TRAILS OF INDOCHINA

Artisans of bespoke journeys to Southeast Asia & beyond

WORLD TRAVEL MARKET

3 – 5 November, 2026

Presented by Phill Skyba

ABOUT US

Trails of Indochina began in 1999 as a boutique tour operator in Ho Chi Minh City, built around a simple idea: that travel done properly means going past the surface of a destination and into its culture, its people and its stories. That idea has since grown into a full-service Destination Management Company with over 250 professionals working across Southeast Asia and beyond. In 2027, we will open a regional office in Japan, extending our expertise into Japan, South Korea and Bhutan alongside our long-standing coverage of Vietnam, Cambodia, Laos, Thailand and Indonesia.

For you as a travel advisor, that growth matters less as a headline and more as a practical guarantee: whichever destination your client wants, you are working with one partner who has people on the ground who genuinely know it, rather than a subcontracted patchwork you have to manage yourself.

What this means for your client

- **Proposals built around them, not a template.** Every itinerary is tailored to the traveller's interests, pace and budget, drawing on a portfolio of themed experiences rather than a fixed brochure route.
- **Access most operators cannot offer.** Local relationships built over 25 years open doors to experiences, guides and venues that a smaller or newer operator simply cannot reach.
- **Support that continues once they land.** 24/7 in-destination care means your client is never without a contact, and you are never the only person they can call if something needs attention.

HOW WE WORK WITH YOU

Our approach is built on three things: expertise, trust and seamless execution. In practice, for a travel advisor, that comes down to being fast to respond, easy to reach, and reliable once your client is actually in the destination.

Working with us

- **A dedicated specialist.** You get a single point of contact who follows your client's trip from first enquiry through to their return home, so you are never re-explaining the brief to a new person.
- **Fast, detailed proposals.** We know you are often responding to a client while the enquiry is still warm, so we aim to turn around thorough, ready-to-send itineraries quickly rather than leaving you waiting.
- **24/7 support, everywhere we operate.** Night-shift reservations teams and on-ground customer care staff are available around the clock in every destination, so your client always has someone to call.
- **Consistently trained guides.** Our guides are trained and mentored to the same high standard across the region, so quality does not vary depending on which country your client is in.
- **Comprehensive insurance.** We carry coverage up to $2,000,000 per occurrence, giving both you and your client real peace of mind.

A simple process

- Send us your client's brief, however rough or detailed it is.
- We come back with a tailored, ready-to-send proposal.
- We refine it together until it is exactly right for your client.
- Your client travels, supported 24/7 by our on-ground teams.

OUR DESTINATIONS



With centralised management and our own regional offices in every principal destination, we ensure clear communication and consistent service from the moment you send a brief to the moment your client comes home. Our principal offices sit across Vietnam, Cambodia, Laos, Thailand, Indonesia and Japan (2027), with affiliate coverage extending our reach further into South Korea, Bhutan, Singapore, Malaysia, the Philippines, China, Taiwan, Hong Kong, Nepal and Sri Lanka.

Principal offices

- Vietnam | Ho Chi Minh City, Hue, Hanoi
- Cambodia | Siem Reap, Phnom Penh
- Laos | Luang Prabang
- Thailand | Bangkok, Chiang Mai
- Indonesia | Bali
- Japan (2027)

Affiliated offices

South Korea, Bhutan, Singapore, Malaysia, Philippines, China, Taiwan, Hong Kong, Nepal, Sri Lanka

OUR EXPERTISE

Every itinerary we build is researched and designed to feel genuinely different from a standard route, which is what your clients are increasingly asking for. That starts with matching the trip to real interests rather than a fixed checklist. Our themed travel portfolio covers:

Active · Art & Handicraft · Culture & History · Culinary · Family · Philanthropy · Photography · Romance · Slow Journey · Wellness

Slow Journey and Philanthropy in particular tend to resonate strongly with European travellers looking for depth over pace, and both can be built into your programme without adding operational complexity.



A SELECTION OF WOW MOMENTS



















A SELECTION OF POSITIVE IMPACT EXPERIENCES



















A SELECTION OF WELLNESS EXPERIENCES



















A SELECTION OF TAILORED EXPERIENCES FOR FAMILY



















A SELECTION OF TAILORED EXPERIENCES FOR HONEYMOONERS



















NEW TAILORED EXPERIENCES



















NEW HOTELS IN VIETNAM





PULLMAN NINH BINH

Open: 20 Apr, 2026

Accommodation:

- 283 rooms & suites

Facility: Six distinct dining and lounge venues, combining casual spots, bars, and specialty restaurants Pullman Spa, rooftop and 5th floor outdoor pool, 20-metre indoor pool, fitness center, tennis court, and Kid's Club

FAIRMONT HANOI

Open: 30 Mar,2026

Accommodation:

- 229 rooms | 12 suites

Facility: The property features eight dining and bar venues, a dedicated wellness floor that includes a spa, bathhouse, and rooftop swimming pool, and Hanoi's largest pillarless ballroom.





NEW HOTELS IN VIETNAM





AUKO ECO-WELLNESS LODES

Open: 20 Oct, 2026

Accommodation:

- 30 eco-wellness lodges

Facility: Open-air bathtubs, heated steam and sound caves, clifftop cold plunges, and the forest-to-table Origin Restaurant Chic Vietnamese heritage style

NHAAN RESORT & SPA HOI AN, TAPESTRY COLLECTION BY HILTON

Open: 1 Aug, 2026

Accommodation:

- 174 rooms & suites

Facility : signature rooftop eforea spa, an outdoor infinity pool, fitness center, two distinct dining venues, 1 bar and 1 lounge.





NEW HOTELS IN THAILAND





CANOPY by HILTON BANGKOK SUKHUMVIT

Open: 1 Aug, 2026

Accommodation:

- 174 rooms

Facility: a rooftop swimming pool, a 24-hour fitness center, multiple on-site dining options including Spanish cuisine, a poolside bar, a leafy courtyard, and flexible meeting/coworking spaces

OUTRIGGER Phi Phi Island Resort

Open: 1 Jun, 2026

Accommodation:

- 63 rooms and village villas

Facility : two restaurants, a full-service spa, two swimming pools, a PADI dive center, and a 24-hour fitness center





NEW HOTELS IN LAOS





KIRIDARA LUANG PRABANG

Open: Mar, 2026

Accommodation:

- 43 rooms and suites

Facility: An infinity pool with panoramic forest and river views, a luxury spa, a fitness center, and distinct dining venues

AVANI+ LANEXANG VIENTIANE HOTEL

Open: 1 Jul, 2026

Accommodation:

- 197 rooms and suites

Facility : An outdoor swimming pool, a 24-hour fitness center, a signature wellness spa, flexible event spaces, and multiple dining concepts





NEW HOTELS IN CAMBODIA





JI HOTEL PHNOMPENH

Open: 8 May, 2026

Accommodation:

- 130 rooms

Facility: A 24-hour fitness center, an on-site restaurant, and complimentary private parking.

SAMANEA WELLNESS RESORT - Cardamom Mountains

Open: Feb, 2026

Accommodation:

- 32 large villas

Facility : a wellness centre, yoga and Pilates studio, and an eco-friendly ozone pool. Programmes range from detox and sauna therapies to nature-based activities such as hiking, cycling and yoga.





NEW HOTELS IN INDONESIA





NIHI Rote
Open: 16 Apr, 2026

Accommodation:

- 21 eco-conscious private villas and treehouses

Facility: On-Site Dining, a 25-meter main pool, an ocean-view yoga deck, an indoor gym, fitness and recovery spaces with a sauna and ice bath, a kids' club, and direct access to beachfront water sports.

PARADIUS BY MELIA BALI
Open: Feb, 2026

Accommodation:

- 492 rooms and suites

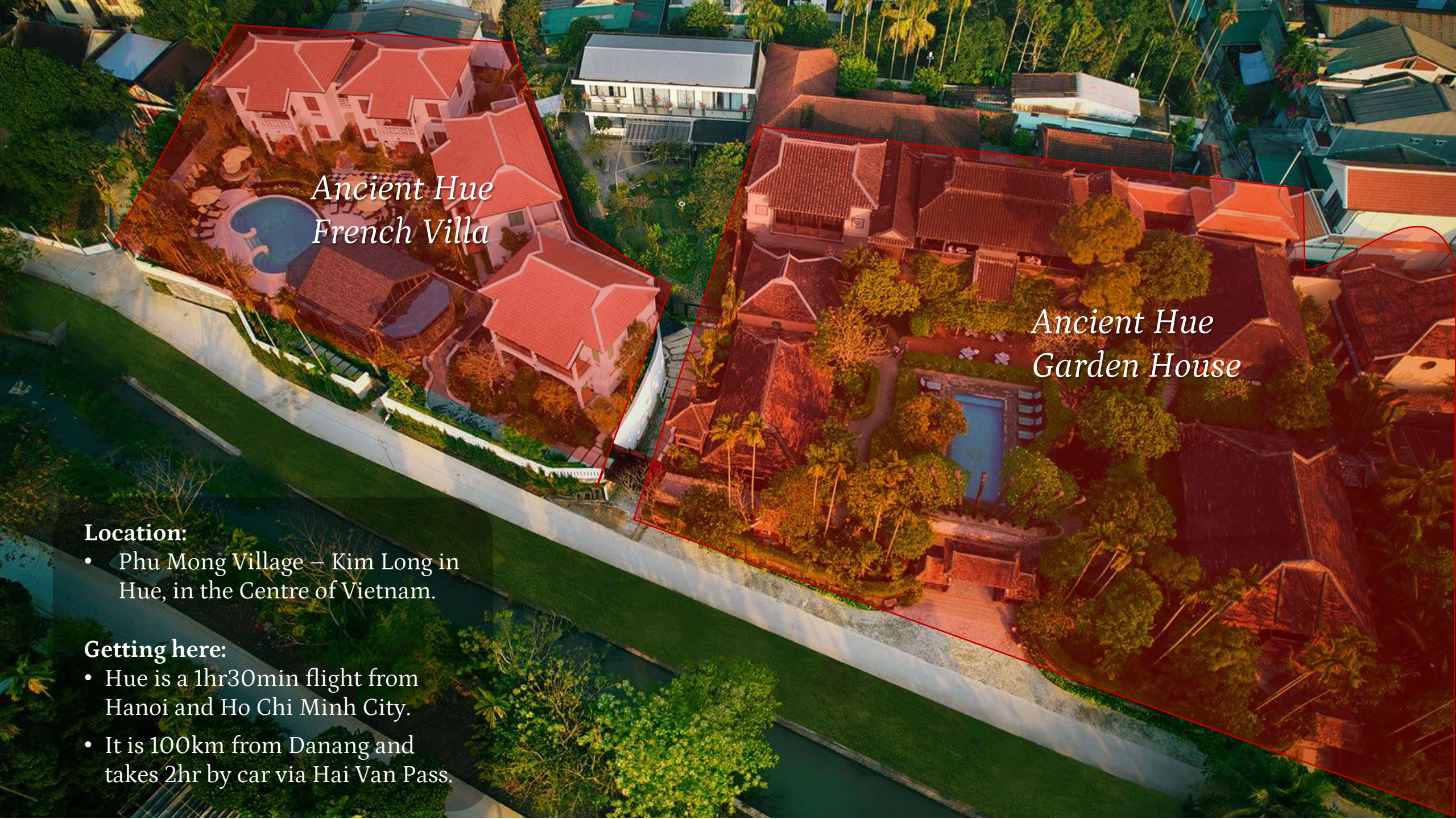
Facility : four upgraded pools including a winding lagoon pool, eight new dining venues, three bars, a children's water park, a tranquil wellness center featuring 12 private treatment





OUR SISTER COMPANIES

ANCIENT HUÊ
Garden Houses



Location:

- Phu Mong Village – Kim Long in Hue, in the Centre of Vietnam.

Getting here:

- Hue is a 1hr30min flight from Hanoi and Ho Chi Minh City.
- It is 100km from Danang and takes 2hr by car via Hai Van Pass.

ANCIENT HUE GARDEN HOUSE



Telling the story of the Nguyen Dynasty, Ancient Hue Royal Homes is a blend between the feudal architecture and nature harmoniously, bringing both noble quintessence and traditional folk colors. It consists of **5 ancient wooden houses** with a capacity of **8 rooms** niched in a landscaped garden around a pool.

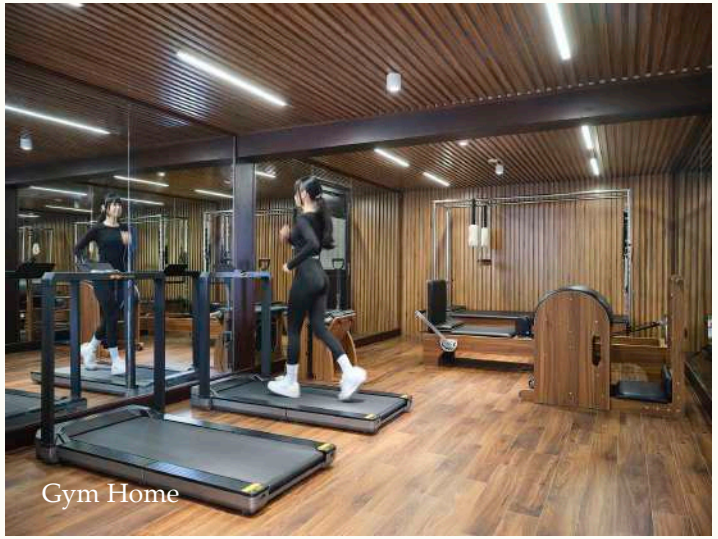
- **1 fine Dining Restaurant**
- **1 lounge bar**
- **1 spa**

ANCIENT HUE GARDEN HOUSE


Swimming pool

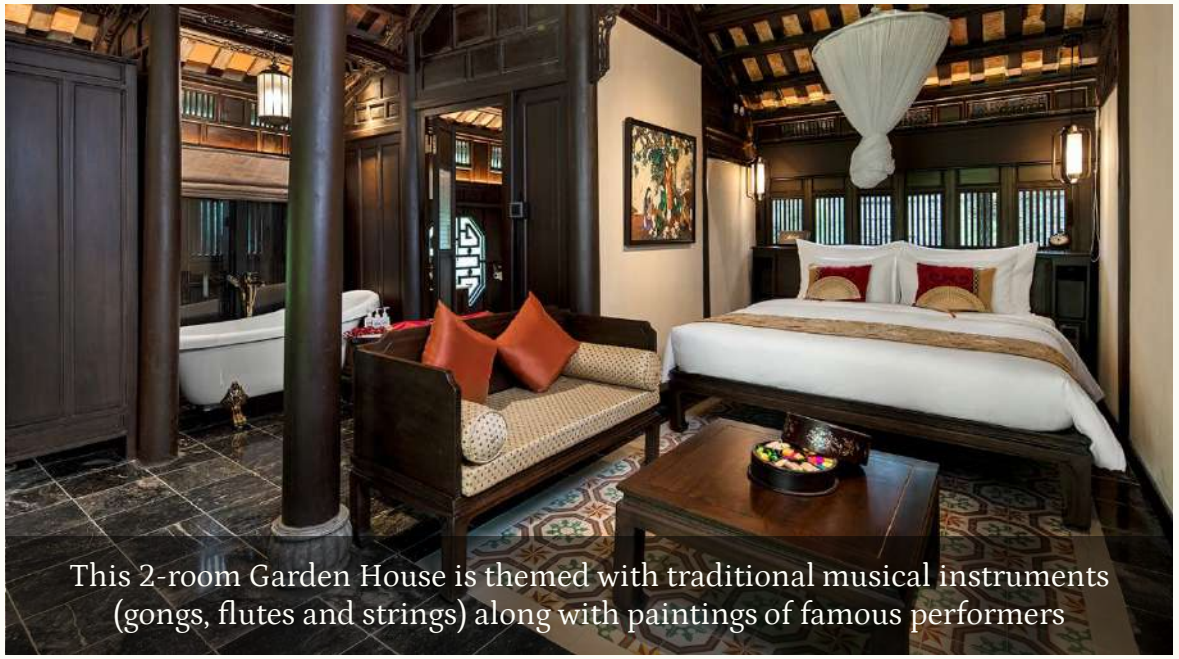

Phu Xuan Spa


Kim Long Restaurant


Gym Home


Phu Mong Restaurant

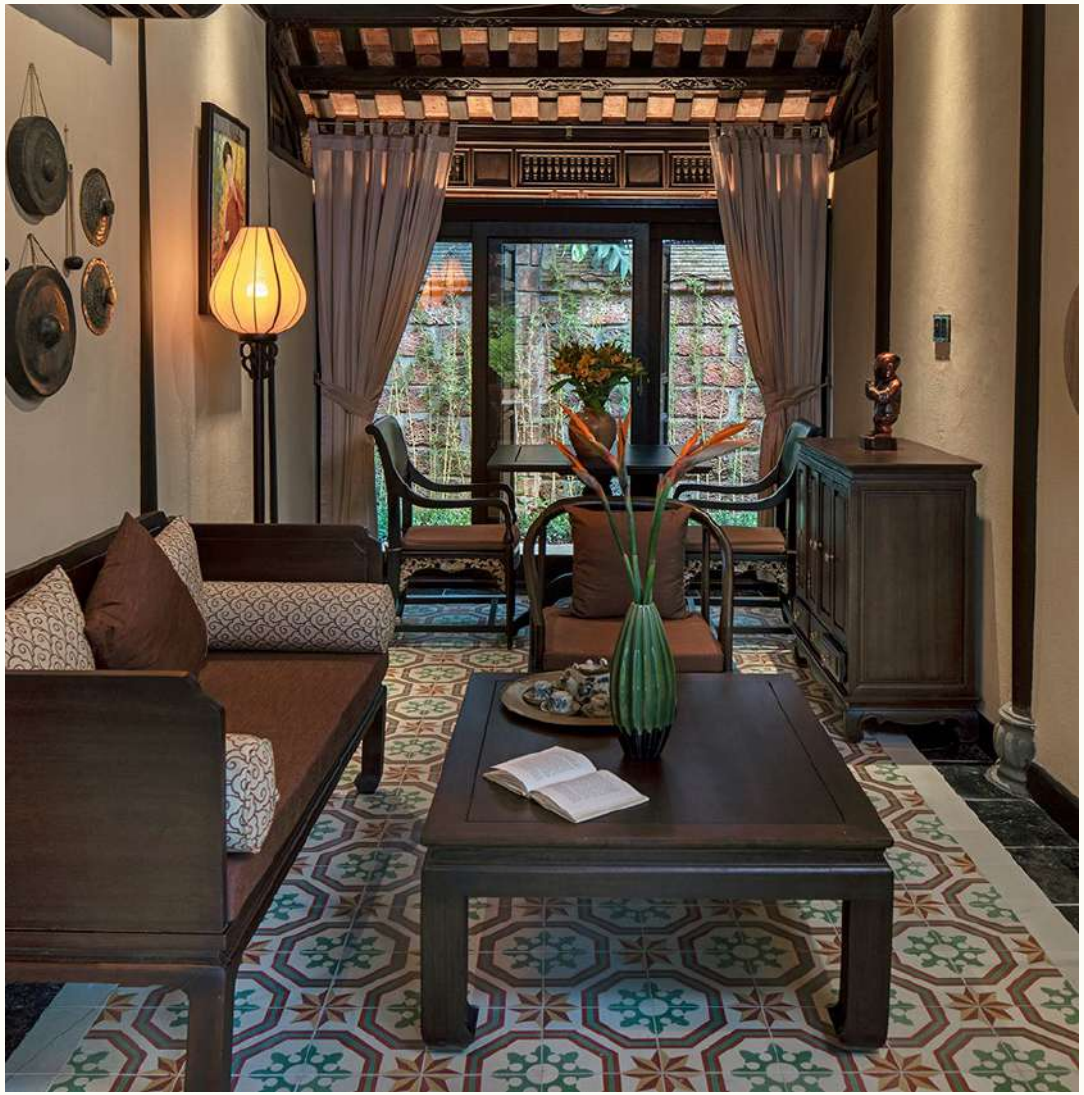
ANCIENT HUE GARDEN HOUSE - Truong Tien House



This 2-room Garden House is themed with traditional musical instruments (gongs, flutes and strings) along with paintings of famous performers







ANCIENT HUE GARDEN HOUSE - Vong Canh House



Decorated with floral patterns of Hue art “Phap Lam“ and real decorative terracota tiles reflecting the unique Citadel imperial style, the 2 rooms House offers its own private terrace and bathrooms.







ANCIENT HUE GARDEN HOUSE - Ngu Binh House



Poems and paintings adorn the one-bedroom House following the Imperial style of the Nguyen Dynasty.







ANCIENT HUE GARDEN HOUSE - Kim Phung House



The 4 room House features a captivating inside garden in the bedroom, beckons families, private couples, and those seeking an exquisite retreat for their honeymoon or anniversary.







ANCIENT HUE GARDEN HOUSE - Bach Ma House



As the largest house of the resort, it is divided into two sections. One for men, showcasing paintings of Imperial costumes, and the other women, displaying historical artifacts.







ANCIENT HUE FRENCH VILLA

Ancient Hue French Villas relives the elegant and romantic atmosphere of the French Indochina era. From Art Deco to colonial style, the collective of **4 villas** offers an exclusive nostalgic trip with **12 rooms.**

- **4 villas**
- **1 swimming pool**
- **1 covered pool lounge**

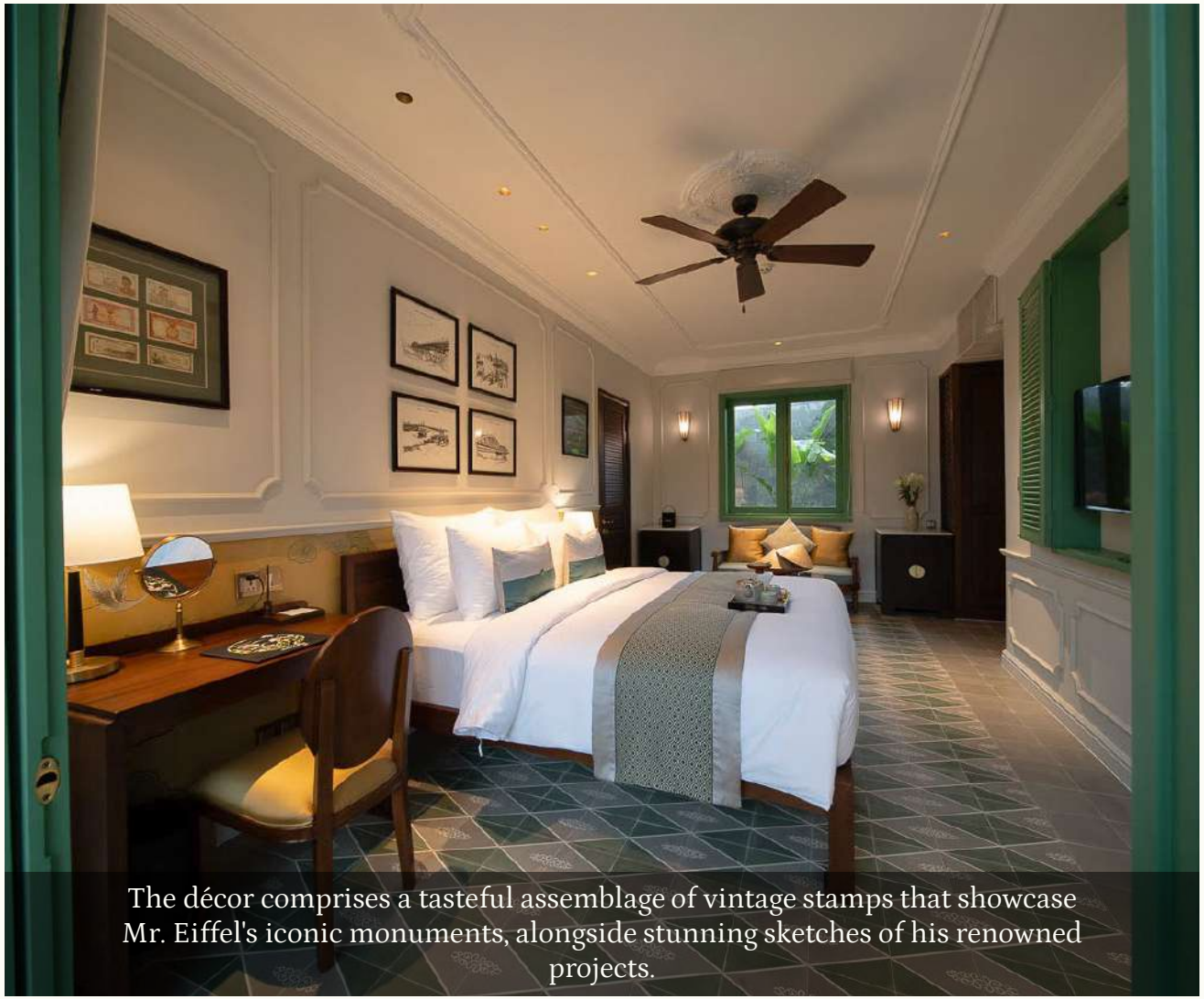








ANCIENT HUE FRENCH VILLA - Gustave Eiffel villa

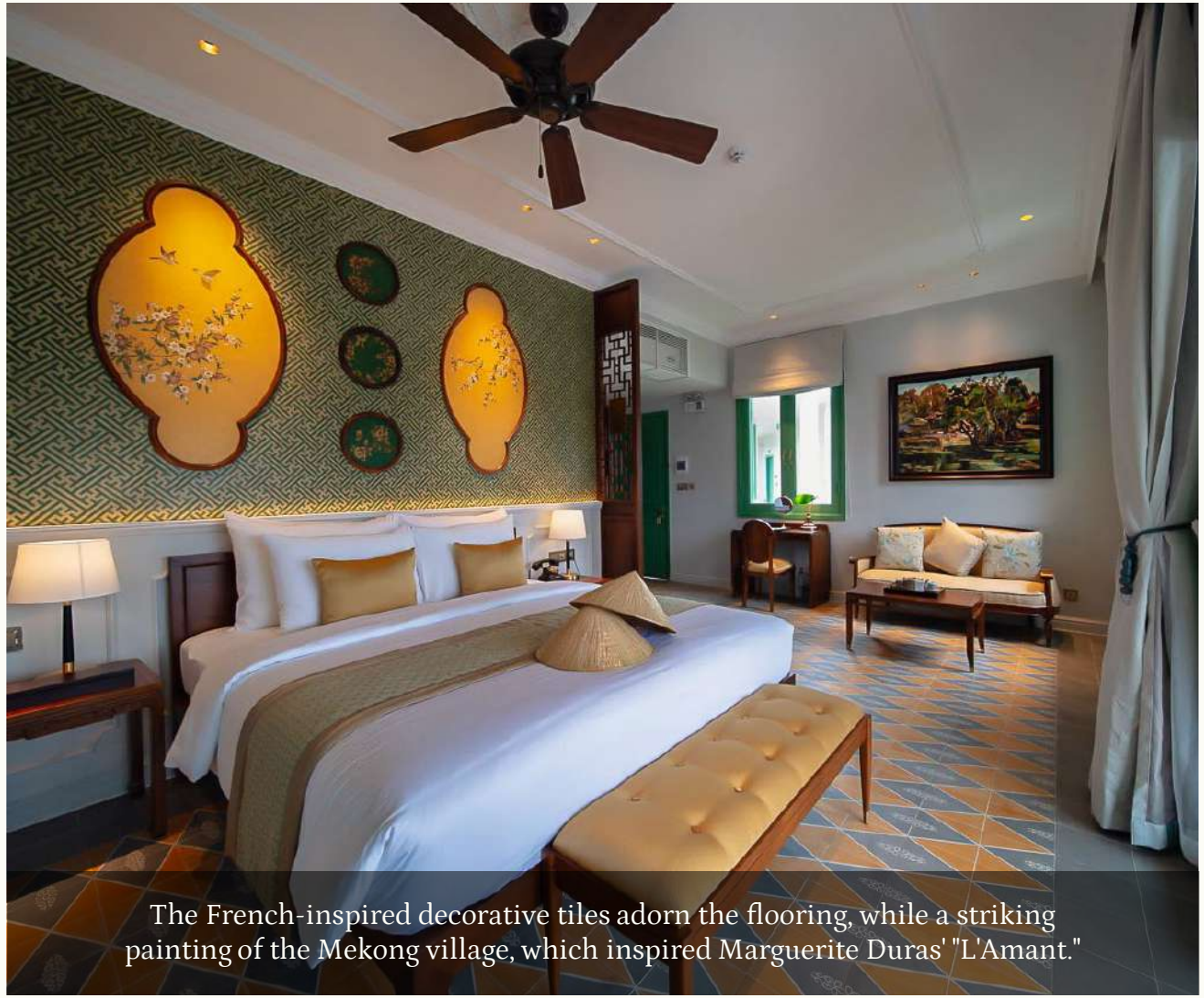


The décor comprises a tasteful assemblage of vintage stamps that showcase Mr. Eiffel's iconic monuments, alongside stunning sketches of his renowned projects.



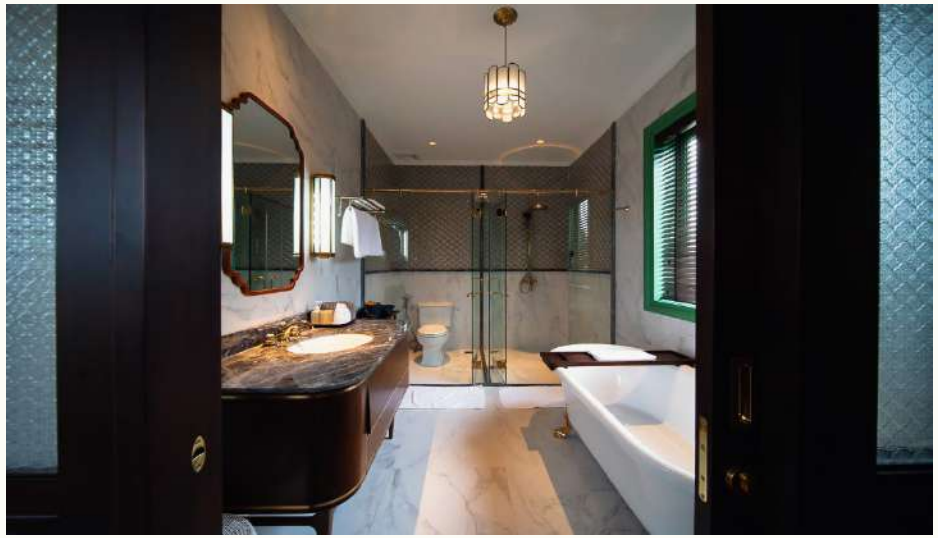


ANCIENT HUE FRENCH VILLA - Marguerite Duras villa



The French-inspired decorative tiles adorn the flooring, while a striking painting of the Mekong village, which inspired Marguerite Duras' "L'Amant."





ANCIENT HUE FRENCH VILLA - Albert Sallet villa

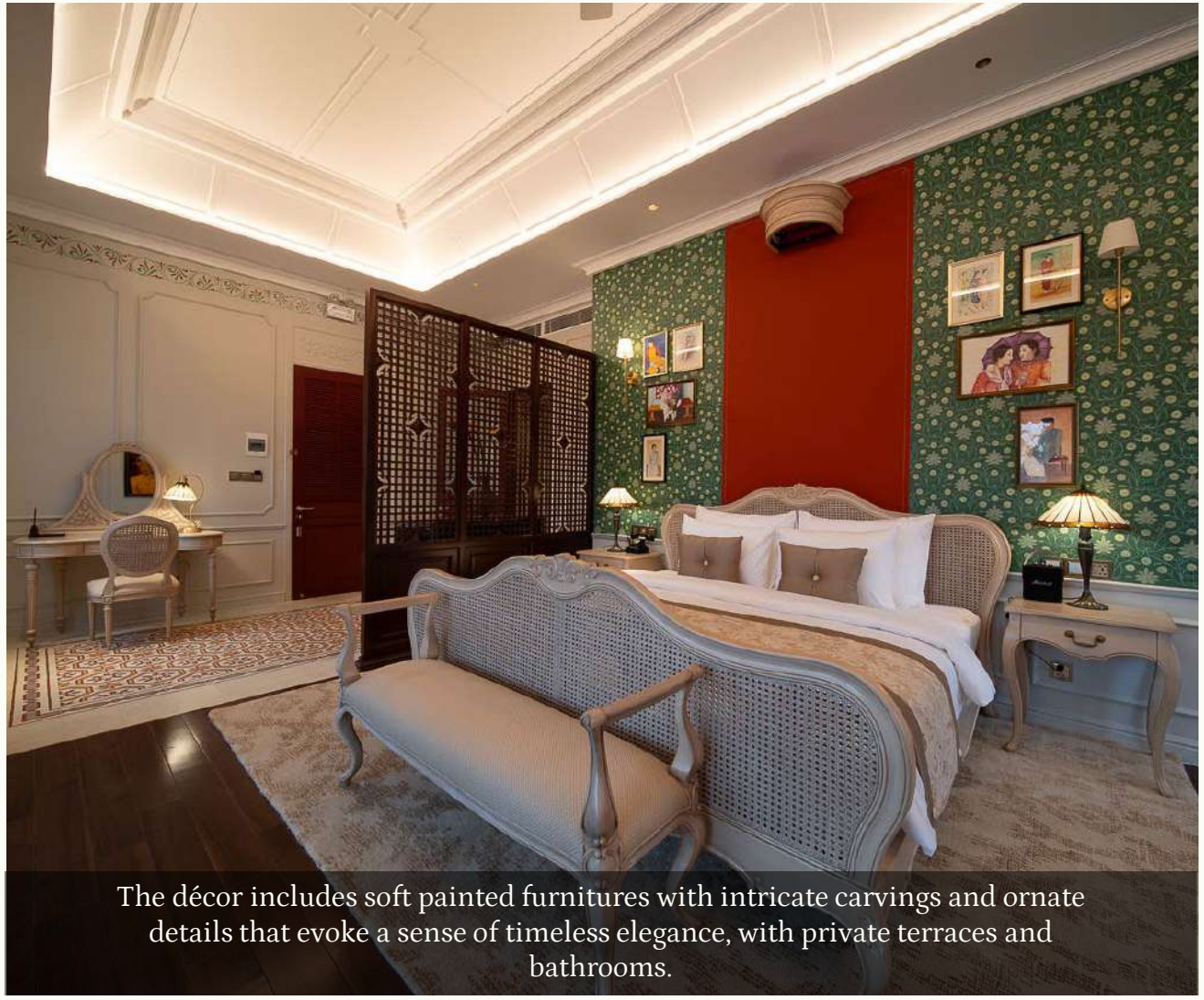


The Villa bears the hallmark of Louis XV and Hue style, typified by an ornate interplay of mother of pearl inlays and resplendent silk and brocade upholstery.





ANCIENT HUE FRENCH VILLA - Alix Ayme villa



The décor includes soft painted furnitures with intricate carvings and ornate details that evoke a sense of timeless elegance, with private terraces and bathrooms.





OUR SISTER COMPANIES

HERITAGE LINE

REFINED WATERWAY VOYAGES



6 SHIPS

3 COUNTRIES

5 WATERWAYS

HERITAGE LINE

LAN HA BAY & BAI TU LONG BAY
NORTH VIETNAM


Heritage Line *Ginger*


Heritage Line *Violet*


Heritage Line *Ylang*

LOWER MEKONG
VIETNAM . CAMBODIA


Heritage Line *Jayavarman*


Heritage Line *The Jahan*

UPPER MEKONG
LAOS


Heritage Line *Anouvong*


Lan Ha Bay – Bai Tu Long Bay
Vietnam

HERITAGE LINE - Heritage Line Ginger





2DAYS 1NIGHT IN LAN HA BAY

DAY 1: Marina - Cat Ba Island (Viet Hai) - Mooring
DAY 2: Mooring - Kayaking - Marina

DESIGN:

Vietnamese Heritage

ROOMS/ FACILITIES:

- 12 Suites only (36 & 50 Sqm)_Large private balconies
- Open kitchen & live cooking
- Pool on sundeck
- Cycling on Cat Ba included in our 1-night program
- Large Spa facilities and steam bath
- Refined Vietnamese, à la carte Dining







HERITAGE LINE - Heritage Line Y Lang









3DAYS 2 NIGHTS IN LAN HA BAY

DAY 1: Marina - Cat Ba Island (Viet Hai) – Mooring
DAY 2: Lan Ha Bay Mooring – Cat Ba National Park – Lan Ha Bay Mooring
DAY 3: Lan Ha Bay Mooring – Tuan Chau Marina

DESIGN:

Traditional Vietnamese with Indochinese accents.

ROOMS/ FACILITIES:

- 10 Cabins: 06 Signature Suites, 04 Regency Suites
- 03 Passenger Decks
- On board Facilities: Lobby, Library Lounge, Restaurant and Bar, Spa (incl. Steam Bath), Sauna, Yoga Room, Pool, Terrace Deck

HERITAGE LINE - Heritage Line Violet











3 DAYS 2 NIGHTS IN BAI TU LONG

DAY 1: Marina - Kayaking – Mooring
DAY 2: Mooring - Cave - Fishing Village - Beach – Mooring
DAY 3: Mooring - Marina

DESIGN:

French-Indochinese & Art Deco

ROOMS/ FACILITIES:

- 06 Cabins: 02 Junior Suites, 04 Imperial Suites
- 03 Passenger Decks
- On board Facilities: Restaurant with Bar, Library Lounge, Gym and Sauna, Spa, Sun deck with Bar, Private Dining Venue
- Enhanced Sun Deck for Ultimate Privacy
- Exclusive Private Dining
- Refined Public Spaces
- Revitalized Suites with Unique Themes


Lower Mekong
Vietnam & Cambodia



Geographic Overview

- Countries: Cambodia and Vietnam
- Landscape: Broad rivers, floodplains, wetlands and fertile delta
- Notable areas: Mekong Delta, Tonlé River, Tonlé Sap Lake
- Signature cities/towns:
    - Vietnam: Saigon, Sa Dec, Tan Chau
    - Cambodia: Phnom Penh, Siem Reap, Kampong Cham, Kampong Tralach, Kampong Luong, Angkor Ban

Seasonal Highlights

- **Nov - Feb:** Cool weather, festivals, and excellent sightseeing conditions
- **Mar - May:** Sunny weather, colourful orchards, and abundant tropical produce
- **Jun - Oct:** Peak greenery, floating villages at their most impressive, and the annual flooding that sustains the Mekong's rich ecosystems



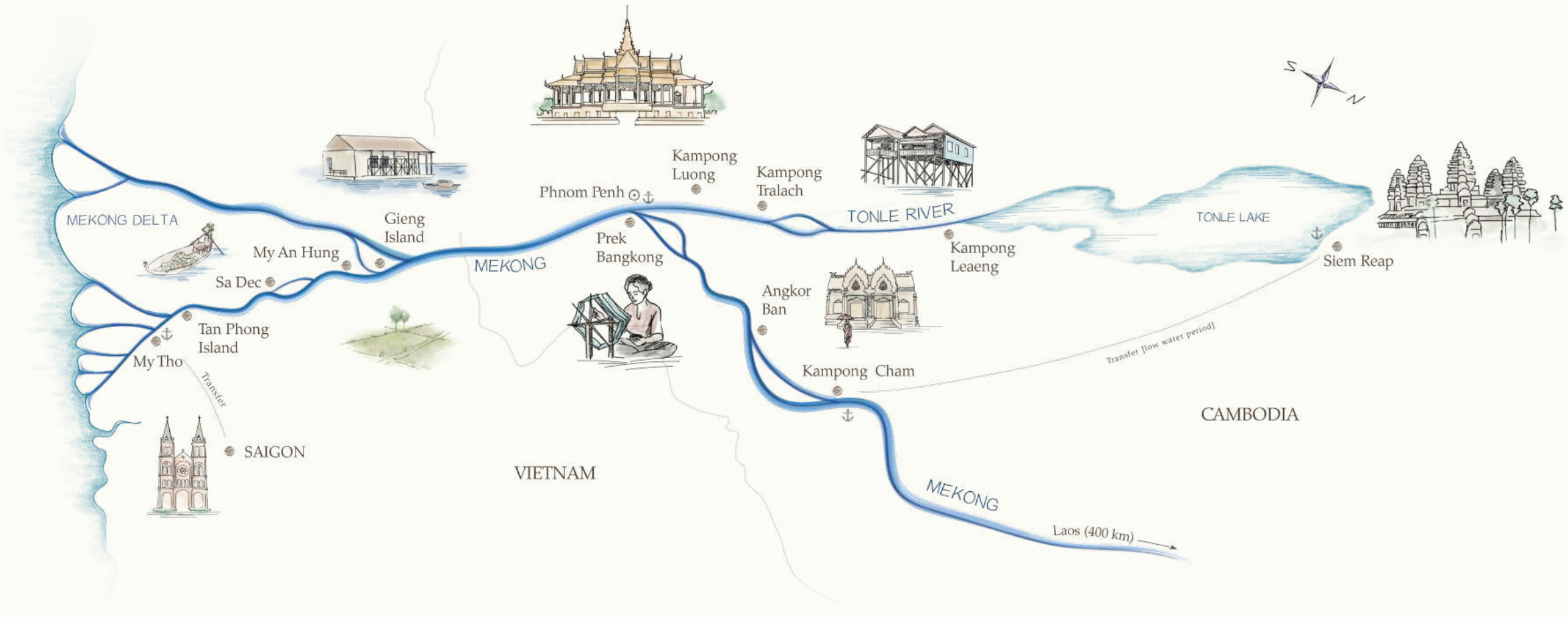
Available Itineraries

7-Night | Saigon – Siem Reap
[vice versa]

4-Night | Siem Reap – Phnom Penh
[vice versa]

3-Night | Saigon – Phnom Penh
[vice versa]

ITINERARIES



7-NIGHT
THE LOST CIVILISATION

Saigon – Siem Reap [vice versa]

4-NIGHT
SERENITY CRUISE

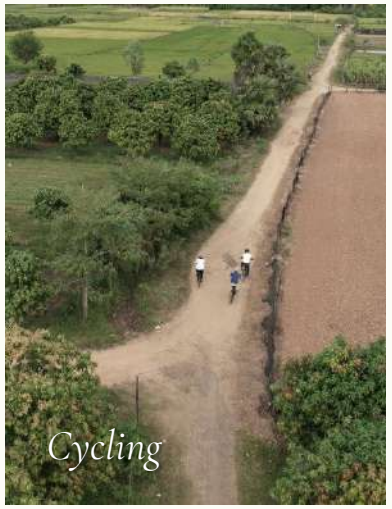
Siem Reap – Phnom Penh [vice versa]

3-NIGHT
PEARL OF THE ORIENT

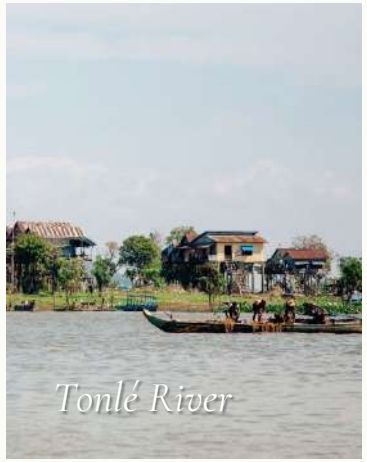
Saigon – Phnom Penh [vice versa]


Mekong Delta


Phnom Penh


Cycling


Culinary


Tonlé River


Local Artisans


Private Excursion


Private Dining

SHORE EXCURSIONS


Gieng Island


Royal Palace


Crossing Tonlé Lake


Sa Dec


Apsara Dance School


Ox-pulled Cart


Water Hyacinth Weaving


Meet the Khmer Rouge Survivor


Blacksmith Village


The Jahan
The Most Romantic Cruiser

CABINS & SUITES

ACCOMMODATION

12 SUPERIOR STATEROOMS

30 m^2 / 323 ft^2

8 DELUXE STATEROOMS

30 m^2 / 323 ft^2

4 SIGNATURE SUITES

36 m^2 / 388 ft^2

2 NOBLE SUITES

51 m^2 / 549 ft^2


Superior Stateroom


Deluxe Stateroom


Noble Suite


Signature Suite


Noble Suite

FACILITIES

TERRACE DECK

Viceroy Dining Hall
East India Club & Bar-Lounge
Jacuzzi Pool with Loungers
Apsara Spa
Observatory Lounge

UPPER DECK

The Raj of India Lobby Lounge
Boutique Shop

MAIN DECK

Steam Bath
Fitness Room


Dining Hall


Lobby Lounge & Boutique Shop


Jacuzzi Pool


Spa


Bar-Lounge


Observatory Lounge


Fitness Room

OVERVIEW

LIFE ONBOARD

British-India Heritage Design
Observatory Lounge with Private Dining
Outdoor Jacuzzi Pool
Apsara Dance Show
Barbecue Gala Dinner
Cooking Class
Movie Nights
Spa Treatments
Morning Taichi















Jayavarman

A Floating Art Gallery

CABINS & SUITES

ACCOMMODATION

14 SUPERIOR STATEROOMS

20 m^2 / 215 ft^2

11 DELUXE STATEROOMS

23 m^2 / 248 ft^2

2 SIGNATURE SUITES

27 m^2 / 290 ft^2


Superior Stateroom


Deluxe Stateroom


Signature Suite


Signature Suite


Signature Suite

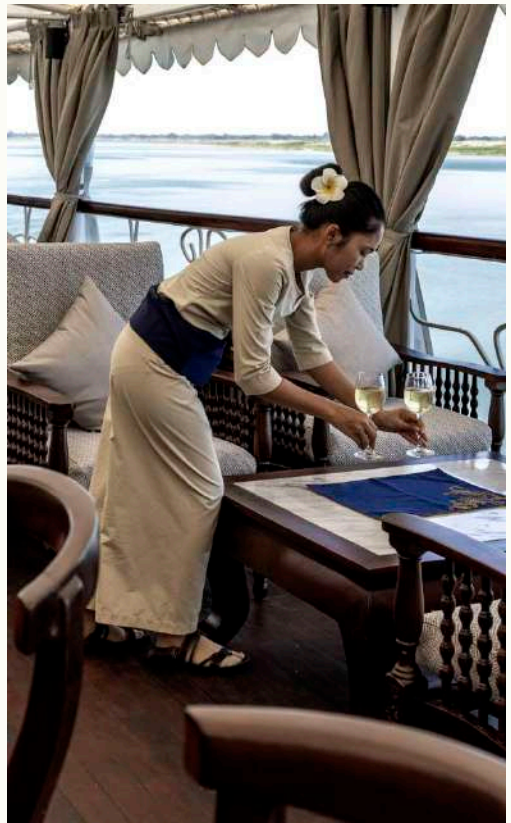
OVERVIEW

LIFE ONBOARD

French-Indochinese Heritage Design
Culinary Theme
Open-Kitchen Dining
Outdoor Jacuzzi Pool
Barbecue Gala Dinner
Cooking Class
Movie Nights
Spa Treatments
Morning Taichi













FACILITIES

SUN DECK

Loungers
Jacuzzi Pool

TERRACE DECK

Club 1930 Bar & Lounge
Indochina Dining Hall

UPPER DECK

Henry Mouhot Lobby Lounge
Boutique Shop

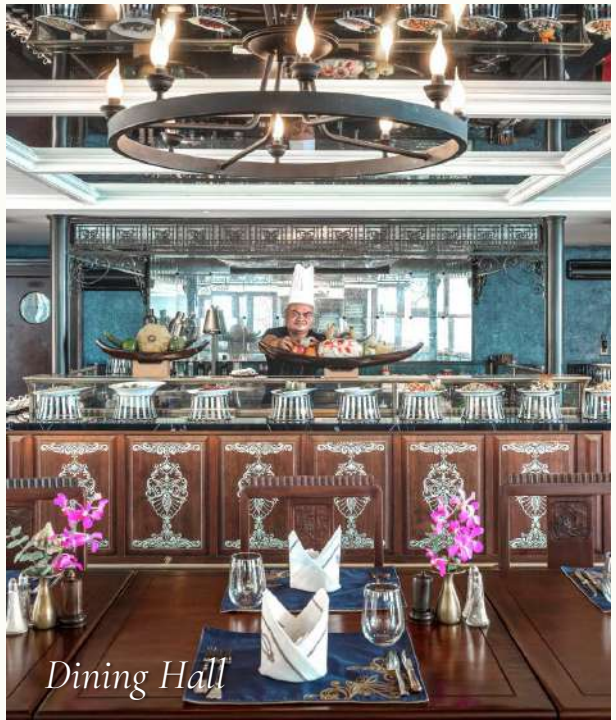
MAIN DECK

Spa


Bar & Lounge


Loungers & Jacuzzi Pool


Lobby Lounge


Dining Hall


Spa


Boutique Shop


Upper Mekong
Laos & Thailand



Geographic Overview

- Countries: Laos & Northern Thailand
- Landscape: Mountains, forested hills, rocky gorges, sandbanks, river valleys
- Notable areas: Nam Khan River, Nam Ou River, Golden Triangle
- Signature cities/towns:
    - Laos: Vientiane, Luang Prabang, Pak Beng, Pak Ou

Seasonal Highlights

- **Nov - Feb:** Pleasant temperatures, clear skies, and comfortable conditions
- **Mar - May:** Warm, sunny days and beautiful golden light create excellent conditions for photography and experiencing authentic riverside life
- **Jun - Oct:** Lush mountain landscapes, higher river levels, flowing waterfalls, and misty scenery make this the most scenic and atmospheric time to experience the Upper Mekong

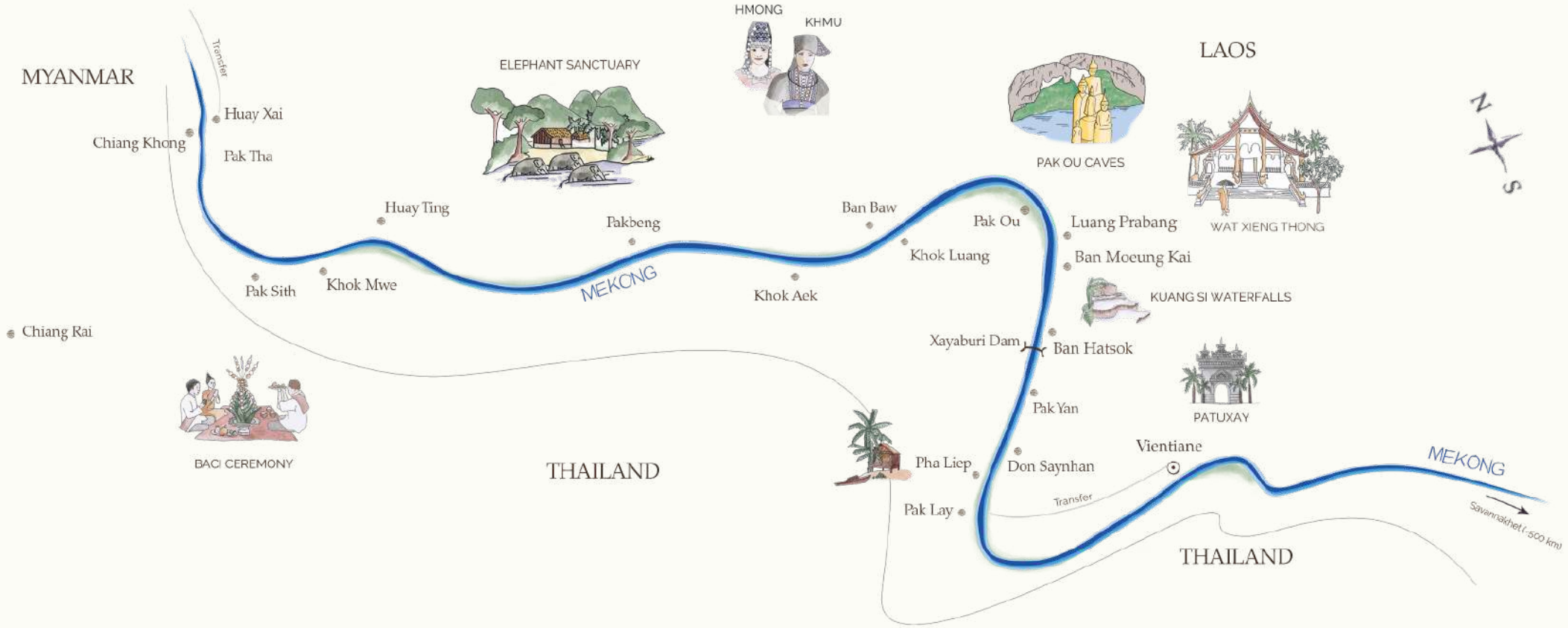


Available Itineraries

3-Night | Huay Xai – Luang Prabang
[vice versa]

7- or 9-Night | Huay Xai – Vientiane
[vice versa]

ITINERARIES



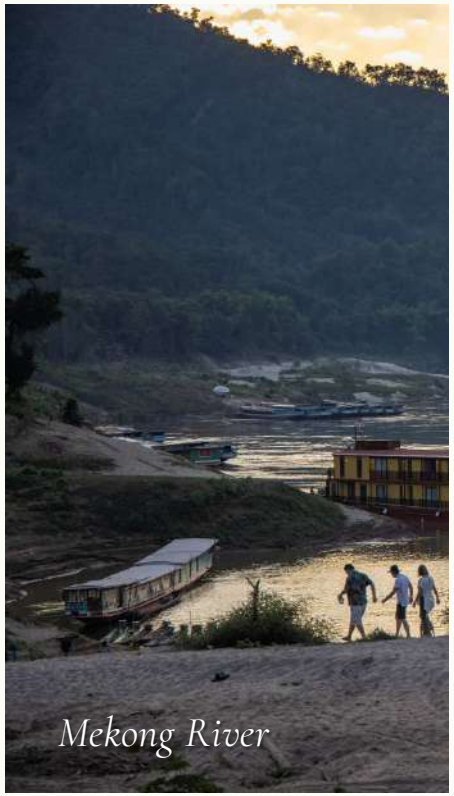
3-NIGHT
GOLDEN TRIANGLE TRAVERSE

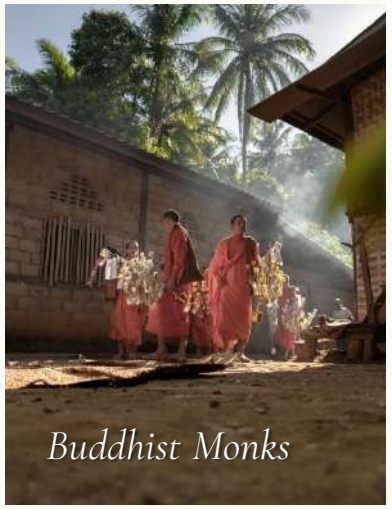
Huay Xai – Luang Prabang [vice versa]

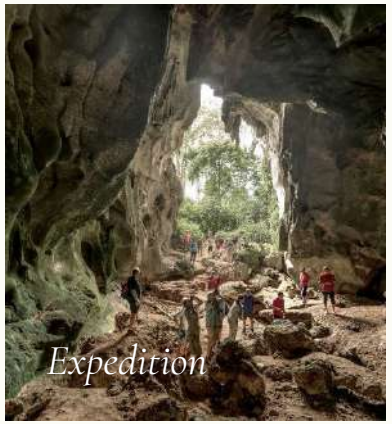
7- or 9-NIGHT
LAOTIAN SERENDIPITY

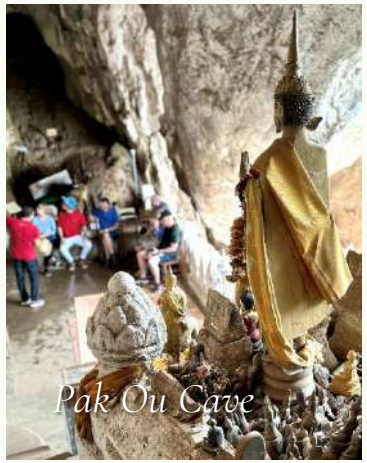
Huay Xai – Vientiane [vice versa]


Luang Prabang


Mekong River


Buddhist Monks


Expedition


Pak Ou Cave


Elephant Sanctuary


Kuang Si Waterfalls


Workshops

SHORE EXCURSIONS


Elephant Sanctuary


Tak Bat


Khao Cave Expedition

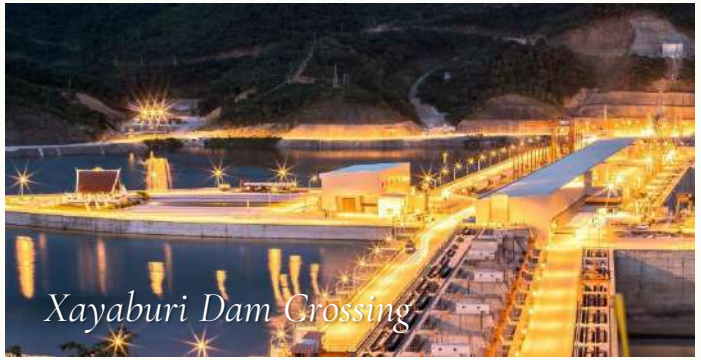

Meet the Locals


Luang Prabang City Discovery


Dairy Farm Visit


Sandbank Dinner


Pak Ou Cave


Xayaburi Dam Crossing


Anouvong
A Pioneering Mekong Marvel

CABINS & SUITES

ACCOMMODATION

4 DELUXE STATEROOMS

20 m^2 / 215 ft^2

4 DELUXE EXECUTIVE STATEROOMS

21 m^2 / 226 ft^2

2 SIGNATURE SUITES

30 m^2 / 323 ft^2


Deluxe Stateroom


Deluxe Executive Stateroom


Signature Suite


Signature Suite


Signature Suite

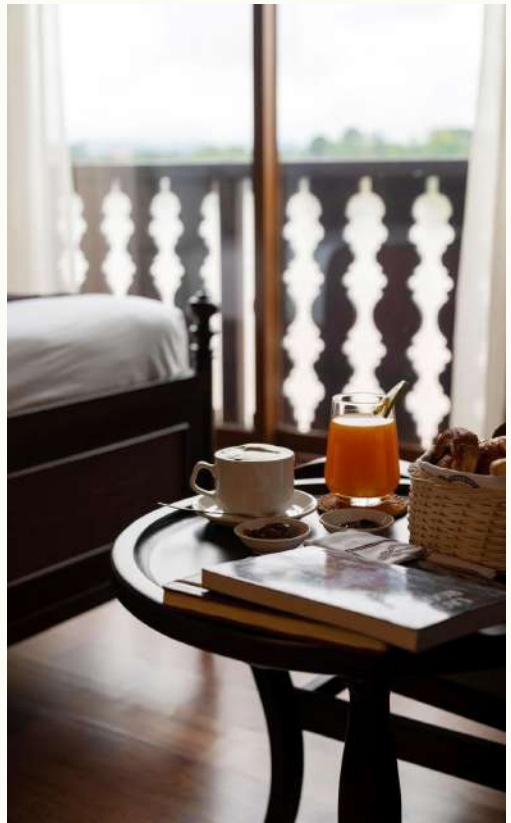
OVERVIEW

LIFE ONBOARD

Smallest Luxury Cruiser in Upper Mekong
Laotian-French Colonial Design
Outdoor Jacuzzi Pool
Gym
Cooking Class
Workshops
Spa Treatments
Morning Taichi













FACILITIES

TERRACE DECK

Loungers
Jacuzzi Pool
Café Bar & Lounge
Bodhi Spa
Gym

MAIN DECK

Delaporte Dining Lounge


Bar & Lounge


Loungers & Jacuzzi Pool


Spa


Dining Hall


Gym

THANK YOU

TRAILS OF INDOCHINA

Artisans of bespoke journeys to Southeast Asia & beyond

CONTACT US

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