PAI DAI
DMC



COMPANY PROFILE · THAILAND & VIETNAM

Pai Dai DMC

Inbound Destination Management: Thailand & Vietnam

Deep relationships. Photographer-led inventory. Flawless ground execution.

Paidai Online Co., Ltd. · TAT Licence No. 11/13335

For Travel Trade & Agency Partners



01 · PROFILE

Who We Are

Pai Dai DMC is an **inbound destination management company** handling ground operations across **Thailand and Vietnam**, from itinerary design and supplier contracting through licensed guiding, on-ground coordination, and post-tour settlement. We work B2B with wholesale and agency partners, quoting transparent land prices so you price your own margin on top.

OUR STORY

- Operating **inbound to Vietnam since 2018–2019**, with origins under Vietnam Star Travel.
- Formalised in Thailand as **Paidai Online Co., Ltd.**, incorporated **24 January 2023**.
- Ground services in Vietnam run through our **licensed Vietnamese operating entity**.
- Holds the **TAT Inbound Tour Operator Licence No. 11/13335**.

WHAT WE DO

- **Private Groups**: bespoke itineraries, fully customised.
- **Series**: recurring departures for partner programmes.
- **SIC Regular Arrivals**: joinable scheduled departures on fixed weekly schedules.

WHY PAI DAI

Three things set us apart.

01

Deep supplier relationships

Real, contracted relationships across Thailand and Vietnam, and genuine on-the-ground execution. Not a booking desk.

02

Photographer-led inventory

Every property and experience documented with our own photography. You sell from real images, not guesswork.

03

A small, expert team

Technology-driven for speed and personalization. A focused team that punches well above its weight.

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

02 · THE TEAM

Team & Network

Pai Dai DMC is run by a **focused team of seven** across Thailand and Vietnam, led by co-founder and CEO **Wanwisa Puengsawang (Sally)**, with dedicated operations teams in both countries, in-house finance and HR, and an external accounting partner. **Technology-driven for speed**, the team is built to punch well above its weight.

HOW WE ARE ORGANISED

- **Thailand** — itinerary design, supplier contracting, licensed guiding and on-ground coordination.
- **Vietnam** — a licensed operating entity with its own operations and guiding team.
- **Finance & HR** in-house, with external accounting oversight.

OUR TRADE NETWORK

EUROPE · PRIMARY
Established **wholesale partners** running Private Group, Series and combined Cambodia / Vietnam programmes.

THAILAND
A network of **agency partners** feeding inbound programmes.

MIDDLE EAST
A **target growth market**; relationships in development.



LET'S BEGIN

We'd love to build this together.

Transparent rates, proper compliance, and a team that treats your guests as our own. The next step is simple: agree the structure, sign a short trade-partnership agreement, and start with a first programme.

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