LAOS PARTNER INTELLIGENCE GUIDE

LAOS

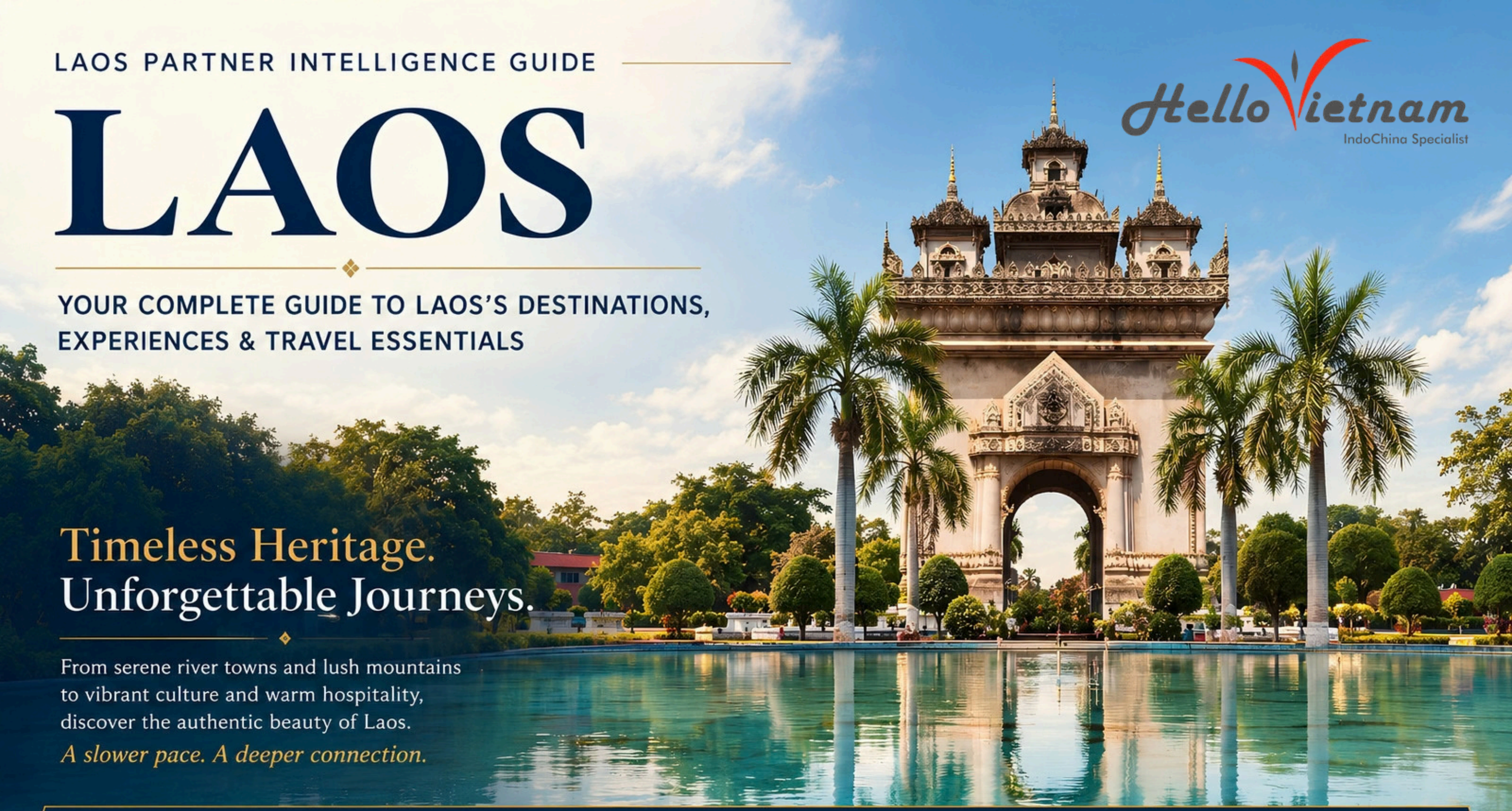
YOUR COMPLETE GUIDE TO LAOS'S DESTINATIONS, EXPERIENCES & TRAVEL ESSENTIALS

Hello Vietnam
IndoChina Specialist

Timeless Heritage. Unforgettable Journeys.

From serene river towns and lush mountains to vibrant culture and warm hospitality, discover the authentic beauty of Laos.

A slower pace. A deeper connection.



TOP DESTINATIONS
North • Central • South

AUTHENTIC EXPERIENCES
Culture • Nature • Adventure

TRAVEL ESSENTIALS
Plan Smart • Travel Easy

PARTNER FOCUSED
Insights • Support • Growth

INDOCHINA SPECIALIST
Local Expertise • Trusted Partner

LAOS PARTNER INTELLIGENCE GUIDE

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YOUR COMPLETE GUIDE TO LAOS - FROM TOP DESTINATIONS AND LOCAL EXPERIENCES TO PRACTICAL TRAVEL ESSENTIALS.

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01

LAOS PARTNER INTELLIGENCE GUIDE

WELCOME TO LAOS

From serene river towns and dramatic limestone mountains to ancient temples and laid-back islands, Laos is a land of timeless heritage, warm hospitality and authentic experiences at every turn.

ABOUT HELLO VIETNAM

Hello Vietnam is a premier Destination Management Company with deep local expertise and a passion for creating authentic, seamless and unforgettable journeys. We are your trusted partner on the ground, offering end-to-end services across FIT, Groups, MICE, Luxury and Themed Travel.

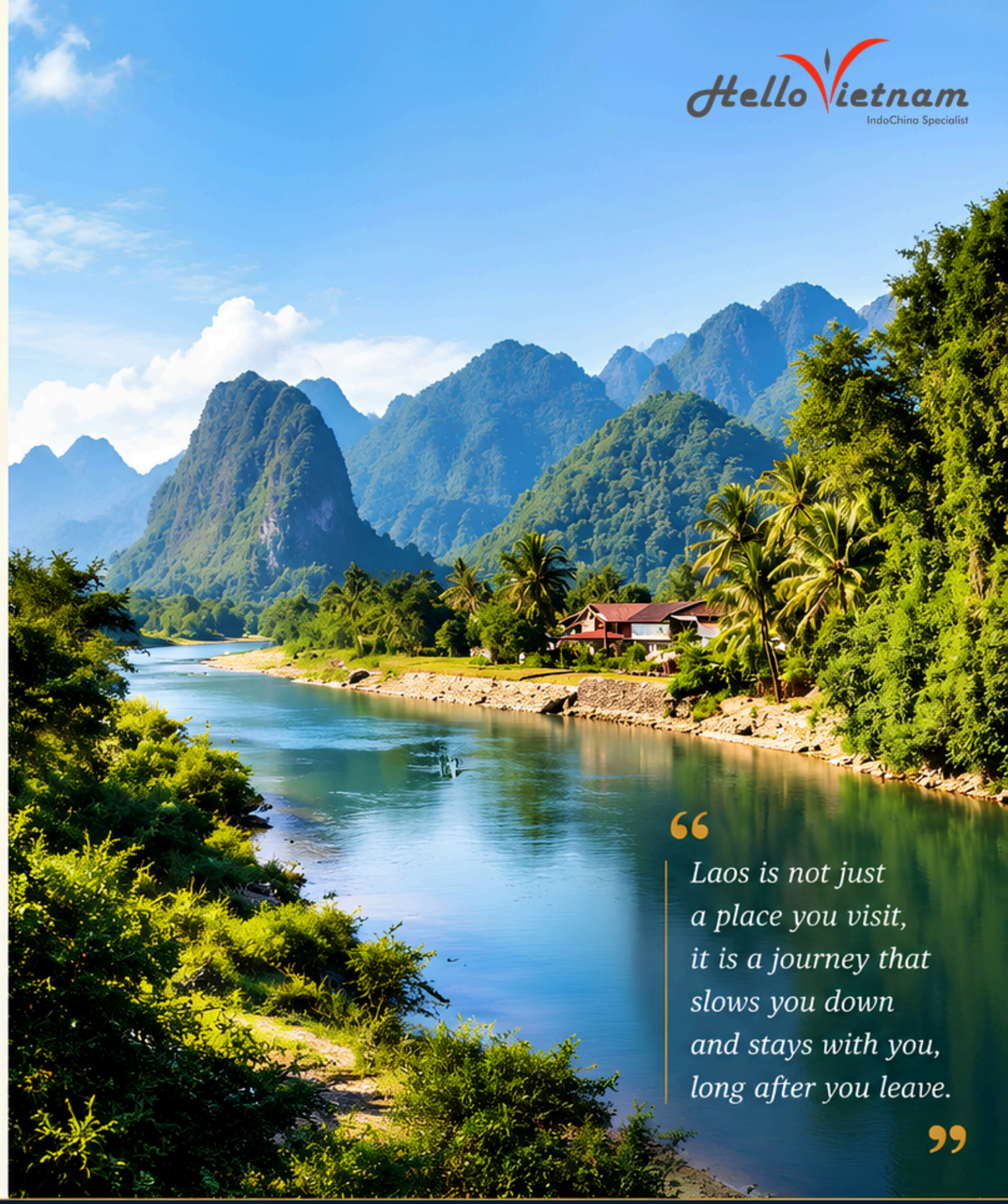
WHAT YOU'LL DISCOVER

DESTINATIONS
In-depth insights on 4 handpicked destinations across Laos.

EXPERIENCES
Curated must-do experiences that showcase the best of each region.

FOOD & CULTURE
Savor authentic cuisine and discover the rich heritage and local traditions.

TRAVEL PLANNING
Practical information and tools to plan, sell and operate with confidence.



4 DESTINATIONS | 3 REGIONS | 1 COMPLETE PARTNER GUIDE

02

ABOUT LAOS

Serene Landscapes. Rich Heritage. Authentic Experiences.



Laos is a land of tranquil beauty, ancient traditions and warm hospitality. From the mighty Mekong River and lush mountains to charming towns and timeless temples, every region offers a unique story and a chance to experience a slower, more meaningful way of travel.

This guide is designed for our valued partners to inspire, inform and help create unforgettable experiences for your clients across Laos.

ABOUT HELLO VIETNAM

Hello Vietnam is a professional Destination Management Company with over a decade of experience crafting seamless and authentic travel experiences.

We are passionate about Vietnam and Indochina and committed to delivering excellence with local expertise, integrity and care.

ABOUT THIS GUIDE

The Laos Partner Intelligence Guide is your essential resource for planning and promoting travel across the country.

It brings together expert knowledge, practical information and inspiring ideas to support your sales, marketing and itinerary planning.

WHAT YOU'LL DISCOVER

- **4 Key Destinations** across Northern and Southern Laos
- **In-depth insights** on experiences, culture, food, shopping and travel tips
- **Essential travel information** for seamless planning
- **Local expertise** and partner **recommendations** you can trust

OUR MISSION

To connect the world with the best of Vietnam and Indochina through meaningful experiences, responsible tourism and long-term partnerships.

Your success is our success.

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IndoChina Specialist

LAOS
at a Glance

Follow the Mekong through a country of forested mountains, historic temples and riverside communities.

This chapter introduces four destinations, each offering a different way to experience Laos.

4 **KEY DESTINATIONS**
From Luang Prabang to Si Phan Don

3 **REGIONAL SETTINGS**
Northern, Central & Southern Laos



01 / NORTHERN LAOS
LUANG PRABANG
UNESCO heritage, temples and Kuang Si Falls.



02 / CENTRAL LAOS
VIENTIANE
Golden stupas, markets and the Mekong promenade.



03 / CENTRAL LAOS
VANG VIENG
Karst mountains, river activities and caves.



04 / SOUTHERN LAOS
4,000 ISLANDS (SI PHAN DON)
Island life, waterfalls and a laid-back Mekong experience.



CURRENCY
Lao kip (LAK)

LANGUAGE
Lao
(English spoken in tourist areas)

TIME ZONE
UTC +7
(Indochina Time)

BEST SEASON
November to February
(cooler, drier months)

04

NORTHERN LAOS

LUANG PRABANG

Temples, Rivers & Lao Culture



At the meeting of the Mekong and Nam Khan rivers, Luang Prabang brings together Buddhist temples, traditional Lao buildings and colonial-era streets.

The UNESCO-listed town is a place to explore on foot: visit Wat Xieng Thong, browse the evening market and make time for the river.

Beyond the old town, Kuang Si's cascades and the sacred Pak Ou caves add nature and local history to a stay.

HISTORIC TEMPLES

Wat Xieng Thong & old-town monasteries

RIVER EXPERIENCES

Mekong views & boat excursions

LAO FLAVOURS

Sticky rice, laap & cooking classes

LOCAL SHOPPING

Textiles, crafts & the night market

NATURE ESCAPES

Kuang Si Falls & forest scenery

LIVING CULTURE

Respectful visits & local traditions

Town context: UNESCO · Photography: Tourism Luang Prabang

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NORTHERN LAOS

TOP EXPERIENCES IN LUANG PRABANG



Combine temple visits and living traditions with waterfalls, river scenery and local shopping.



◆ 01 ◆

KUANG SI FALLS

Walk forest paths to tiered cascades and turquoise pools. Follow local signs for permitted swimming areas.

Location: Outside Luang Prabang



◆ 02 ◆

WAT XIENG THONG

See the sweeping rooflines and decorative details of one of the town's landmark monasteries.

Location: Old-town peninsula



◆ 03 ◆

PAK OU CAVES

Visit sacred caves filled with Buddha images, often reached as part of a Mekong boat excursion.

Location: Mekong, north of town



◆ 04 ◆

MORNING ALMS

Observe quietly from a respectful distance. Dress modestly and avoid flash photography.

Location: Temple neighbourhoods



◆ 05 ◆

NIGHT MARKET

Browse textiles and handicrafts, speak with sellers and look for locally made pieces.

Location: Old-town evening market



◆ 06 ◆

LOCAL CRAFTS

Explore Lao craft traditions. A workshop adds context to the objects and textiles you take home.

Location: Town & craft centres

BEST SEASON
Cooler, drier months: November to February

SUGGESTED STAY
3–4 nights for town, nature and river visits

ARRIVAL AIRPORT
Luang Prabang International Airport

IDEAL FOR
Culture, nature, photography & slow travel

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NORTHERN LAOS

LUANG PRABANG

ESSENTIALS & NEARBY DESTINATIONS



Combine the old town with waterfall visits, river excursions and a craft experience.

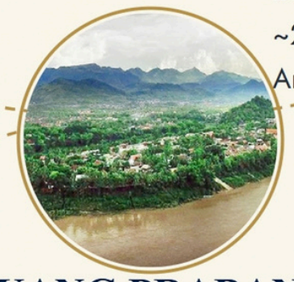
1. NEARBY DESTINATIONS



KUANG SI FALLS
~30 km from town
45–60 min by road



PAK OU CAVES
~25 km upriver
Around 2 hr upstream



LUANG PRABANG



CRAFT CENTRES
In & around town
Arrange a local transfer

N

Schematic connections. Distances and times are approximate.

2. SUGGESTED COMBINATIONS

3–4 NIGHTS

LUANG PRABANG

Heritage town, temples & waterfalls



5–6 NIGHTS

LUANG PRABANG + VANG VIENG

Culture & mountain landscapes



7–8 NIGHTS

LUANG PRABANG + VANG VIENG + VIENTIANE

A northern & central Laos journey



3. HOW TO REACH & GET AROUND

BY AIR

Arrive at Luang Prabang International Airport. Pre-arrange your transfer.

BY RAIL

Connect with Vang Vieng or Vientiane. Check current services and station transfers.

IN TOWN

Explore the old town on foot. Use a car or tuk-tuk for sights outside town.

Stay lengths are suggested itineraries. Allow extra time for station transfers and changing road conditions.

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NORTHERN LAOS

LUANG PRABANG

FOOD, CULTURE & SHOPPING

Discover Lao flavours, meet local makers and experience traditions with care.



1. LOCAL FOOD & EXPERIENCES



LAO FLAVOURS

Try laap, sticky rice and seasonal vegetables. Ask about spice levels.



LOCAL SPECIALITIES

Look for stuffed lemongrass and fragrant dishes made with fresh herbs.



COOKING CLASSES

A hands-on class introduces Lao ingredients and traditional preparation.



MARKET VISITS

Explore local produce with a guide. Ask before photographing sellers.

2. CULTURE & LOCAL SHOPPING



NIGHT MARKET

Browse woven scarves, bags and small handicrafts. Ask where items were made and how they are produced.



LIVING TRADITIONS

Temples, textiles and cultural experiences reveal everyday Lao life. Choose locally led visits and workshops.

TEMPLE ETIQUETTE

Cover shoulders and knees; remove shoes where requested.

BUY WITH CONTEXT

Meet makers and ask about materials and technique.

ORDER COMFORTABLY

Mention allergies and request your preferred spice level.

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CENTRAL LAOS

VIENTIANE

Laos's Capital on the Mekong

Vientiane brings together national monuments, Buddhist temples and everyday life beside the Mekong.

Visit Pha That Luang and Patuxai, explore the Buddha images at Wat Sisaket, then spend the evening at the riverside market.

Make time for Lao food, textiles and cafés. A visit to COPE offers a deeper understanding of the country's recent history.



LANDMARKS
Pha That Luang & Patuxai

LOCAL HISTORY
Wat Sisaket & COPE

MEKONG EVENINGS
Promenade walks & markets

LAO FOOD
Laap, sticky rice & papaya salad

TEXTILES & CRAFTS
Weaving, silk & local makers

NEARBY EXCURSIONS
Buddha Park & Nam Ngum

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CENTRAL LAOS

TOP EXPERIENCES IN VIENTIANE



Explore major landmarks, living temples and local history before an evening by the river.

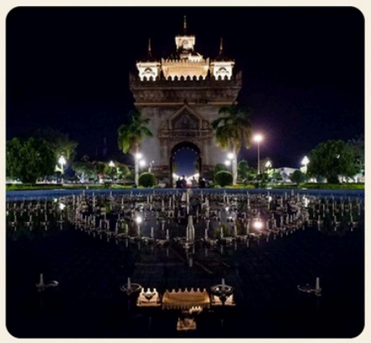


◆ 01 ◆

PHA THAT LUANG

Visit the golden stupa, a national symbol and an important Buddhist landmark.

Location: That Luang area



◆ 02 ◆

PATUXAI

See the victory monument and its Lao decorative details, surrounded by gardens.

Location: Central Vientiane



◆ 03 ◆

WAT SISAKET

Discover rows of Buddha images in the temple's cloisters and niches.

Location: Historic city centre



◆ 04 ◆

COPE VISITOR CENTRE

Learn about rehabilitation and the lasting impact of unexploded ordnance.

Location: City centre



◆ 05 ◆

BUDDHA PARK

Explore an outdoor collection of Buddhist and Hindu sculptures.

Location: Outside Vientiane



◆ 06 ◆

RIVERSIDE MARKET

Walk beside the Mekong, then browse the evening stalls and local goods.

Location: Mekong promenade

BEST SEASON
Cooler, drier months: November to February

SUGGESTED STAY
2 nights for city sights and a nearby excursion

ARRIVAL AIRPORT
Wattay International Airport (VTE)

IDEAL FOR
Culture, food, history & short stays

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CENTRAL LAOS

VIENTIANE

ESSENTIALS & NEARBY DESTINATIONS



Add a sculpture park, a lake escape or a mountain stay to your time in the capital.

1. NEARBY DESTINATIONS



BUDDHA PARK
~25 km from the city
45–60 min by road



NAM NGUM LAKE
~100 km; access varies
Around 2 hr by road



VIENTIANE



VANG VIENG
~130 km from the city
1.5–2 hr by road

N

Schematic connections. Distances and times are approximate.

2. SUGGESTED COMBINATIONS

2 NIGHTS
VIENTIANE

City landmarks & a nearby excursion



4 NIGHTS
VIENTIANE + VANG VIENG

Capital sights & mountain scenery



7 NIGHTS
VIENTIANE + VANG VIENG + LUANG PRABANG

Culture, rivers & waterfalls



3. HOW TO REACH & GET AROUND

BY AIR
Arrive at Wattay International Airport. Arrange a transfer to your hotel.

BY RAIL
Rail links serve Vang Vieng and Luang Prabang. Allow time to reach the station.

LOCAL TRANSPORT
Use a tuk-tuk or private car for scattered sights. Agree the fare before travel.

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CENTRAL LAOS

VIENTIANE

FOOD, CULTURE & SHOPPING

Taste everyday Lao dishes, discover textile traditions and enjoy a relaxed café stop.



1. LOCAL FOOD & EXPERIENCES



LAAP & STICKY RICE

Try the herbed meat or fish salad with sticky rice, a Lao staple.



MARKET FLAVOURS

Explore fresh produce. Try tam mak hung, the spicy Lao papaya salad.



LAO INGREDIENTS

Fresh herbs, lemongrass and seasonal produce shape local cooking.



COFFEE & CAFÉS

Take a café break and look for coffee grown in southern Laos.

2. CULTURE & LOCAL SHOPPING



TEXTILES & WEAVING

Look for woven silk and cotton. A weaving visit adds context to patterns, materials and the work behind each piece.



EVENING SHOPPING

Explore the riverside night market for a casual evening. Ask about locally made products and browse before choosing.

TRY A LOCAL MEAL

Mix shared dishes with sticky rice and vegetables.

MEET LOCAL MAKERS

Ask about the origin of textiles and handicrafts.

PLAN AN EVENING WALK

Pair the Mekong promenade with dinner nearby.

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CENTRAL LAOS

VANG VIENG

Karst Mountains & River Adventures



Limestone peaks rise above the Nam Song River and fields around Vang Vieng. The valley is a natural stop between Vientiane and Luang Prabang.

Build a stay around caves, lagoons and guided river activities. A countryside outing adds village roads and mountain views to the experience.

Balance active mornings with time by the river. Choose activities to suit your fitness, the weather and current local conditions.

KARST SCENERY
Limestone peaks & valley views

NAM SONG RIVER
Guided kayaking & riverside time

CAVES & LAGOONS
Tham Chang & Blue Lagoon

OUTDOOR DAYS
Countryside walks & excursions

LAO FLAVOURS
Local meals & café stops

RAIL CONNECTIONS
Vientiane & Luang Prabang

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CENTRAL LAOS

TOP EXPERIENCES IN VANG VIENG



Choose a mix of river activities, caves and countryside scenery.



◆ 01 ◆

NAM SONG RIVER

Arrange a guided kayaking trip or enjoy views from the riverbank.

Location: River & town



◆ 02 ◆

BLUE LAGOON

Visit the lagoon near Tham Phu Kham. Check conditions before entering the water.

Location: West of town



◆ 03 ◆

THAM CHANG

Follow the established route into the cave and look out across the valley.

Location: South of town



◆ 04 ◆

KAENG NYUI FALLS

Add a waterfall walk when access and trail conditions allow.

Location: East of town



◆ 05 ◆

COUNTRYSIDE VIEWS

Explore the valley with a local guide. Stay on established paths and roads.

Location: Around Vang Vieng



◆ 06 ◆

BALLOON FLIGHTS

Ask about a sunrise or sunset flight. Departures depend on weather and operator checks.

Location: Vang Vieng valley

BEST SEASON
Cooler, drier months: November to February

SUGGESTED STAY
2-3 nights for river and countryside visits

ARRIVAL ROUTE
Rail or road from Vientiane / Luang Prabang

IDEAL FOR
Scenery, active days & nature-focused stays

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CENTRAL LAOS

VANG VIENG

ESSENTIALS & NEARBY DESTINATIONS



Combine a cave and lagoon visit with countryside scenery, then continue by rail.

1. NEARBY DESTINATIONS



BLUE LAGOON
~7 km west of town
20-30 min by road



THAM CHANG
~2 km south of town
Short local transfer



VANG VIENG



KAENG NYUI
~7 km east of town
20-30 min by road

N

Schematic connections. Distances and times are approximate.

2. SUGGESTED COMBINATIONS

2-3 NIGHTS

VANG VIENG

River activities & mountain views



4-5 NIGHTS

VANG VIENG + VIENTIANE

Nature days & capital landmarks



7-8 NIGHTS

VANG VIENG + VIENTIANE + LUANG PRABANG

A northern & central Laos journey



3. HOW TO REACH & GET AROUND

BY RAIL

Use Vang Vieng station for connections with Vientiane and Luang Prabang.

BY ROAD

Arrange a private transfer or shared service. Allow for stops and road conditions.

FOR EXCURSIONS

Book guided activities and local transfers. Confirm equipment and conditions.

Stay lengths are suggested itineraries. Allow extra time for transfers and changing travel conditions.

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CENTRAL LAOS

VANG VIENG

FOOD, CULTURE & SHOPPING

Pair adventure days with Lao food, countryside visits and relaxed time beside the river.



1. LOCAL FOOD & EXPERIENCES



LAO MEALS

Try laap with sticky rice and a selection of shared vegetable dishes.



HERBS & SPICES

Fresh herbs and lemongrass bring fragrance to Lao cooking.



LOCAL PRODUCE

Visit food stalls with a guide and ask which ingredients are in season.



CAFÉ BREAKS

Take a break between outings. Look for Lao coffee and fresh refreshments.

2. CULTURE & LOCAL SHOPPING



COUNTRYSIDE VISITS

Explore village roads and field scenery with a local guide. Ask before entering farmland or photographing residents.



RIVERSIDE TIME

Leave an afternoon for the Nam Song. Pair a riverside meal with views of the limestone valley.

MATCH YOUR PACE

Choose walks and activities that suit your fitness.

CHECK RIVER CONDITIONS

Use a guide and appropriate flotation equipment.

SHOP THOUGHTFULLY

Ask about locally made goods and their origin.

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SOUTHERN LAOS

4,000 ISLANDS

Si Phan Don: Life Along the Mekong



Si Phan Don is a river-island landscape in southern Laos. Don Det and Don Khon offer a base for exploring village paths, the Mekong and nearby waterfalls.

Walk or cycle between local communities, cross the historic bridge and visit the remnants of the old railway. Plan a separate outing to Khone Phapheng Falls.

Allow time for unhurried meals and river views. Confirm your road and boat transfers, and choose an island base that fits your travel style.

ISLAND LIFE
Don Det & Don Khon

MEKONG FALLS
Khone Phapheng & Li Phi

RAILWAY HISTORY
Historic bridge & locomotive

VILLAGE PATHS
Walking & gentle cycling

LOCAL MEALS
Lao food & seasonal produce

RIVER VIEWS
Sunrise, sunsets & boat outings

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SOUTHERN LAOS

TOP EXPERIENCES IN 4,000 ISLANDS



Explore island life, railway history and the waterfalls of the Mekong.



◆ 01 ◆

ISLAND CYCLING

Follow local paths around Don Det and Don Khon. Allow time for stops and uneven surfaces.

Location: Don Det & Don Khon



◆ 02 ◆

HISTORIC BRIDGE

Cross the former railway bridge linking the two islands.

Location: Don Det - Don Khon



◆ 03 ◆

RAILWAY REMAINS

See the old locomotive and traces of the route built to bypass the Mekong rapids.

Location: Don Khon



◆ 04 ◆

LI PHI FALLS

View the cascades at Tad Somphamit from designated visitor areas.

Location: Don Khon area



◆ 05 ◆

KHONE PHAPHENG

Arrange a mainland excursion to see the powerful Mekong cascades.

Location: Mainland, near the islands



◆ 06 ◆

BOAT EXCURSIONS

Arrange a local outing to explore river scenery. Routes depend on water levels.

Location: Si Phan Don

BEST SEASON
Cooler, drier months: November to February

SUGGESTED STAY
2-3 nights for islands and waterfall visits

REGIONAL GATEWAY
Pakse, followed by road and boat transfers

IDEAL FOR
River scenery, local life & a relaxed pace

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LAOS

MONEY, CURRENCY & PAYMENTS

Everything you need to know before you travel

Know the local currency, keep cash ready for smaller purchases and confirm payment options before you travel.



01 CURRENCY BASICS

Lao kip (LAK)

Kip is the local currency. Keep smaller notes ready for everyday purchases.

Rates change daily. Check a current rate before travelling.



Real kip photograph · Philpm930 / CC BY 3.0

02 CASH OR CARD?

CARD PAYMENTS

Confirm acceptance with hotels, restaurants and larger shops before paying.

CASH IS USEFUL FOR

Markets, small shops, local transport and rural stops. Carry smaller denominations.

Keep a backup payment option. Confirm any card surcharge before paying.

03 ATM & EXCHANGE TIPS

ATM CHECKLIST

Check your card's overseas access, withdrawal limits and fees before confirming.

EXCHANGING MONEY

Use a bank or authorised exchange provider. Check the rate, fees and amount received.

Count your money and check the notes before leaving the counter.

04 TIPPING GUIDE

DRIVERS & GUIDES

Ask your local operator for a suitable amount based on the trip, group size and service.

HOTELS & RESTAURANTS

Check whether a service charge is already included before adding a tip.

KEEP IT SIMPLE

Give tips discreetly and directly. Carry small notes if you wish to tip.

PARTNER PRO TIP

Carry cash and a backup card. Confirm the currency, final amount and any added fee before paying. Check current exchange rates when you travel.



Banknote photographs: VI56SA / CC BY-SA 4.0; Philpm930 / CC BY 3.0. Sources: central bank currency information; practical payment checklist.

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SOUTHERN LAOS

4,000 ISLANDS

FOOD, CULTURE & SHOPPING

Enjoy simple Lao meals and explore the island communities at a respectful pace.



1. LOCAL FOOD & EXPERIENCES



SHARED LAO DISHES

Order sticky rice, vegetables and a selection of Lao-style dishes to share.



FRESH FLAVOURS

Ask about local herbs and the ingredients used in your meal.



GARDEN PRODUCE

Look for seasonal vegetables and herbs used by local kitchens.



RICE & LOCAL LIFE

Rice fields and harvests are part of everyday island life.

2. CULTURE & LOCAL SHOPPING



VILLAGE WALKS

Observe daily life along the island paths. Ask before photographing people, homes or work in progress.



RIVER LIVELIHOODS

Local communities depend on the Mekong. Choose locally arranged visits and take time to understand the river's role.

PLAN SMALL PURCHASES

Carry cash for small local payments and transfers.

KEEP TO VIEWING AREAS

Stay clear of rapids and waterfall edges.

RESPECT EVERYDAY LIFE

Keep noise down and ask before entering private spaces.

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LAOS / SEASONAL PLANNING

WHEN TO VISIT LAOS

WEATHER & WHAT TO PACK

Plan around the broad seasons, then check local conditions for your route and activities.





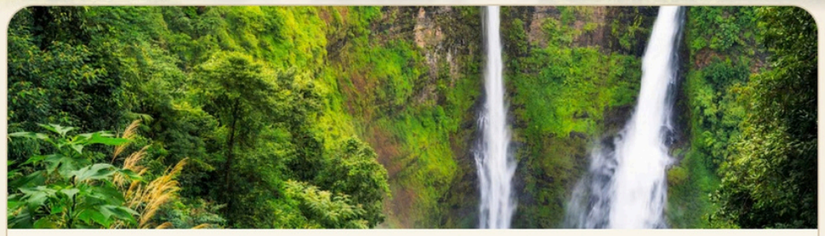
NOVEMBER-FEBRUARY

Cooler, drier months. Bring a light layer for early starts in the north, plus sun protection for outdoor days.



MARCH-APRIL

Hotter weather. Start outdoor visits early, carry water and allow breaks during the warmest part of the day.



MAY-OCTOBER

Rainier months and greener landscapes. Pack a light rain jacket and allow flexibility for river trips and trail access.

PLAN FOR EACH DESTINATION

LUANG PRABANG	Layer for early temple visits; take modest clothing and comfortable shoes for the old town.
VIENTIANE	Plan monument visits before the midday heat, with indoor stops and an evening by the river.
VANG VIENG	Check river levels, rainfall and trail access before kayaking, caves or balloon flights.
4,000 ISLANDS	Confirm boat arrangements and waterfall access; river conditions change through the year.

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LAOS

MONEY, CURRENCY & PAYMENTS

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04 TIPPING GUIDE

DRIVERS & GUIDES

Ask your local operator for a suitable amount based on the trip, group size and service.

HOTELS & RESTAURANTS

Check whether a service charge is already included before adding a tip.

KEEP IT SIMPLE

Give tips discreetly and directly. Carry small notes if you wish to tip.

PARTNER PRO TIP

Carry cash and a backup card. Confirm the currency, final amount and any added fee before paying. Check current exchange rates when you travel.



Banknote photographs: VI56SA / CC BY-SA 4.0; Philpm930 / CC BY 3.0. Sources: central bank currency information; practical payment checklist.

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LAOS / TRAVEL PLANNING

TRAVEL ESSENTIALS

BEFORE YOU GO

Use this checklist with your confirmed itinerary and current travel requirements.



ENTRY DOCUMENTS

Check visa rules for your nationality and entry point. For an eVisa, use the official Lao website and confirm that your arrival port accepts it.

TRANSPORT & TIMING

Confirm airport, station and boat transfers. Allow time between connections, especially when combining northern Laos with the south.

MONEY & PAYMENTS

The currency is the Lao kip. Carry cash for smaller shops and island services; check payment options with your accommodation.

CULTURE & ETIQUETTE

Dress modestly at temples and follow shoe-removal signs. Ask before photographing residents, monks or ceremonies.

OUTDOOR ACTIVITIES

Use established guides and marked routes. Check conditions before water activities; keep clear of rapids and waterfall edges.

PHONE & PRACTICALS

Arrange mobile data and save offline maps. Carry booking details, key contact numbers and copies of your travel documents.

OFFICIAL EVISA INFORMATION
www.laoevisa.gov.la

YOUR JOURNEY, YOUR PACE
Build in time for local visits and changing conditions.

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