PAI DAI
DMC

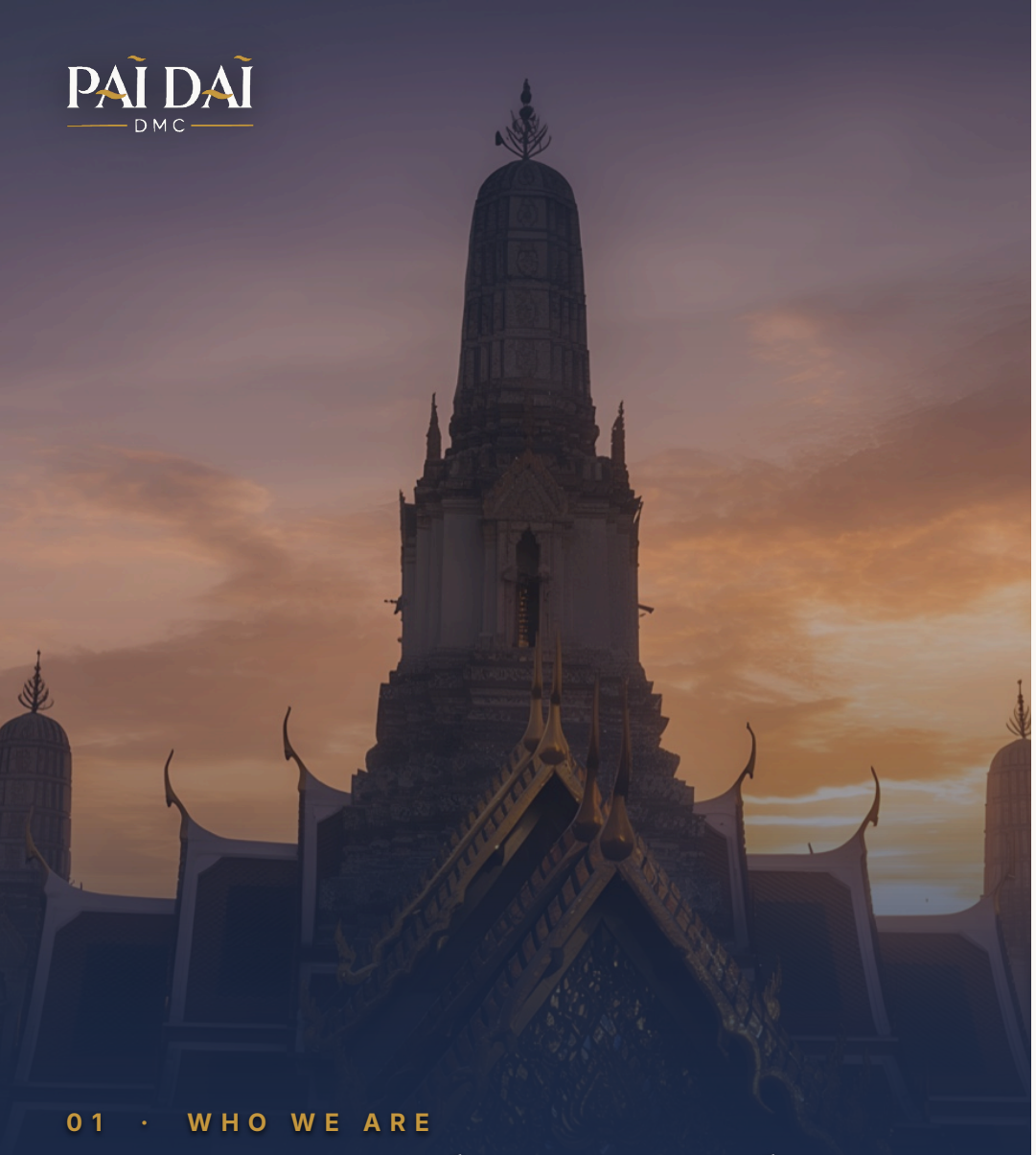


GROUND DESTINATION MANAGEMENT · THAILAND & VIETNAM

Pai Dai DMC

The on-the-ground partner for inbound travel agencies.

You hold the client. We run the ground, and make you look good.



01 · WHO WE ARE

A team on the ground, behind you

Pai Dai DMC is an **inbound destination management company** running ground operations across Thailand and Vietnam. We work B2B with agencies and tour operators. **You keep your client and your margin.** We handle the design, the suppliers, the licensed guiding, and the day to day on the ground.

WHAT YOU HAND US

- Itinerary design and costing, quoted as **transparent net land prices**.
- Contracted suppliers: hotels, transport, restaurants, experiences.
- Licensed local guiding and on-ground coordination.
- Post-tour settlement and clean documentation.

ON THE RECORD

- Running inbound to Vietnam **since 2018**, with origins under Vietnam Star Travel.
- Thai entity **Paidai Online Co., Ltd.**, incorporated January 2023.
- Vietnam ground services run through our **licensed Vietnamese entity**.
- Holds the **TAT Inbound Tour Operator Licence No. 11/13335**.

COVERAGE

One ground team. Four countries.

170+ ground programs and experiences across the region, built and operated in house. Thailand and Vietnam are our core. We also run cross-border itineraries into Cambodia and Laos, joined to a Thailand or Vietnam route on a single booking.

114

Thailand programs

Bangkok and the historic north, the Andaman and Gulf coasts, and the offbeat interior most itineraries skip.

55

Vietnam programs

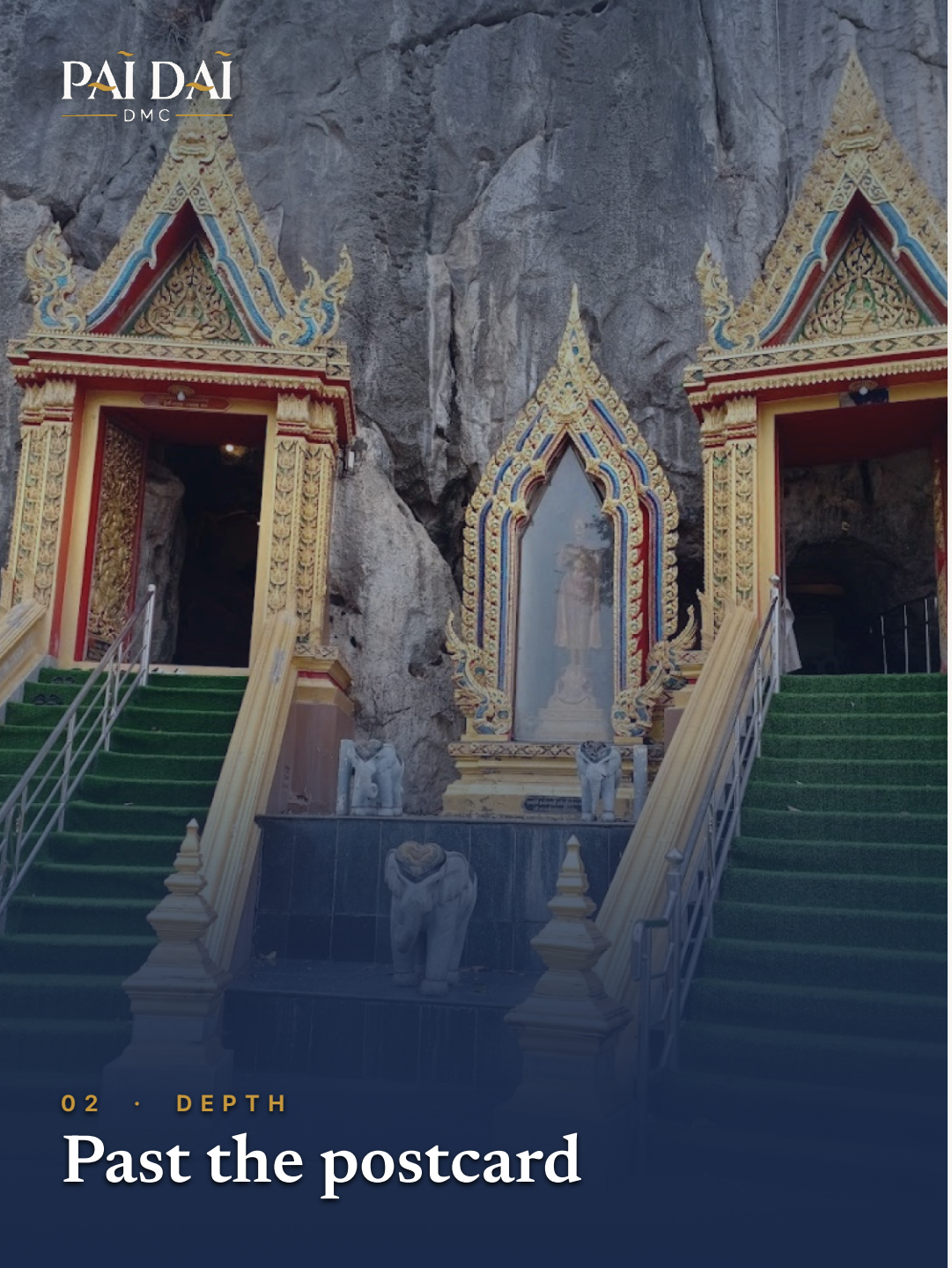
The full cultural spine, Ho Chi Minh City to Hoi An, Hue, Hanoi and Ha Long Bay, with a deep optional-tour menu on top.

2+

Cross-border routes

Cambodia, with Angkor and Phnom Penh, and Laos, added to a Thailand or Vietnam itinerary on one contract.

Real, contracted relationships on the ground. Not a booking desk reselling someone else's inventory.



PAI DAI DMC

02 · DEPTH

Past the postcard

Any DMC can move a group through the headline sights. What makes your client come home talking, and book again, is the day no one else sells. **We build and run these ourselves.**

A FEW WE RUN

- **Northeast Thailand by overnight sleeper train** from Bangkok into Isaan: Udon Thani, Nong Khai, the Red Lotus Lake, Surin.
- **Phrae teak heritage**: the pink teakwood Khum Wongburi mansion and a Mo Hom natural indigo dye workshop.
- **Lampang**, where the rare inverted shadow appears inside Wat Phra That Lampang Luang.
- **Khao Sok**, with floating rafthouses on Cheow Lan Lake and a night jungle walk.

03 · INVENTORY

Sell from real images, not stock.

PAÏ DAÏ DMC

Every property and experience we contract, **we photograph ourselves**. You build your proposals on what your client will actually see, so the trip on the page is the trip that arrives.



HA LONG BAY
Dinh Huong Islet, Vietnam



KOH SURIN
Andaman reef, Thailand



NINH BINH
Mua Cave viewpoint, Vietnam



SAPA
Muong Hoa Valley, Vietnam



PAI DAI DMC

04 · CAPACITY

From two guests to thirty

Private, series, or scheduled. We run the **format your business needs**, not just the one that suits us.

FORMATS

- **Private groups**: fully customised itineraries, any size.
- **Series**: recurring departures for a partner programme, including a Spanish-language series of **30 guests plus tour leader**.
- **Regular arrivals**: joinable scheduled departures on a fixed weekly schedule.

LANGUAGES

- Guiding in **English** and **Spanish**, with other **European languages** on request.
- **Arabic**-speaking support for Middle East partners.
- Native **Thai** and **Vietnamese** guides and coordinators.

WHY PAI DAI

What you get from a real ground partner.

01

Eyes on the ground

We live in the markets we sell. When a hotel reopens, a visa rule changes, or a road floods, you hear it from us first.

02

Clean execution

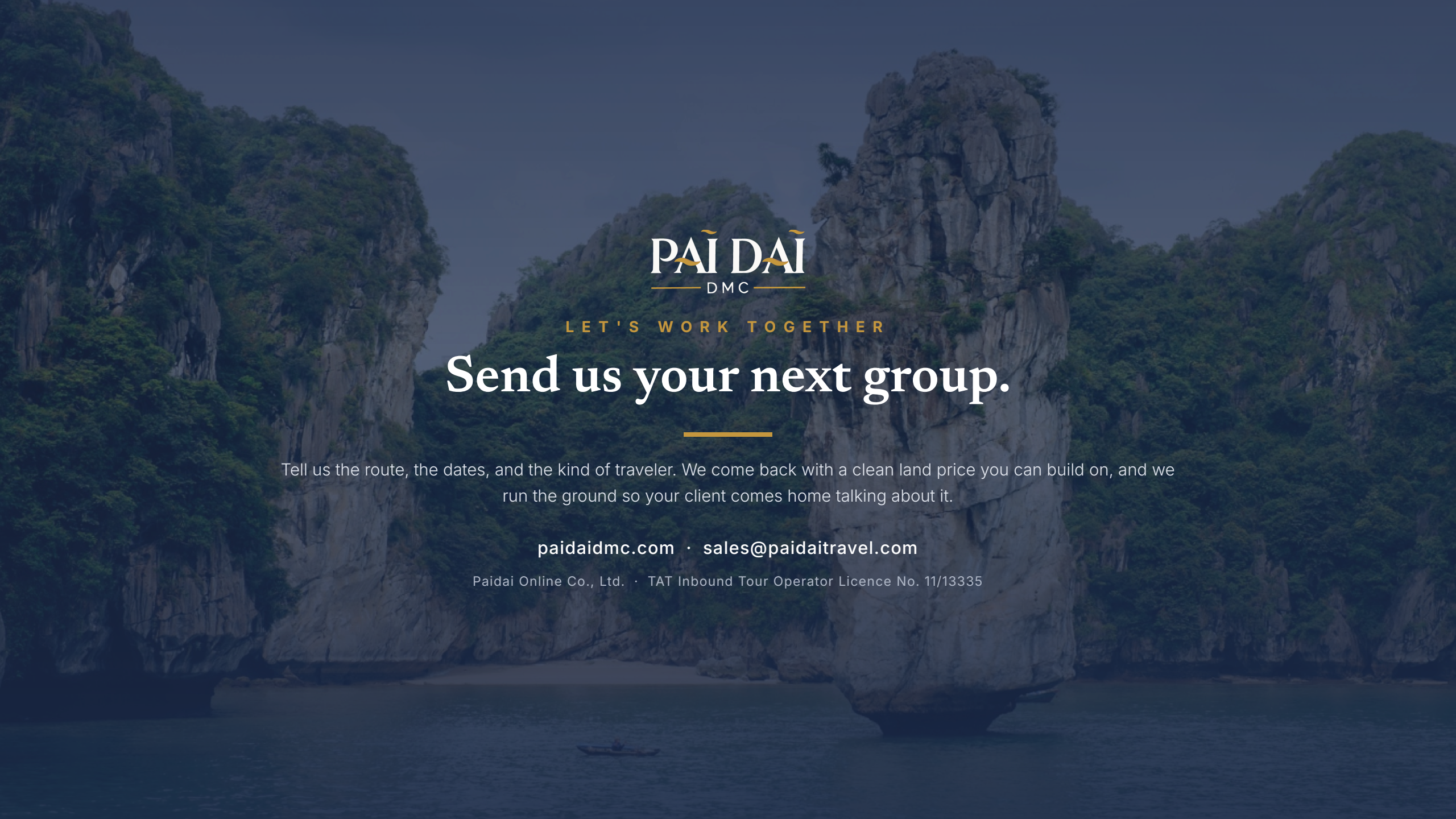
A small, technology-driven team that runs every booking end to end. Quick to answer, and accountable when it matters.

03

Your client stays yours

We work behind you on a mutual non-circumvention basis. We never approach your guests or your end-clients.

We compete on trust, customization, and quality of delivery. Not on scale or price.



LET'S WORK TOGETHER

Send us your next group.

Tell us the route, the dates, and the kind of traveler. We come back with a clean land price you can build on, and we run the ground so your client comes home talking about it.

paidaidmc.com · sales@paidaitravel.com

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