

ASIA TRAVEL

VIETNAM Cambodia L A O S Thailand C H I N A Singapobe Myanmab

# ASEV

#### DESTINATION MANAGEMENT COMPANY SPECIALIZED IN JOURNEYS ACROSS SOUTH EAST ASIA

Founded in 1995, **ASEV Travel** is a destination management company **(DMC)** specialised in bespoke and combined tours for individuals and groups throughout South-East Asia.

A leader in tour sales, we offer our partners both classic itineraries and tailor-made programmes. ASEV TRAVEL also offers **innovative FIT products** (luxury and charm, sustainable, family, off the beaten track) and **attractive GIT experiences**.

Thanks to our experienced multicultural team on the ground and our employed guides trained in sustainable development, we create unique experiences that meet the specific requirements of each customer.





# OUR OPERATIONAL GLOBAL NETWORK

- Main Office:
- Ho Chi Minh, Vietnam (2018)

#### Regional offices:

- ♀ Luang Prabang, Laos (1997)
- ♀ Siem Reap, Cambodia (2008)
- Yangon, Myanmar (2007)

#### Representative Offices:

- ♀ Bangkok, Thailand
- ♀ Kumming, China
- ♀ Singapore



## **OUR CORPORATE VALUES**



Responding proactively to customers' changing needs by constantly adjusting our services to better satisfy them. We also anticipate market trends to stay at the forefront of the sector, offering cutting-edge and relevant solutions.



Adopting ethical business practices with honest and open communication with customers and partners. We also honour our commitments and promises, guaranteeing our reliability and building trust in our relationships.



Encouraging innovation in the design of our travel offers by encouraging our teams to design unique and sustainable itineraries. We also encourage creative solutions to solve challenges and continually improve our services to reduce our environmental impact.



Encouraging teamwork and cooperation between employees, creating an environment where everyone can collaborate freely and share ideas. We also value individual and collective contributions, recognising and celebrating everyone's efforts to achieve common goals.



#### **FRANÇOIS FOULON**

#### **GENERAL MANAGER**

Our drive for constant innovation and quality, is driven by our experienced, passionate, and well-travelled team. This has earned us recognition and notoriety from national tourism authorities and global travel media, further affirming our position in the marketplace.

# ASEV TRAVEL EXPERTISE AND GUARANTEE

#### **ENHANCE YOUR OFFER ON ASIA**

- Innovative tours for GIT + FIT
- Leader in combined tour products
- Tailor-made specialist
- Regular inspections to diversify our services

# TAKE ADVANTAGE OF OUR EXPERTISE TO GUARANTEE YOUR CUSTOMERS' SATISFACTION

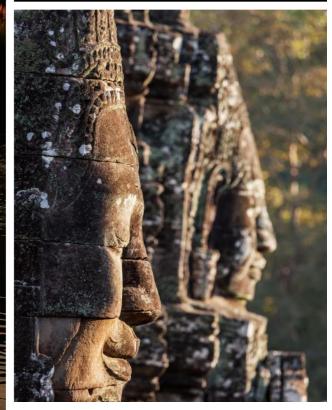
- A presence in Asia since 1995
- A responsive English-speaking team at your service
- Expertise recognised by the major travel players
- Close contact with our customers with 24/7 assistance services

#### WORK WITH A COMMITTED PARTNER IN THE FIELD

- A sustainable and engaged agency (Travelife)
- Developing a form of ethical tourism by financing carefully selected projects in the field
- Opportunity to meet and talk with key players during the trip







"Trusted service, proven expertise, and a quality guarantee on every journey."



It's the perfect time to visit Vietnam, which offers more options and possibilities than ever before.

From bustling cities to natural beauty, the country has striking scenic landscapes, a strong cultural heritage, healthy adventure options, invigorating trekking and relaxing boat rides options. No need to say that on top, the sight of conical hatted farmers tending their land is one of Vietnam's most enduring images. White sand beaches for sun-seeking visitors are also a must visit in Vietnam and boast booming quality hotels and resorts.

#### OUR EXCLUSIVES

- Guaranteed departures from 2 to 15 pax.
- Office staffed by natives for an even more personalised experience of the destination.
- With an office opening in 2018, our fresh look at the destination ensures an innovative and dynamic approach.
- MICE, reward and team-building trips available.
- Travelife Partner certified office supportive of local NGOs.



#### LAOS DISCOVERING THE LAND OF A MILLION ELEPHANTS

Long ignored by mass tourism, the country's recent development allows us to imagine unique immersive experiences.

The omnipresent nature in Laos also allows to live outdoor experiences and soft adventures such as bike tours, zipelining on the canopy, meeting elephants or gibbons in the forest, traditional boat cruises and eco responsible activities around the themes of sustainable agriculture or the enhancement of craftsmen and their traditional skills cooking classes, pottery, sculptures, bamboo weaving or vegetable fiber dyeing. For families, small groups of friends, couples for honeymoon trips, this is an ideal playground for travelers in search of nature simplicity, authenticity and spirituality which also offers a range of charming hotels.

#### **OUR EXCLUSIVES**

• Travelife Partner and pioneer in eco-responsible projects such as Ms Deuane's Homestay in Ban Lae Sivilay.

• Partnership with the association www.apeel-laos.org, which works to protect the elephants of Laos, in particular the Mekong Elephant Park sanctuary.

• Tours with train connections (arrived in Laos at the end of 2021).

• Staffed guides for over 10 years to accompany your travellers.

• Office certified as a Travelife Partner and participating in the "Refill not Landfill" program.



# **OUR DESTINATIONS**







There's no doubt that Cambodia, with its inherited wealth, Cambodia has enormous potential for tourism, either as an exclusive single destination or part of a tour of the Mekong region.

The sights and sounds of a unique land with a tragic past captivate more and more people every year and offer a genuine experience for all who are fortunate enough to discover Cambodia. In recent years, the infrastructures of the tourism have been improved tremendously with the emergence of the international standard facilities such as world's renewed hotels' chains, various international flights, easy communication transportation and high-quality services.

#### **OUR EXCLUSIVES**

- SIC tours as a single destination or combined with Laos.
- Exclusive visit to the Angkor site: treasure hunt on the site, an ideal and unique experience for families.
- Working with local associations.
- Staffed guides and solid partnerships as to guarantee quality services.
- Office certified as a Travelife Partner and participating in the "Refill not Landfill" program.



# **OUR DESTINATIONS**



#### Thailand has it all.

The east of Thailand, is home to a rich agricultural belt where you can stay in authentic homestays, learn local arts and crafts from, basket weaving, rice planting to silk production and home hosted cooking classes.

The north meanwhile offers mountain and wellness retreats, wildlife and adventure activities such as cycling, kayaking, hot air balloons and trekking. The South of Thailand is the main draw for many travellers, home to some of the most beautiful tropical islands on earth. Combined with a range of hotel accommodation and activities to suit all budgets year round.

#### CHINA EXPLORING THE LAND OF CONTRASTS

A journey to China is an exploration of the country's 3000 years of culture and history, its stunning landscapes, and ancient landmarks.

The Southern region of Yunnan, where our expertise thrives, is one of the most ethnically diverse and ecologically rich places, home to more than a quarter of China's ethnic groups. In every city, the aroma of diverse cuisines fills the air, tantalizing one's taste buds with every bite. China promises an adventure that will leave every traveler spellbound.

The once inaccessible barrier up country is now embracing tourism and offers relaxed entry rules. In this perspective, China has now expanded the scope of its unilateral visa-free policy for ordinary passport holders to 12 countries. It is now easier than ever to visit this mesmerizing country.

#### OUR EXCLUSIVES

- Expertise in Northern Thailand combinable with Laos.
- Specialist in off-the-beaten-track tours and unusual immersions in local life (homestay and farmstay).
- Green experiences with visits to the
- Khao Sok region and its national park, renowned for its flora and fauna.
- Stays on more confidential paradise islands (Koh Yao Noi, Koh Kood, Koh Lipe, etc.).

#### **OUR EXCLUSIVES**

- Expertise in the Yunnan region combined with Laos and Vietnam thanks to the rail link.
- Specialist in off-the-beaten-track tours and immersions in local life.
- Green experiences: visits to the Lijiang region with hiking options.
- Discovery of the colourful local cuisine.



# **OUR DESTINATIONS**



A journey to Singapore is an exploration of its vibrant blend of cultures, modern marvels, and historical landmarks. This island city-state, is a melting pot of ethnic diversity and a showcase of urban innovation. Home to a myriad of cultural groups, Singapore is a place where traditional heritage and contemporary life coexist harmoniously.

The once fishing village has now transformed into a global hub, embracing tourism and offering seamless travel experiences. With its world-class amenities, Singapore invites you to experience its unique charm and vibrant contrasts.

Leverage Singapore's excellent connectivity and world-class airport facilities as a gateway to explore the rest of Southeast Asia.

#### **OUR EXCLUSIVES**

- Expertise in organizing pre- or post-stopover tours that enhance our other destinations.
- Various combinations available with China Eastern and Singapore Airlines, covering all major Southeast Asia cities and facilitating transit travel.
- Stopover tours ranging from 1 day to 2 nights.
- Specialist in authentic, immersive, and culinary tours.



Our office in Yangon is temporarily closed for security reasons. Despite this, thanks to our commitment and determination, we have managed to keep some of the team working and secure their jobs.







# ASEV TRAVEL, THE PINNACLE OF PERSONALIZED COMBO TOURS

# THE ADVANTAGES OF MULTIPLE-DESTINATION TRIPS MANAGED BY THE SAME DMC

#### **1- A SINGLE POINT OF CONTACT**

A combined trip managed by a partner agency simplifies the planning process, offers personalised advice and makes it easier to deal with unforeseen events.

# 2- VARIETY AND DIVERSITY FOR GUARANTEED CUSTOMER SATISFACTION

Multi-destination tours offer travellers the chance to discover a variety of places and experiences in a single trip, giving one the opportunity to enjoy different cultures, landscapes and experiences. This can increase their satisfaction by allowing them to maximise their travel time and discover different aspects of a region or country.

#### 3- SAVING TIME AND MONEY

By combining several destinations into a single trip, you can often save on travel costs between the different destinations and optimise your timing.

#### 4- COMPLEMENTARY DESTINATIONS

Combined trips are often designed to include destinations that complement each other around one or more themes to offer a varied and balanced experience (e.g. a cultural tour with a seaside tour-end or a trip around the Mekong with a Laos/Cambodia).

#### 5- MORE RESPONSIBLE TRAVEL

Although no trip is completely free of environmental impact, combined trips offer opportunities to reduce this impact thanks to:

- Reducing carbon emissions: fewer flights and single journeys.
- Optimising resources: Maximising joint activities.
- Encouraging local tourism: including fewer common areas to spread the economic benefits and support local communities.

#### 6- ADDED VALUE

Offering multi-destination trips can add value for travellers, giving them the chance to discover more destinations for a competitive overall price. It can also help you stand out from the competition by offering unique and attractive travel products.

#### 7- CUSTOMER LOYALTY

By meeting your customers' needs and desires with well-designed multi-destination trips, you can strengthen customer loyalty and encourage positive recommendations, which can help your business grow in the long term.

"Multi-travel is the right combination"



#### SIGNATURE EXPERIENCES

#### 1- LAOS / CHINA

On the rails in Asia:
Laos and South Yunnan (China)
12D/11N

2- Getaway by train:Laos and North Yunnan (China)14D/13N

#### 2-• CHINA / VIETNAM

Rail adventure: Beyond the mountains of Yunnan (China) and North Vietnam 13D/12N

#### **3-•** CAMBODIA / SINGAPORE

Cultural Odyssey: Exploring Cambodia's heritage and Singapore's modern wonders Singapore extension from one day to 2 nights

#### 4-• VIETNAM / SINGAPORE

Vietnam's Cultural Riches and Singapore's Modern Marvels Singapore extension from one day to 2 nights

#### THE DUOS

1-• THAILAND / LAOS

Along the Mekong River 10D/09N



The sacred temple trail **10D/09N** 

#### 3-• VIETNAM / CAMBODIA

Halong Bay and the Legends of the Temples of Angkor **15D/14N** 

#### THE TRIOS

1-• LAOS / CAMBODIA / VIETNAM

Grand Tour Indochina 19D/18N

# **OUR EXPERTISE**

#### THE PROMISE OF A TRIP TAILORED TO YOUR CUSTOMERS' DESIRES



#### **ARTS AND CRAFTS**

You'd be hard pressed to imagine the expertise of the craftsmen and women who work in this region of Asia. By taking part in handicraft activities or visiting workshops, you'll be able to better understand local know-how and complete an exceptional trip.

#### **CULINARY**

Southeast Asia is a region famous for its culinary traditions. From street vendors to fine restaurants, cooking classes and discovery menus, we offer a wide range of experiences to tantalize your taste buds.

#### FAMILY

Sharing moments of fun for young and old is essential for creating beautiful travel memories. Embarking on a family holiday with ASEV Travel means discovering each country with a touch of fun and conviviality to keep all family members entertained.

#### **ACTIVE & ADVENTURE**

Travel differently, off the beaten track. Whether you're an explorer, an adventurer or simply a sporty person in search of action, our original, tailor-made tours will help you discover each destination in a unique, even unusual, way.



#### 🚖 SIGNATURE 🚖

Immerse yourself in the art of travel, where each experience is carefully crafted to create lasting memories. Our trips transcend the ordinary, offering adventures as unique as you are. We believe in a philosophy of uniqueness and authenticity, where every moment becomes an unforgettable memory.





#### **CULTURE & HERITAGE**

Embark on a cultural tour to discover a country's history and heritage, and you'll be immersed in authentic, ancestral traditions, creating some of your fondest travel memories.







#### **NATURE & WILDLIFE**

Explore the wild beauty and dazzling biodiversity of Southeast Asia. Marvel at nature's treasures and encounter local wildlife in their natural environment.



#### BEACH

Discover lesser-known, more intimate seaside destinations, far from the crowds. Our selection of trips will surprise you with their fantastic beaches and water sports activities, but will also encourage you to spend some free time relaxing.

#### LUXURY

Immerse yourself in ultimate comfort, where every moment is the epitome of luxury: prestige hotels, personalised service, gourmet meals and exclusive, bespoke activities. These exceptional adventures offer the best, the unique, the unrivalled.

#### MICE

Designed to combine business and pleasure, each professional moment is enriched by unique local experiences. Through ASEVTravel, offer your teams a stimulating experience that strengthens cohesion while exploring new horizons.



#### CRUISE

From cruises on the legendary Mekong River, to junk trips on Halong Bay and river canoes, every trip is a source of relaxation and inspiration.

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#### SUSTAINABLE & IMMERSIVE

Our approach to ecoresponsibility means that our itineraries not only promote local culture, but also ensure a positive impact on the local population and the environment.





#### COUPLE - HONEYMOON

Thanks to the diversity of its landscapes, its cultural riches and the quality of its hotels, each destination offers a selection of trips ideal for intimate getaways for two.

# OUR TRAVEL INSPIRATIONS

# OUR TAILORED PRODUCT COLLECTION AT A GLANCE

A carefully crafted selection of unique and enriching experiences in captivating destinations. Let our passion for travel and our expertise guide you in fulfilling your customers' desires.







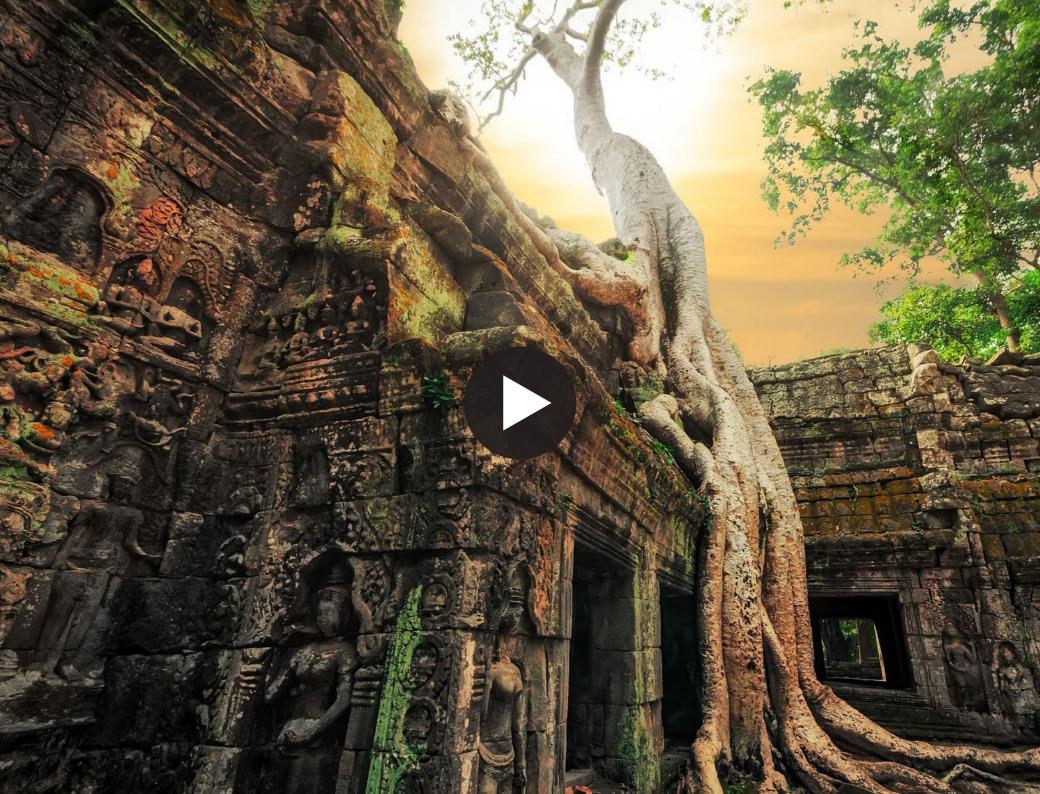




VIDEO



# CAMBODIA





VIDEO



VIDEO



# THAILAND





# OUR APPROACH TO SUSTAINABLE DEVELOPMENT

**ASEV Travel** understands the need to practice responsible tourism, taking into account social, cutural and differences. To this end, and in order to provide a guideline, we are committed to working towards Travelife certification for all our destinations.

To date, the ASEV Travel offices in Laos, Vietnam and Cambodia have already been awarded the Travelife Partner distinction, a token of the group's recognition towards sustainability.

# **OUR MISSION**

#### OUR MISSION AND PROCESS TOWARDS SUSTAINABILITY WORK TOWARDS A 3 TIER APPROACH WITH A FOCUS ON:



#### SOCIO-ECONOMIC DEVELOPMENT:

Supporting local communities and businesses



#### ENVIRONMENTAL SUSTAINABILITY:

Reducing our environmental footprint



#### CULTURAL SENSITIVITY: Heritage preservation

"ASEV promotes forms of tourism that are socially responsible responsible, economically productive, and respectful of the environment."

#### THIS THREE-LEVEL APPROACH IS EMBEDDED IN ALL OUR OBJECTIVES AND ACTIONS



nternal management.

Committing that our travel experiences are in-line with sustainable standards.

Selecting our partners through sustainable criteria and empowering them with sustainable practice recommendations. Maintain a constant commitment to review our policies and practices, to ensure they are in-line with our 3 tier approach.

WE ARE CONTINUALLY WORKING TO IMPROVE OUR RESPONSIBILITY POLICY, AS THIS IS A CONSTANTLY EVOLVING SECTOR OF THE TRAVEL INDUSTRY.



# OUR MAIN SUSTAINABLE PROJECTS

#### A COMMITTED AND SUPPORTIVE TRIP

We suggest collecting donations to support local initiatives.

As part of its commitment to sustainable tourism and its mission to support local communities and businesses, since August 2023, ASEVTRAVEL automatically makes a financial donation for each traveller taken on board, and remains open to collecting additional donations to support their actions and local initiatives.

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#### THE MEKONG ELEPHANT PARK SANCTUARY

The French NGO APEEL supports the Mekong Elephant Park pilot project, which aims to preserve an endangered species, the elephant, through eco-tourism projects.

#### XONPHAO

Xonphao is a not-for-profi association, set up in 2017, takes in and helps around thirty vulnerable men and women, particularly people with disabilities or living in extreme poverty. The association trains these benefiaries in craft trades to help them become more self-suffient.

#### ASAS

ASAS is a non-profi organisation set up in 2013 to build access to drinking water and help rehabilitate schools in isolated villages in northern Laos. It has also created the country's fist "Science City", a fun and educational centre.







#### IN CAMBODIA





#### ANGKOR HOSPITAL FOR CHILDREN (AHC)

The hospital was founded in 1999 and has become one of Cambodia's leading paediatric hospitals. It provides free, high-quality care to around 500-600 children every day. The hospital's strategic mission is to improve healthcare for all children in the country, train medical staf and educate the community about health.

#### ΑΡΟΡΟ

APOPO's demining teams operate in countries, such as Cambodia, that have suffred from the legacy of past conflcts. Their mi sion is to protect people and the planet through innovative solutions that use trained rats to speed up the detection of landmines. To date, nineteen mine-detecting rats have passed their International Mine Action Standards (IMAS) accreditation in Cambodia and are operating in the clearance process at 4 sites in the country.

#### кото

KOTO is an association that aims to offer vocational training to underprivileged young children and vulnerable young women to get them of the streets. To do this, they are given free training in hotel management and cookery, as well as English lessons for 24 months, followed by work placements in establishments across the capital. The ultimate aim of these apprenticeships is to enable these young people to fid a job or even set up their own business.

#### LES ENFANTS DU DRAGON

The association was set up in 2009 to provide fiancial and material support for humanitarian projects for the poorest children in Vietnam. The aim is to ensure that they thrive in a safe environment with access to drinking water, and to promote their socialisation by helping them to gain access to culture and become independent.









Environmental Projects we support

**ASEV Travel is committed to protecting the environment** and has therefore joined a plastic reduction program: "Refill Not Landfill". This global campaign aims to reduce the consumption of single-use plastic bottles. Committed to reducing our environmental footprint, ASEV Travel provides its travelers in Laos and Cambodia with reusable and refillable bottles, as well as a network of refill stations.



# THE TEAM

The ASEV team is made up of local multilingual professionals led by experienced country managers. Together, with seasoned salespeople in all the destinations where we operate, we create a unique variety of tailor-made trips, adapted to your needs and your company's profile.

WALTER PHAM

SALES DIRECTOR





**FRANÇOIS FOULON** MANAGING DIRECTOR



YOHAN PINTO CHIEF FINANCIAL OFFICER





(Vietnam, Cambodia, Laos and Thailand) JULIA DUBOURG



#### JULIA DUBOURG TRAVEL CONSULTANT (Laos and Cambodia)

HANH BUI TRAVEL CONSULTANT (Laos and Vietnam)



NGOC TRAN N TRAVEL CONSULTANT (Vietnam and Cambodia)

SUE PANN AEINT TRAVEL CONSULTANT (Thailand, China & Singapore)



INÈS ABDUL TRAVEL CONSULTANT (Laos and Cambodia)

#### MARKETING AND DEVELOPMENT



MELISSA WOOLLEY MARKETING DIRECTOR



TRAM NGUYEN SUSTAINABLE COORDINATOR



ADELINE LOYER PRODUCT AND BUSINESS DEVELOPMENT MANAGER

#### ▼ COUNTRY MANAGERS



QUOC VIET NGUYEN VIETNAM-LAOS



FRÉDÉRIC AMAT CAMBODIA



THIRI ZAW MYANMAR

# PRO B2B TOOLS AGENT HUB

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