuomomray Peak, Thu (Wildlife) Garden, Ja Bocmeadow, Historical High Peak relic 1015 (Charlie) Ro Koi commune - 1049 (Delta) Ho Moong commune;</li> <li>- Ngoc Hoi District: Dak Rang Cultural Village, border landmark of Viet Nam - Laos and Cambodia;</li> <li>- Tu Mo Rong district has: Provincial Party Committee Base, Community tourism villages...;</li> <li>- Dak Glei District: Cultural Communal House in Long Nang Village, Ecotourism Dak</li> </ul>	Ea SnoLake, West Lake ..; many beautiful waterfalls such as Dak G'lun, Don Sap, Gia Long, Trinh Nu (Virgin) waterfalls and the NR Nam Nung (over 12.300ha)	Total of 39 sites (6 archaeological, 27 historical, 3 sightseeing, 1 architectural, 2 historical – sightseeing) and other tourist attractions such as Bu Gia Map NP, S'tieng Soc Bom Bo ethnic cultural preservation site, Bu Lach, My Le ecotourism, etc.

Criteria	Gia Lai	Dak Lak	Kon Tum	Dak Nong	Binh Phuoc
			Trot Stream, Dak Pek Victory Historical Heritage Area, Historical relic of Dak Glay Prison, Historical relic of the resistance village of Xop Do, Dak Che waterfalls ecotourism, Community Tourism Village; Community Tourism Village, Ecotourism in Nature Reserve Ngoc Linh, Dak Long Cave, Community Tourism villages ...; - Ia H'Drai district is exploiting tourist sites: Ecotourism site "Fishing village", Ecotourism site "6-levelwaterfall", Culturetourism site "Culture village of Thai ethnic group".		
2. Potential sites	Sea Lake, Kon Chu Rang NR, Kon Ka Kinh NP, Phu Cuong Waterfall, Mo Waterfall, Hang Doi (Bat cave) Waterfall, K50 Waterfall, Minh Thanh Pagoda, Volcano Chu Dang Ya ...	- Chu Yang Sin NP, Ea So NR, Lak lake environmental historical forest, Nam Ka special-use forest, Ea Kao lake; - Waterfalls: Bim Bip, Draï Yong, Draï Đông; - Breeding farm – tourist site Krong A; - Community base tourism village: Ako Dong, K'Mruong Pray B, Jang Lanh, Tring, Ja, Sut M'đut ...	- Ngoc Linh NR, Chu Mom Ray NP, Dak Uy forest... Mang Den and Kon Plong ecotourism resorts have been planned to be built by the government until 2030 to become a National tourist area. Bo Y International Border Gate is associated with the Viet Nam-Laos & Cambodia border three-way landmark which is favorable for tourism development. - Kon Tum also has many historical and revolutionary and cultural relics such as Kon Tum Jail historical relic; Mang Den victory relic (Kon Plong district), Dak To - Tan Canh victory relic (Dak To district) ... Indochina junction and Ho Chi Minh trail - the legend of Viet Nam Revolution history, having a great attraction for nostalgic tourism and battlefields return visits.	- Ta Dung NP is wider than 22,937.7 ha - Dak Nong Geopark - Bon Bu Nor historical site, Dak Mil Jail, B4 inter-provincial 4resistance base zone, 722 Hill relic ...	Bu Gia Map NP, Cat Tien NP, The Relics of the Headquarters of Liberation Army of Southern Vietnam (Ta Thiet), S'tieng Soc Bom Bo ethnic cultural preservation site, Dak Mai waterfall, Dung waterfall, Bu Lach, etc.
3. Ethnic minorities	34 ethnic groups include Jrai, Bahnar,	47 ethnic groups:	With over 22 ethnic groups living together, of which ethnic minorities make up more than	40 ethnic groups, including the	41 ethnic groups, mainly Khmer,

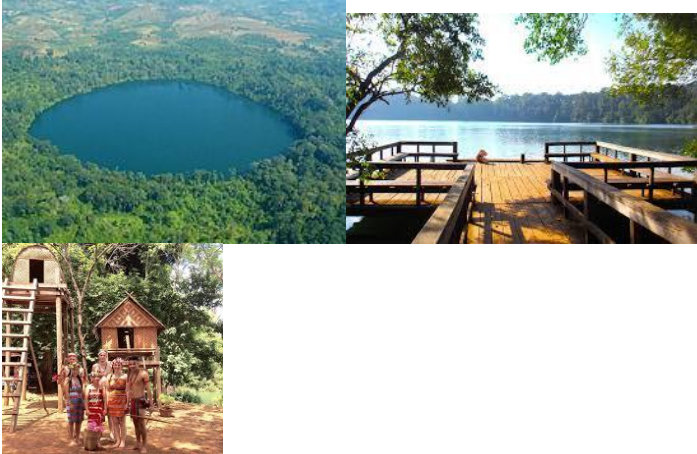



Criteria	Gia Lai	Dak Lak	Kon Tum	Dak Nong	Binh Phuoc
	Tay, Nung, Thai, Meo, Man, E De, M'Nong, Ho Re, Kho Me, Xe Dang, Hoa ...	Kinh, Ede, M'nong, Jrai, Nung, Tay, Hmong, Thai, Muong, Dao, Xo Dang, San Chay, Hoa, Bru - Van Kieu, Kho Me, Tho , Chut, Ba Na, Lao, Cham, Hre, San Diu, Co Ho, Raglai ...	53%, there are 7 ethnic minorities including: Xo Dang, Bana, Giiep-Trieng, Gia Rai, Brau and Ro Mam, Hre. ..	artistic culture of the local ethnic minority people (M'nong, Ma and Ede) are increasingly interested in preserving and promoting such as gongs and rock herds.	S'tieng, Hoa, Tay, Nung
4. Festivals	<ul style="list-style-type: none"> <li>- April: Yang Pao Apui's rain praying ceremony</li> <li>- November: Wild sunflower and Chu Dang Ya Volcano festival; New rice celebration festival</li> </ul>	<ul style="list-style-type: none"> <li>Elephants racing Festival;</li> <li>○ Ceremony to worship the flowering rice of the Ede ethnic people;</li> <li>○ Grave-leaving ceremony;</li> <li>○ Feast of water wharf of the Ede ethnic group;</li> <li>○ New rice meal ceremony of the Ede ethnic group;</li> <li>○ Gong festival;</li> <li>○ Health offerings for elephants;</li> <li>○ Boat racing Festival...</li> <li>- • Buon Ma Thuot</li> </ul>	- 25 festivals are collected, researched, restored in the past years, typical: The wedding ceremony of the Brau people, the ceremony to celebrate the new rice of Ro Mam people in Kon Tum, the grave-leaving ceremony of the Ro Mam people in Kon Tum.	The N'ngông epic of the M'ngông people has been recognized as a national intangible cultural heritage (2014).	Pha Bau Festival, crop festival, S'tieng rain praying ceremony, Khmer group's Chol Chnam Thmay New Year Festival, Ba Son Giang Fane Festival, etc.











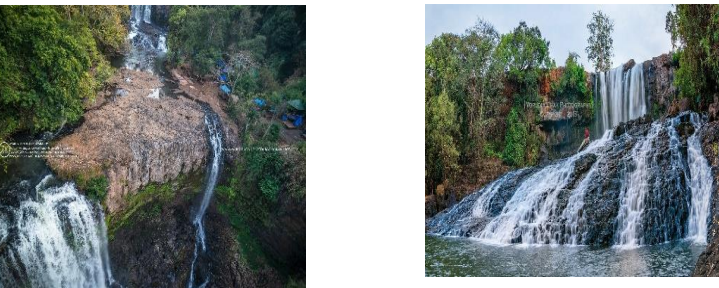

Criteria	Gia Lai	Dak Lak	Kon Tum	Dak Nong	Binh Phuoc
		Coffee Festival			
5. Other cultural features: cuisine, music etc.	<p>+ <i>Traditional music</i></p> <ul style="list-style-type: none"> <li>- Gongs at festivals such as celebrating new rice, leaving graves, giving thanks</li> <li>...</li> <li>- Folk songs, Khan telling</li> <li>- <i>Manufacturing musical instruments:</i> Klong Put, T'rung, Goong ...; Sculptured tombs</li> <li>+ <i>Cuisines:</i></li> <li>- Dried Pho (Pho 2 bowls)</li> <li>- 1 sun - ant salt beef</li> <li>- Rice grilled chicken, bitter coffee with noodles</li> </ul>		<p>All customs and practices are often concentrated in the folk festival system, dense throughout the year and rising in the dry season (from November of this year to the end of March next year) ).</p> <p>- Folk festivals gather on 3 main lines: The process of developing upland rice, throughout a human life (from cradle to the grave) and around the village's fortunes.</p>	Brocad weaving and knitting	<p>Gong, traditional polk, folk songs, instrument creations of flute, lip horn, bamboo guitar.</p> <p>Cuisine: Nhip leaves, Lam Rice, pipe rice, Boi soup, Thut soup, etc.</p>







Table P3.4: Description of tourism resources in the CLV DTA in Cambodia






Tourism resource	Description	Image
Ratanakiri		







<p>Yeak Loam lake</p>	<p>Located 5 km southeast of Banlung. Lake Yeak Loam (crater) is the most beautiful lake Ratanakiri was formed by a volcanic eruption nearly 4,000 years ago with 50 m deep, 800 m in diameter, surrounding the lake with a 2,500 m walkway. There is a very beautiful Wooden Craft Museum.</p> <p>This area has a number of relatively good technical facilities, both ethnic forms of residence and international visitors.</p>	
<p>Mount Eisey Patamak</p>	<p>At the top of Phnom Svay, which is 2.5 km from Banlung, there is a Buddha lying statue. The statue looks outward to Laos to have a glimpse over the North of Laos and the East of Viet Nam</p>	
<p>Many beautiful waterfalls, with large amounts of water all year round</p>	<p>Kachang Waterfall is located 6km. north - west of Banlung. This waterfall is located in the Kontung stream and flows into the Sre Pok river. Its height is 12 m and water flows and falls throughout the year. A beautiful or magnificent landscape and a large amount of mist surround the waterfall.</p>	
	<p>Katieng Waterfall is located 7 km. north - west of Banlung. It is also located in streams Koutung, below Kachang Falls, 3 km. Its height is 10m. Ou sinlia waterfall is located 26 km south of Banlung. This waterfall has 4 levels and the each level height is 4m.</p>	







	<p>Cha Ung Waterfall is located 8 km west of Banlung. The water source that created this waterfall flows from Eisey Patamak mountain (Svay mountain), the waterfall is clear in color. Below this waterfall is a large lake</p>	
<p>Lumphat Wildlife NR</p>	<p>Area of 250,000 ha, is home to many special animals and birds. Is one of the most attractive attractions in Cambodia to see wildlife. The village of ethnic villages has many indigenous traditions.</p>	
<p>Virachay NP</p>	<p>Located 45 km north of Banlung. Land area is 332,500 ha. There are many trees and trees in the forest and a variety of animals and birds.</p>	
<p>Norng Kabat Forest</p>	<p>Located 23 km north of Banlung. Dense forest, many animals and birds come to bathe in the pond. Many ethnic villages with unique ethnic culture (traditional beliefs, festivals, dance, music),</p>	
<p>Ou Chaloy</p>	<p>34 km southwest of Banlung, is one of the famous tourist attractions in Ratanakiri. Ou Chaloy, Ratanakiri is located on the Sre Pok River. The river is a major branch of the Mekong River, which flows through the province to meet the Mekong River near Stung Treng town. Of the 440 km in length of the river, 281 km in the territory of Cambodia., The capital of the province. Should come in the dry season.</p>	
<p><b>Mondulkiri</b></p>		

<p>Pulung Village</p>	<p>Beautiful scenery, many natural scenic spots, cultural identity are preserved. Assessed by car or ride an elephant.</p>	
<p>Dos Kromom Hilltop</p>	<p>Locate in Dos Kromom Village, Sokhdom commune, Senmonorom city.  The mountain is covered with grass, where a worship altar is available on the hilltop for worshipping or praying based on the belief of the people.</p>	
<p>Keo Siema Wildlife Sanctuary, Phnom Prich wildlife sanctuary, Lomphat wildlife sanctuary, Sre Pork wildlife sanctuary and Nam Lear wildlife sanctuary</p>	<p>3000 km2 wide is the treasure trove of the largest mammal wildlife in the country. Besides the unprecedented number of yellow-tailed macaws and crested gibbons, an estimated 150 wild elephants - about half of Cambodia's total population live in the Nature Reserve, along with bears and cats.</p>	
<p>Many beautiful and grandious waterfalls</p>	<p>Busra Waterfall, located in Pou Til village, Bousra commune, Pichreada district, is 38 km from Senmonorom city by the road 76.  It is the largest waterfall in Cambodia and it is divided into three levels. This attraction is the most famous as an eco-tourism site in Mondulkiri province.</p>	
	<p>Monorom waterfall is 10m high, 4km from Sen Monorom to the Northwest (also called Sihanouk waterfall). It runs through such relics as the royal residence (rarely used), swimming at the waterfall foot</p>	

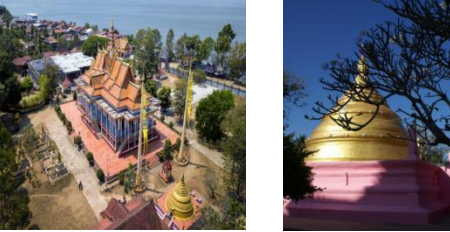


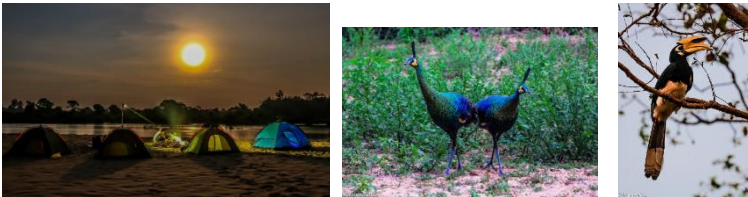
	is possible.	
	<p>Besides, other waterfalls available: Romanear I in Pou Trou village, Senmononrom commune, Ou Reang district, 17 km from Senmonorom.</p> <p>Romanear II waterfall, in Pourang village, Senmononrom commune, Ou Reang district, 12km from Senmonorom along National highway 76.</p>	 
	Leng Tao, a spectacular waterfall, merged in grandious forest, whose foot is a enormous lake. Swimming is possible and shading benefits tourists by surrounding giant trees.	
	O Tamkorn waterfall, Poulou village, Bou Sra commune, Pichreada district, is 60 km from Senmonorom city.	
	Leng Khin waterfall, Leng Orng in Pouyarm village, Senmononrom commune, Senmonorom city, is 26 km from Senmonorom along the National highway 76.	 

	<p>Besides, many other waterfalls available around Senmonoromcity: Lenk Pok Bras, Pou Trom village, Romanaea commune; Chrey Thom waterfall, Poules village, Dak Dam commune, Ou Reang district; Chrey Yus waterfall,Laoka village, Sokhdom commune; Leng Tao waterfall, Ouloung village, Romanaea commune.</p>	
<p><b>Stung Treng</b></p>		
<p>Waterfalls Sopheakmith/ Lbak Khaon</p>	<p>This is an area where the Mekong River drops 26m of rock face. In the rainy season, when the water level of the river rises and rises to the top of the riverbank, the massive mass and speed of the waterfall create a spectacular mist; while in the dry season, when the water recedes, the sharp rock surface threatens. The area exposed to the falls becomes a colorful, red, black and white stone field.</p>	
<p>Temple Thala Barivat</p>	<p>A historical monument of Preah Ko, a 7th-century brick temple of King Jayavarman I. Preah Ko consists of six brick towers arranged in two rows of three towers, each tower on a flat platform. sandstone. This is one of the first temples built during the Angkor period.</p>	
	<p>In the vicinity there are several other small ancient temples; Prambuon Lveng Temple, Srei Temple and Angkor Kmao Temple. Temple of Kho Ba Cave, a 300-year-old temple in Hang Kho Ba village, is 6 km from the provincial town.</p>	
<p>Commune of Ousvay Ramsar (Wetland Area in Mekong River)</p>	<p>Consisting of 5 villages (OuSvay, OuRun, Koh Phnov, Koh Hib and Voeunsien Village), covering an area of more than 120,000 hectares and includes four islands. Ramsa wetland sanctuary is protected by law as a</p>	

	special breeding area for spawning hundreds of species of fish, birds and other wildlife. Along the Mekong River many white sand beaches, rapids, mango forests, many wild animals.	
Commune Preah Rumkel, Thala Borivathdistrict	Borey Ousvay Senchey district (new district)  CBT, homestay. This river offers freshwater dolphins watching. Accessible by boat in 1 hour from Stung Treng.	 
Village Koh Phnov	The island village of more than 3 km long and about 1.5 km wide is chosen as an ecotourism community because of its natural beauty, only exploited during the dry season. The village is surrounded by white sand beaches along the Mekong River, the east and west of the island has many clear waterfalls. Along with canals and rapids with forests and many species of birds live.	 
Siem Pang Wildlife Sanuary and Virachey National Park	90km from Stung Treng town to the North, vulture conservation zone, Kawet Ethnic Minority settle and tradional horiculture around Virachey National Park and Mountain and Waterfall in National Park as the high potential. The potential road connected to Vooun Sai District in Ratanakiri province	 
<b>Kratie</b>		







<p>River Dolphin</p>	<p>Irrawaddy Dolphins about fifteen to twenty of these rare freshwater dolphins make their home on a beautiful stretch of the Mekong River near small rapids. They make an upward arch, which breaks the surface of the water as they swim towards the area. They are not jumpers like their sea-faring relatives and are quite a bit shy as well. They have good reason to be shy towards humans as they have been hunted and killed by fishermen in the past. The hope is that their numbers will slowly increase, as more fishermen in the area are educated about them. They are most active in the early morning hours (around 6 am) and the late afternoon and early evening hours.</p>		
<p>KampiResort</p>	<p>A wonderful natural resort, a haven for dolphins. Along Highway 7 to the north is about 15 km from the provincial town. There are thousands of islands full of green plants, many white sandy beaches offer swimming possibilities, clear water as mirror, with a depth of 0.5-1.30 meters and flowing at negligible speeds. Services and facilities available for tourists.</p>		
<p>Koh Pdao CBET</p>	<p>A beautiful island to watch Dolphins freshwater on the Mekong River. Enjoy the breathtaking scenery of the Mekong landscape, especially the sunrise and sunset, especially enjoy with community activities such as: volunteer activities to support community, cycling, homestay, cooking class, and enjoy the local lifestyle experiences.</p>		
<p>Hundred pillar pagoda</p>	<p>Located in Sam Bor district, 36 km away, to the north of the provincial town by highway No. 7. On the Khmer Lunar new year festival, the four-day festival is</p>		







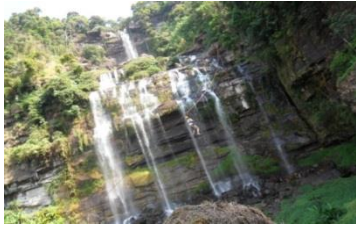





	<p>celebrated starting at Vihear Sar Sar-100 first, then Vihear Kork and Vihear Lao lastly. The pagoda was built in 1806 (30m x 30m). At the 100<sup>th</sup> colum, Preah Ang Chan Reachea II was deposed for dedicating to the power of Viget sar sar-100 to maintain the sould of Preah Neang Varakak, whose daughter was swallowed by the crocodile Nen Thun. Viget Sar Sar-100 is different to other temples as it faces to the North.</p>	
<p>Koh Trong CBET</p>	<p>Koh Trong is the perfect example of serene, unspoiled Cambodian rural life.</p>	
<p>Roka Kandal Pagoda</p>	<p>It's located 2km from the town long the road N. 73. The temple, where is located next to the Mekong river with amazing sun set view, was built of wood.</p>	
<p>Koh Samseb CBT</p>	<p>It is a large water basin with many uninhabited green islands, home to giant species of fish and endangered birds. Camping activities on the white sand beach of the Mekong River are organized: cruising, fishing, bird watching, community life exploring</p>	







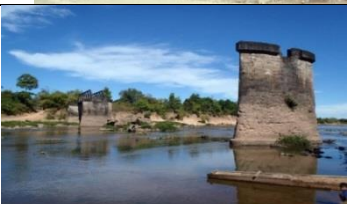
TableP3.5: Description of tourism resources in the CLV DTA in Laos





Tourism resource	Description	Image
Champasak		

<p>Konphapeng Waterfall</p>	<p>Khonephapheng Waterfall is the great sightseeing in Laos. The waterfall is the the largest waterfall in Southeast Asia, People call the Angara of Asia, thundering Khone Phapheng is one of the most inspiring and popular attractions in the province. The final destination in the Southern Laos. It's about 148 km from Pakse.</p>		
<p>Vat Phou Temple</p>	<p>Vat Phou Champasak is the 2<sup>nd</sup> world heritage site in the Lao PDR. in 2001 by UNESCO.</p> <p>It is a historic tourist destination with breathtaking natural beauty in the architecture.</p> <p>One of the 10 most attractive attractions in Laos. Big festival in January 1-2 each year. It only 47 km from Pakse city.</p>		
<p>Somphamith Waterfall</p>	<p>It's one of the most attractions waterfall in Champasak Province, which is located in Bankon Village, Kong district.</p>		


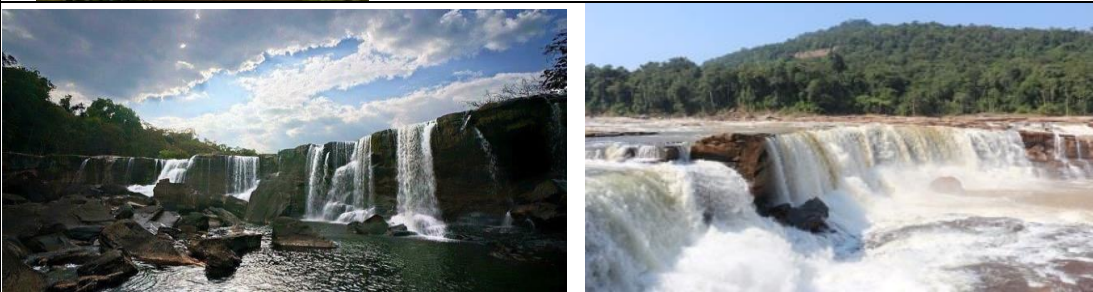


Tad Fane Waterfall	The impressive twin 120 meters. located in the Dong Hua Sao National Park on the Bolaven Plateau, is breathtaking feat of nature. One of the most magnificent falls in South East Asia; it combines two rivers to form stunning twin 120m high waterfalls.		
Tad Yuang Waterfall	It's 50 meter high, truly picturesque waterfall surrounded by beauty nature, located in Paksong district, 40 km from Pakse and it is one of the impressive waterfalls in the area of Bolaven plateau by following a path to lookouts at the top, middle and bottom of the gorge.	 	
Don Deng Island	Don Deng Island is a charming place with friendly locals and some beautiful scenery. Located in Pathomphone District.	 	
Tad Jetson Waterfall	Located in Dong Hua Sao forest National Park. This area is extremely exciting for those interested in natural landscapes.	 	

<p>Phousalao temple</p>	<p>Located in Pahonthong district, 3 km from Pakse, by Mekong river.</p>	
<p>Si Phan Don (4,000 islands)</p>	<p>It is a group of islands in the Mekong . The area’s main attractions are its rural character, the tranquility, the opportunity to watch the rare freshwater Irrawaddy dolphin and next to the Khone Phapheng falls.</p>	
<p><b>Salavan</b></p>		
<p>Tad Lor</p>	<p>This beautiful waterfall is the most well-know tourist destination in Salavan Province. Located in Sengvang Village, about 31 km from the capital of the province, it can be access both dry and rainy season.</p>	


Tad Soung	Tad Soung is a famous fountain of Salavn Province, located in Khiengtadsoung village, 4 km from Tad Lor and about 35 km from Salavanh district. it's origin from the Saset River and it's 90 meters high.			
Kengku	Kanggue is located in PhumSavan andKeng Noy villages, Vapi District. It's far from Salvanh district about 40 km on 15A road, it's also beautiful waterfall can be access both dry and rainy season			
Siphankoum (4,000 holes)	It's located in Ban tha Village, Lakhonpheng District, border with Thailand. Tourist can see wonderful hole after Mekong river drops in dry season. Many holes can be seen in the area.			
Kang temple (Hor Tai)	Wooden temple is located in Bankang Village, Salavan District. It's the cultural heritage and finest arts where the buddhist teaching scripts are kept.			
Suphanuvong bridge	The old bridge at Darn village, was built in 1942.you can see good view and historical relics, about 27 km on 15A Road from Salavanh district			

Phouphasouk cave	This wonderful cave is located in Salavanh district, only 20 km from the capital of province. It can access from the route 20 to Viet Nam border.	
<b>Sekong</b>		
Kandon Village	Traditional houses in Kan Don Village. Located in Thateng District.	
Tad Feak Waterfall	Located in Darn Village, Lamarm District. Has been tourists popular.	
Tad Hua Khon Waterfall	Tad Hua khon is Located in Darn Village, Lamarm District. It is the one of most famous tourist site in Xekong Province.	




Sinouk coffee resort	Located in Thateng District and it's a lodge that allows travelers to experience the verdant, fertile landscape of Bolaven Plateau.	
Hia waterfall	It's located in Mo Village, Lamam District.	
Tha Teng Farm and Resort	Tha Teng farm and resort is located at Kongtayoun village, Thateng district. This relaxed area is 82 km from Pakse, 42 from Paksong and is also lies on the coffee trail of 4 provinces.	
<b>Attapeu</b>		
Wat Pha Saysetha	Wat Pha Saysettha and Stupa is the most renowned and is easy to reach from Attapeu Town. The religious site was built in 1577 in honour of Lane Xang Kind Saysetthathirath, who died nearby.	



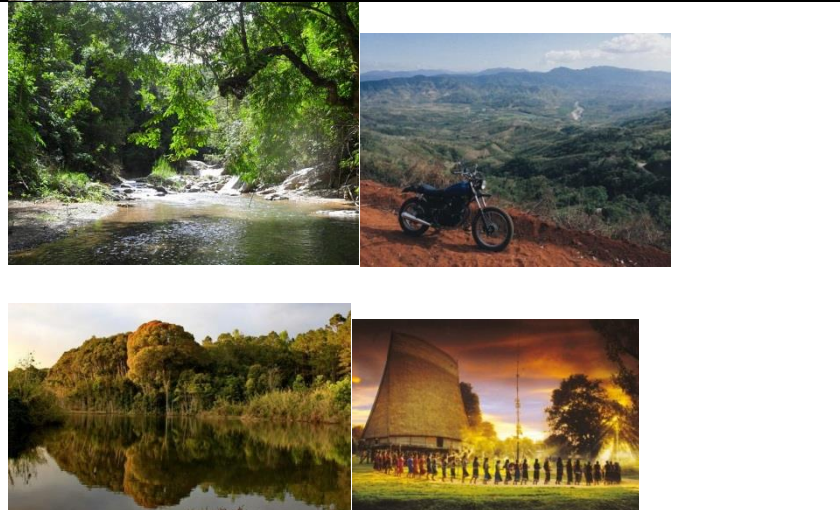
<p>Sakhae Temple</p>	<p>The ancient temple of Attapeu, the sacred Buddha image of Ongsene is one of the holiest of relics. Vat Sakhae is located at Ban Sakhae village, Xaysettha District far from the Attapeu town about 23 km on the road direction to Sekong province.</p>	
<p>Tad Saepha Waterfall</p>	<p>Tad Saepha water fall is on the Xe pian river in Xepain National Protected Area, which is 61 kilometers far from Samakkixay District, . 23 meters high and 120 meters wide. The site is very crowded at weekends and holidays</p>	
<p>Tad Sae Pong Lai Waterfall</p>	<p>It's located on Hinlat Village, Sanxay District. Very beautiful waterfall in southern of lao. This spectacular waterfall was unfortunately heavily affected by the 2018,SO it's difficult to reach. About 7km far from Tat Sae Pha.</p>	
<p>Tad Huakhon waterfall</p>	<p>Located at Meunhuameuang village, Samakhixai district, It formed by Xenamnoi river. It is 100 meters wide and 7 meters deep. .</p>	






<p>Nongfa lake</p>	<p>Is is formally a volcano crater in a mountainous area of Sanxay district. , This lake is amidst the serene nature and bordered by the peaks of mountain ranges. The intact lake offers the blue water all year round which is ideal for swimming, relaxing and sightseeing.</p>	
<p>Thong Kai oke plain</p>	<p>It is located in Vangtad village, Xanxay district, 193 km from the capital of the province and 15 km from Nongfa Lake, it's large plain with its mystery history.</p>	
<p>Pottery</p>	<p>The village has a longstanding tradition of pottery making. It's located in Thahin Village far from the town about 6 km</p>	
<p>Traditional weaving</p>	<p>Taliang Weaving Village in Sanxay District. Attapue Province</p>	

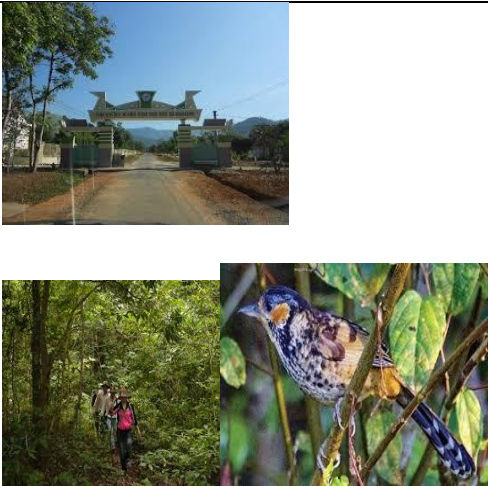

*Table P3.6: Description of tourism resources in the CLV DTA in Viet Nam*

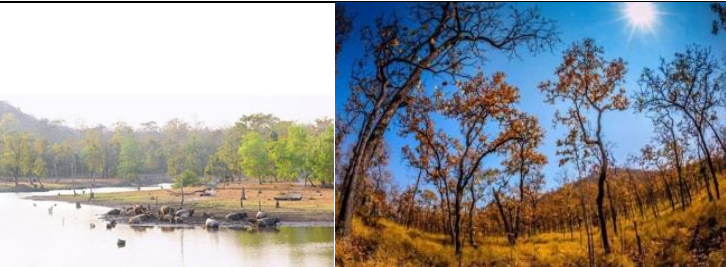



Tourism resource	Description	Image
<b>Kon Tum</b>		
Mang Den pine forest	<p>- Located in Kon Plong district, more than 50km from Kon Tum city between two Violak passes and Mang Den on Truong Son peak.</p> <p>- Such as “Mountain beauty” of the Central Highlands</p> <p>- There are primitive forests and many lakes and waterfalls. Located at an altitude of 1,100 - 1,400 m above the sea, between thousands of pine trees and forest flowers, the weather in Mang Den is always cold.</p>	
Wooden church	<p>One of the amazing church in Roman architecture in combination with Ba Na stilt house, the church, which is entirely made of wood featured with eye-catching arches and colourful glass doors, is located in a nature harmonized campus and in the centre of Kon Tum city.</p>	
Kon Tum bishopric	<p>The bishopric, which was built in 1935 in a combination of Western and traditional architecture, is merged in peaceful and traditional space. It is considered as a converged museum of living and farming tools tangible culture objects of indigenous people who are living in the area.</p>	



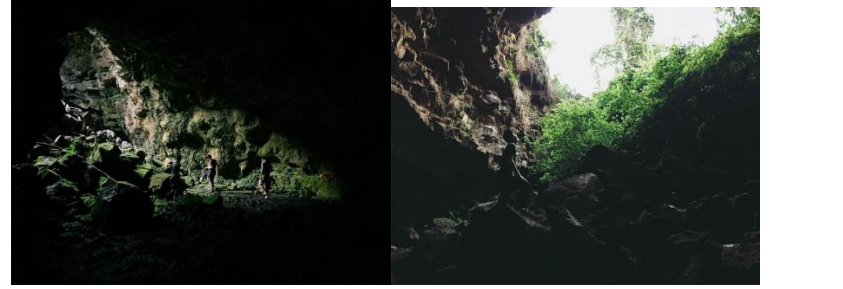
<p>Kon Klor communal house</p>	<p>Kon Klor communal house, which is featured with the surface length of 17m, width of 6m and the height by the roof top is 22m, is the largest one in the Central Highland and is the venue for Ba Na community culture performance</p>	
<p>Indochina junction</p>	<ul style="list-style-type: none"> <li>- Legend junction of Viet Nam, Laos and Cambodia.</li> <li>- This is the place where is linked with the story of a chicken crow can be listed by all 3 countries.</li> <li>- The landmark of marble, 2m high, weighs nearly 900kg, is placed on an altitude of 1,086m is one of the two border landmarks to name three countries of Laos - Viet Nam - Cambodia. The triangular landmark, each triangle side faces to the territory of the respective country with a their formal national emblems.</li> </ul>	
<p>Chur Mom Ray NP</p>	<ul style="list-style-type: none"> <li>- 30km northwest of Kon Tum town, located in the two districts of Sa Thay and Ngoc Hoi.(56,000 ha), the only national park in Viet Nam adjacent to neighboring Laos and Cambodia. Next to Chu Mom Ray NP is Virachey NP of Cambodia and Laos' Southeastern Mekong NR.</li> <li>- At visit to Chu Mom Ray, tourists can visit ethnic villages, get acquainted with ethnic HLang, Gia Rai, Ko Dong, Ro Mam or Bo Rau people - one of the ethnic groups with population at least in 54 ethnic groups of Viet Nam.</li> </ul>	

<p>Dak Bla river</p>	<p>- 139km long, originating from the foot of Ngoc Linh mountain in Tu Mo Rong district, down the west direction, running through Kon Tum and Gia Lai provinces, flowing into Se San river. It flows in the East - West direction, which is in contrast with other rivers' current in Viet Nam, so the local people often call the backward river .</p> <p>- In contrast to the upstream side, the two sides of Dak Bla river emerge the steep cliffs creating the magnificent majesty, stimulating to adventurous tourists to explore.</p>	
<p><b>Gia Lai</b></p>		
<p>T'Nung lake (Lake Sea)</p>	<p>- About 7km from Pleiku city center, in Sea Lake commune, Pleiku city, Lake T'nung is one of the most beautiful natural lakes in the Central Highlands.</p> <p>- It consists of 2 interconnected reservoirs, nearly 300ha wide, emerald green water, located in the middle of a high mountain area, with a strip of land running into the middle of the lake, giving visitors a view of the whole scene. The road to Lake Sea is curving as beautiful as pictures, the two sides are full of green eyes. To be granted the title of monument to the National Victory on November 16, 1988; was recognized by the Viet Nam Record Organization in the Top 5 natural, beautiful and poetic lakes of 2014.</p>	
<p>Chur Đăng Ya volcan</p>	<p>- Located 30km from Gia Lai center to the northeast, 20km away from the famous Sea Lake tourist spot.</p> <p>- Chu Dang Ya belongs to the territory of Ploi lagri village, Chu Dang Ya commune, Chu Pah district</p> <p>- This is an extinct volcano since millions of years ago, a</p>	


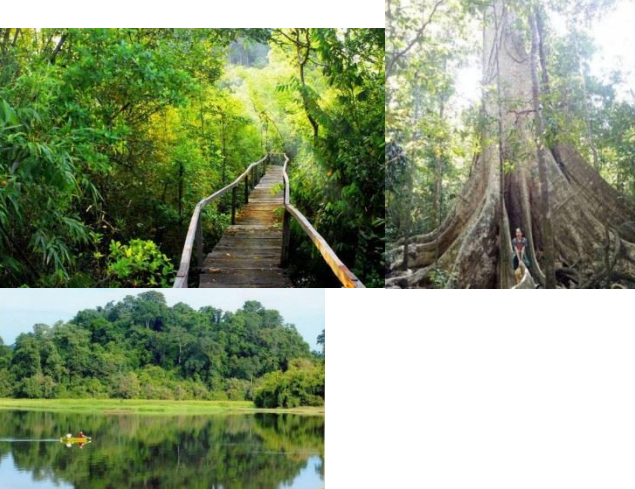
	<p>crater shaped like a funnel. Chu Dang Ya volcano is nestled among green and majestic forest. Surrounding Chu Dang Ya are ancient and pristine forests. Each season, the mountain has its own beauty. In the dry season of the Central Highlands (the end of October to December of the solar calendar), wild flowers bloom all over the slopes to enchant people.</p>	
Phu Cuong waterfall	<p>Phu Cuong Waterfall flows on the lava base of an inactive volcano, located in the area of Phu Cuong quarry, located in Dun commune, Chu Se district, 45 km from Pleiku city.</p> <p>This is a magnificent beautiful waterfall, the rainy season with high pillar falls, the dry season is like soft silk strips across the mountain; swimming is available on La Peet Stream to flow into Ayun River.</p>	
K50 waterfall (En cave waterfall)	<p>Located in the NR of Kon Chu Rang, K50 waterfall (Hang En), it is the largest of 12 large and small waterfalls.</p> <p>K50 waterfall has a height of 54m, strong water flow flows vertically to create a fanciful fog. At the foot of the waterfall there are large blocks of stone stacked on each other like terraced steps. This is a destination for adventurous travelers because of the long and dangerous route. The appropriate time to explore the waterfall 50 is from March to June and the journey of experience is usually 2 days 1 night.</p>	


<p><b>Kon Ka Kinh NP</b></p>	<p>Kon Ka Kinh NP is located on the border between East and West Truong Son, in the northeast of Gia Lai province, within the administrative boundaries of the communes: Dak Rong, Krong, Kon Pne (Kbang district), Ha Dong (Dak Doa district) and Ayun (Mang Yang district).</p> <ul style="list-style-type: none"> <li>- The park has 652 species of plants, especially valuable woods such as Pomu, Cam Lai, Trac, Huong ...; 42 species of mammals, 160 species of birds, 51 species of reptiles, frogs, 209 butterflies and many other species. Kon Ka Kinh area has a cool climate all year round, temperature from 18-200C.</li> <li>- In 2004, Kon Ka Kinh NP was recognized as ASEAN Heritage Garden at the National Conference of Southeast Asian Nations.</li> </ul>	
<p><b>Kon Chu Rang NR</b></p>	<ul style="list-style-type: none"> <li>- Located in Son Lang commune, K'Bang district covers an area of 15,900ha. There is a transition ecosystem between the East and West of the Truong Son range, the flora is quite rich and diverse. There are many beautiful waterfalls in the NR, especially the majestic waterfall 50 where the Con river headwaters.</li> <li>- is an ecological destination that attracts tourists and researchers.</li> </ul>	
<p><b>Dak Lak</b></p>		

<p>Yok Don NP</p>	<p>- Located about 40 km away from Buon Ma Thuot city center, the only NP in Viet Nam to conserve the dipterocarp forest. A typical forest type with trees of the broad leaf family. As a place to discover nature, useful ecotourism for many visitors.</p> <p>- Yok Don NP is located in 2 provinces of Dak Nong and Dak Lak. With a large area, the diverse flora and fauna ecosystem in the country, typically dipterocarp forest. Therefore, this NP is classified as category A in protected areas of international importance.</p>	
<p>Seven branch waterfall</p>	<p>- Located in N'Drêch village, Ea Huar commune, Buon Don (Don Village) district, 35 km from Buon Ma Thuot city</p> <p>- Rich diversity of the Central Highlands mountains, enjoy the unique and long-standing culture of the Central Highlands peoples, and services such as elephant riding, single tree boating, cuisine, Gong performance, ...</p>	
<p>Dray Nur waterfall</p>	<p>The most spectacular waterfall in the Central Highlands belongs to Dray Sap commune, Krong Ana district, about 25km south of Buon Ma Thuot City center.</p>	
<p>Cham Tower Yang Prong</p>	<p>- Located in the most grandiose forest belonging to Earok commune, Easup district. One of the remaining ancient works of the ancient Cham Pa in Central Highlands, also known as the Green Forest Cham Tower. The worship of Siva God, (great God) according to the concept of the ancient Cham people. Is a small tower, built with red burned bricks on a high platform with blue stone</p>	

<p>Lak Lake</p>	<ul style="list-style-type: none"> <li>- Located next to Lien Son town (or Lac Thien) in Lak district, next to the traffic road Buon Ma Thuot - Da Lat, 56km south of Buon Ma Thuot city</li> <li>- Natural lake with the largest depth in Central Highlands, surface is always green, surrounded by high mountains with large primeval forests with rich flora and fauna. Inside Lak lake, there are Jun and M 'villages. Lieng (the oldest and most pristine village), Le village, the typical villages of the M'Nong ethnic group, goodin conservation villages, presenting indigenous culture of the Central Highlands.</li> </ul>	
<p><b>Dak Nong</b></p>		
<p>Dray Sap</p>	<ul style="list-style-type: none"> <li>- About 40km from Buon Ma Thuot city in the direction of Ho Chi Minh City, Dray Sap waterfall is a connecting point between Dak Lak and Dak Nong provinces. With an area of more than 1,600 ha of special-use forest</li> <li>- Lying in the middle of the vast green nature is Dray Sap waterfall all year round with white water, right at the foot of the cliffs with quite strange shapes</li> </ul>	
<p>Dak Nong Geological Park</p>	<ul style="list-style-type: none"> <li>- Chu Bluk cave complex in Krong No district, about 40km south of Buon Ma Thuot, is the longest volcanic cave in Southeast Asia - the most beautiful scenery of the Tay Nguyen with over 100 large caves small cave complex still have its untouched feature.</li> <li>- The cave complex is about 25km long, extending from the D'ray Sap waterfall area to Choáh volcanic crater with many cave entrances and branches</li> </ul>	



<p>Ta Dung NP</p>	<ul style="list-style-type: none"> <li>- With an area of 20,937.7 ha Ta Dung is the highest mountain range in Dak Nong province, which is a geographical and biological intersection point between the South Central Highlands and the Southeast region.</li> <li>- Most of the area is vast green forests and large lakes and more than 36 islands, the NP has diverse flora and fauna, rich in quantity and types with over 1,000 species of plants and animals, Many species are included in Vietnamese and world red books</li> <li>- Dac N Hiddeneng and Dac P'lao streams ... flow through, which forms waterfalls such as Dac Plao waterfall, 7-level waterfall, sun waterfall ...</li> </ul>	
<p>Binh Phuoc</p>		
<p>Cat Tien NP</p>	<ul style="list-style-type: none"> <li>- Located in three provinces of Dong Nai, Lam Dong and Binh Phuoc. With diverse natural beauty and hills with precious trees, there is a riverside beach, large grasslands and steep currents. Many winding falls, meandering create golden sandy beaches like natural beaches.etc. all create the poetic and charming features of Cat Tien</li> <li>- Has a total area of 70,548ha. The area of Binh Phuoc province is 4,469ha</li> <li>- Many precious timber trees big birds available such as peacocks, pheasants, cranes, teals, ...</li> </ul>	

<p>Ba Ra mountain tourist area - Mo waterfall</p>	<p>- Is a place with wild and fantasy nature, but also poetic with a harmonious combination of mountains, forests, rivers, streams, lakes, waterfalls ...</p> <p>- Ba Ra has a total area of 307.325m<sup>2</sup>, 732m high mountain, is one of the three highest peaks in the Southeast. This is a pretty steep mountain, so it creates a lot of challenges for adventurous travelers. The lake has a large area, about 12,000 ha, with 10 large and small islands in the middle.</p>	
<p>Bu Dang Rubber Forest</p>	<p>- It is the largest rubber plantation in Binh Phuoc province. The rubber trees are planted alternatively the young and old trees, which creates a colorful lacquer painting from yellow green to orange red on a vast expanse of land.</p>	