



**VIETNAMTOUR.IN**

THE NO.1 VIETNAM TOUR OPERATOR FOR INDIANS

**Seniworld<sup>S</sup>**

TAILOR-MADE JOURNEYS IN ASIA BY LOCAL EXPERTS

# COMPANY PROFILE

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# WELCOME LETTER

*Namaste. Xin chào.*

Every journey begins with curiosity. For us at Vietnamtour.in, it started as a genuine fascination - and grew into deep admiration for the Indian market: your travel style, your values, your warmth, and your incredible diversity.

Many years ago, when most tour operators treated the Indian market no differently than others, we decided to take a unique approach. We listened carefully. We learned continuously. And we created a company with a singular focus.

Vietnamtour.in was established as a specialized local tour operator and DMC exclusively serving Indian market. This dedicated focus guides everything we do - from crafting personalized tours, to delivering tailored service, to choosing the right partners. For over 10 years, we have had the honor of welcoming thousands of guests across Vietnam, Laos, and Cambodia. We take pride in saying: **No one knows the Indian market like we do.**

Our strength lies in the details that truly matter: understanding food preferences and religious needs, managing group dynamics for large families or corporate teams, building trust with Indian travel agents, and anticipating expectations - sometimes even before they're spoken.

This proposal is more than a presentation of services. It is our commitment to say: **We understand your guests. We respect your expectations. And we look forward to partnering for mutual success.**

*Warm regards,*

*Kim Bui*

*Founder and CEO of Seni World Travel  
(Managing Vietnamtour.in)*







# WHO WE ARE

Vietnamtour.in is the leading local tour operator in Vietnam for Indians, established in 2018 with offices in Hanoi and Kolkata.

We specialize in tailor-made holidays across Vietnam for Indian market - from individuals and families to school groups and corporate clients. Trusted by B2B partners and direct travelers alike, we bring local expertise, cultural understanding, and seamless service to every journey.

As **part of Seniworld** - a dynamic ecosystem of travel brands serving diverse markets worldwide, Vietnamtour.in shares a common commitment: crafting travel experiences that are personal, authentic, and deeply rooted in local culture.

## Our Brand Network





# **THE VIETNAMTOUR.IN JOURNEY**





## HOW WE STARTED

It all began in **2015**, in a modest coffee shop in Hanoi, where our two founders came together with a simple but powerful idea: to create meaningful travel experiences that connect people with the heart and soul of Southeast Asia. What started as a dream to share Vietnam's wonders quickly grew into a journey embracing neighboring countries: Myanmar, Laos, and Cambodia.

By **2017**, our journey took on new dimensions. Seniworld began crafting experiences for travelers from South Africa through **Vietnamtour.co.za** - another step guided by the same belief: that travel becomes truly meaningful when it's rooted in local connection and care.

A year later, our path led us to India - a country rich in culture, emotion, and a deep love for discovery. We saw not just a growing market, but kindred spirits. That's how **Vietnamtour.in** came to life in **2018**, as a heartfelt commitment to understand and serve Indian travelers in a way no one else had. Since then, they've become the core of our story, making up **70% of Seniworld's customers**. We opened our **office in India in 2019** to deepen our commitment and better serve their unique needs with care and local expertise.

Today, Vietnamtour.in proudly serves thousands of Indian customers every year. Beyond numbers, what truly drives us is the passion to craft authentic, personalized journeys that leave lasting memories.







## OUR MISSION

***"To be the trusted partner for Indian customers and travel businesses seeking authentic, seamless, and meaningful journeys in Vietnam and Indochina."***

We combine local knowledge with a deep understanding of Indian market's expectations to deliver experiences that foster connection, cultural appreciation, and peace of mind-every step of the way.

## OUR VISION

1. To bridge cultures by sharing Vietnam's local stories in a way Indian customers can relate to and enjoy.
2. To tailor travel services that honour Vietnamese authenticity while meeting Indian expectations in comfort, cuisine, and communication.
3. To ensure smooth, well-supported journeys through on-ground expertise and dedicated service teams in both Vietnam and India.
4. To create travel programs that combine Vietnam's iconic sites with authentic local moments, designed with Indian interests in mind.

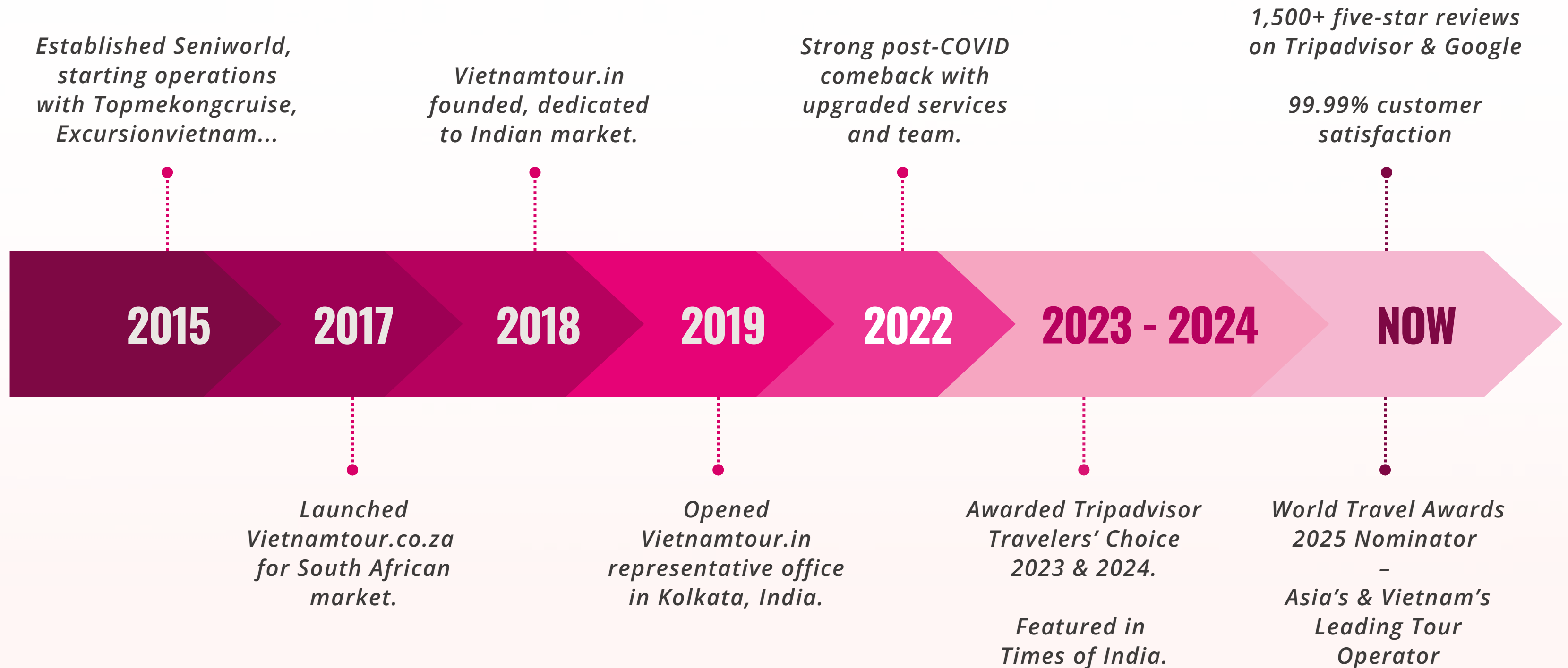






# KEY MILESTONES

*From humble beginnings to a trusted company for the Indian market.*







# OUR JOURNEY IN NUMBERS

*A snapshot of how far we've come.*

**+10**

**Years of  
Experience**

**+80**

**Travel  
Experts**

**+5**

**Offices**  
in Vietnam, Laos, Cambodia,  
India & South Africa

**+389**

**Trusted  
Partners**

**50.000+**

**Indian customers  
served over the years**





# RECOGNITION & ACHIEVEMENTS

*A snapshot of how far we've come.*



*"With carefully crafted itineraries, a deep understanding of Indian market' preferences, and dedicated support, Vietnamtour.in has become more than just a tour operator. It is the leading Vietnamese travel brand built on cultural appreciation and a genuine desire to connect Indian and Vietnamese people."*

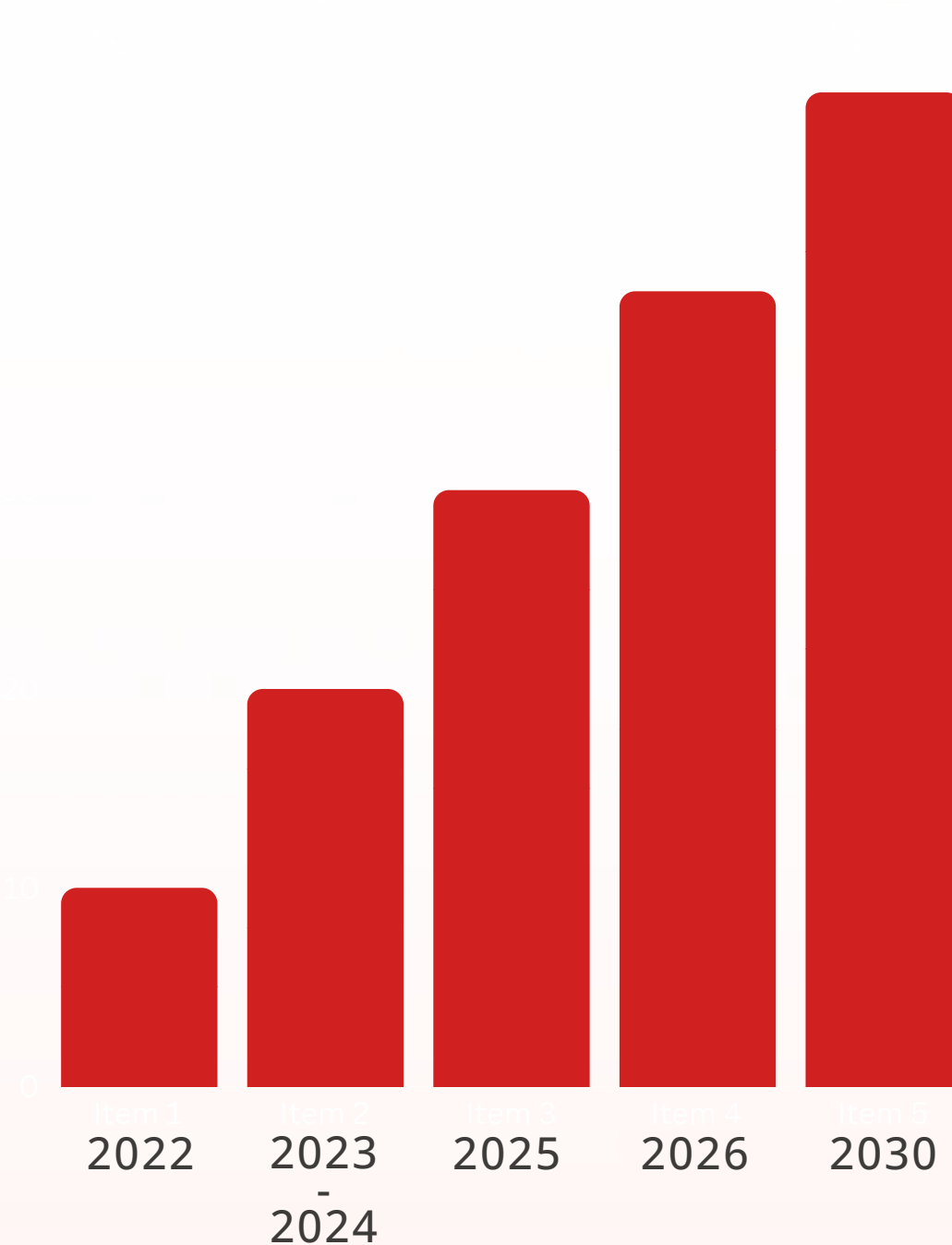
[READ FULL ARTICLE](#)







# OUR DEVELOPMENT PLAN



## 2025: Strengthening Presence & Product Innovation

### Opening representative offices in Mumbai, Delhi & Kolkata

Enhancing local engagement and providing on-ground support for Indian travel agents and partners.

### Launching Project Group Series

Developing tailored travel programs for large groups, including corporate incentives, school and college tours, supported by dedicated operations teams.

## 2026: Scaling Operations & Expanding Footprint

### Increasing Operational Capacity

Targeting over 100,000 Indian customers annually, backed by a growing team and solid partner network.

### Expanding into Thailand

Bringing our India-focused travel expertise to new destinations, starting with Thailand, to offer seamless multi-country travel experiences.

## 2030: Regional Growth with Local Care

### Building an India-Friendly Network in Asia

Establishing a verified partner network of Indian restaurants, chefs, and culturally aligned service providers across destinations.

### Sustainable & Community-Based Travel

Expanding impact-focused travel offerings that benefit local communities while aligning with responsible tourism values.





# **THE VIETNAMTOUR.IN PEOPLE**





## **EACH ITINERARY IS A TEAM EFFORT.**

*Over the past 10 years, Vietnamtour.in has grown into a team of over 80 professionals working with heart, precision, and purpose. Together, we combine local insight with professional expertise to meet the high expectations of our partners and their travelers.*

Our consultants work closely with our B2B partners to understand every detail, from cultural preferences to dietary needs. Our operations team ensures logistics run smoothly, with a deep understanding of local ground realities. And our guides act not only as hosts but as storytellers, sharing each destination with warmth, depth, and authenticity.

Beyond our internal team, we have also built strong, long-term relationships with hoteliers, transport providers, chefs, artisans, and community hosts, many of whom have journeyed with us from the very beginning.

For us, every guest is a reflection of the trust our partners place in us. That trust is what drives us to care more, listen better, and constantly raise the bar.







# MANAGEMENT TEAM



**Kim Bui**

**General Director**



**Max Nguyen**

**Sales Director**



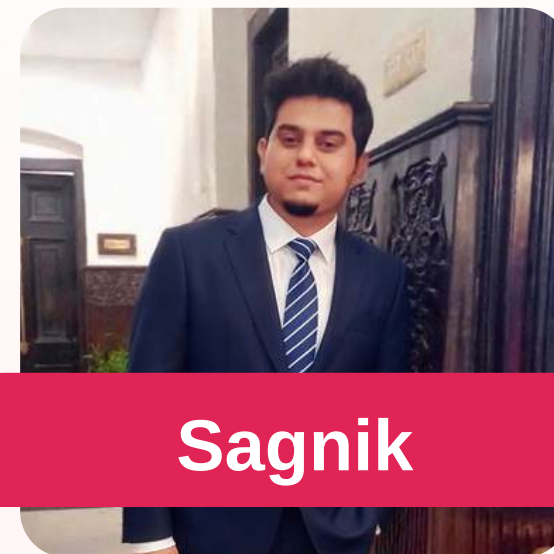
**Anthony Ngo**

**Marketing Director**



**Huyen Tran**

**Operations Director**



**Sagnik**

**Country Manager**



# **THE VIETNAMTOUR.IN DIFFERENCE:**

***INDIA IS OUR CORE MARKET***







## TRUSTED BY INDIAN PARTNERS & AGENTS

*We've worked closely with B2B partners and agents across India for years, building strong relationships based on reliability and consistency.*

## ON-GROUND SUPPORT IN BOTH COUNTRIES

*Our team in India helps with pre-trip communication, while our local team in Vietnam ensures everything runs smoothly on the ground.*

## DECADE OF FOCUSED EXPERIENCE

*Since 2015, we've been designing and operating trips across Vietnam and Indochina. From 2018, we've focused especially on Indian market - not by guesswork, but by listening, adapting, and growing with your market.*

## INDIA-FOCUSED

*Vietnamtour.in is Seniworld's core project, created with one clear focus: to serve Indian guests. Today, Indian travelers account for over 70% of Seniworld's customers.*

## CULTURAL UNDERSTANDING

*We respect both Indian and local cultures. Our trips are thoughtfully designed to reflect Vietnam's heritage while making Indian travelers feel at home from customs to comfort, without cultural shock.*







# OUR DESTINATIONS - VIETNAM & INDOCHINA

*Rooted in Indochina, we transform trips through Vietnam, Laos, and Cambodia into stories worth remembering.*

**Vietnam | Laos | Cambodia Tours**

**Vietnam & Laos Tours**

**Vietnam & Cambodia Tours**

**Indochina Tours (Vietnam – Laos – Cambodia)**



A Trending destination



Budget-friendly destination



Indian-friendly food options



Multiple direct flights from India



Simple visa procedures

LAOS

VIETNAM

CAMBODIA





# OUR PRODUCTS & SERVICES

*We deliver expert travel solutions with a deep understanding of the Indian market.*



**CUSTOMIZED TOURS**



**THEMED TOURS**



**TRAVEL SERVICES**





# CUSTOMIZED TOUR

*Tailor-made trips for every need, interest, and budget.*



**FIT**



**GIT**



**MICE**



**SET DEPARTURES**



FLIGHT



CRUISE



TRANSPORT



HOTELS



MEALS



ACTIVITIES



24/7 SUPPORT



ENGLISH  
SPEAKING GUIDE





# THEMED TOURS

*Unique journeys crafted around your unique travel style.*



**TOURS WITH CHEFS**



**CULTURAL**



**ADVENTURES**



FLIGHT



CRUISE



TRANSPORT



HOTELS



MEALS



ACTIVITIES



24/7 SUPPORT



ENGLISH  
SPEAKING GUIDE





# OTHER TRAVEL SERVICES

*Complete support for every part of your trip.*



**VISA**



**FLIGHTS**



**DAY TRIPS**



**TRANSFERS, ECT**



**FLIGHT**



**CRUISE**



**TRANSPORT**



**HOTELS**



**MEALS**



**ACTIVITIES**



**24/7 SUPPORT**



**ENGLISH  
SPEAKING GUIDE**





# IN APPRECIATION

*Thank you for taking the time to learn more about Vietnamtour.in.*

We hope that with our strengths, experience, and heartfelt approach to serving Indian travelers, we'll have the opportunity to accompany you and your guests on many meaningful journeys ahead.

*Feel free to reach out to us via:*

**Sales Director - Head Office in Hanoi: Max Nguyen (Mr.)**

☎ +84 38 890 4604

✉ max@vietnamtour.in

**Country Manager: Sagnik (Mr.)**

☎ +91 88502 95722

✉ rep@vietnamtour.in





# **BONUS RESOURCES (APPENDIX)**







# CLIENT GALLERY

*Every photo is a thank-you to the partners who trusted us.*



WANT TO SEE MORE