PAI DAI DMC

PAI DAI DMC · PROPOSAL

Vietnam from north to south: Hanoi, Ha Long Bay, Hoi An, Hue and Ho Chi Minh City

Prepared for
A tour operator in Europe (name removed)

Travel dates
March 2026 (10 days, 9 nights)

ROUTE
Hanoi (2 nights), Ha Long Bay (1), Hoi An (2), Hue (2), Ho Chi Minh City (2)

TRAVELLERS
2, sharing one double room

HOTELS
Four- and five-star hotels and an overnight cruise, breakfast daily

GUIDE
Spanish-speaking, a local guide in each region

TRANSPORT
Private air-conditioned car with driver

FLIGHTS
Two domestic flights included; international flights not included

DAY BY DAY

DAY 1
Arrival in Hanoi

The guide and driver meet the couple at Noi Bai airport for their evening arrival and take them to the hotel.

Meals: None

DAY 2
Hanoi

The Ho Chi Minh Mausoleum from outside, the stilt house and the One Pillar Pagoda, then the Temple of Literature. After lunch, the Museum of Ethnology, the Old Quarter on foot, a 45–minute cyclo ride and a water puppet show.

Meals: Breakfast, lunch

DAY 3
Hanoi to Ha Long Bay

The cruise's shuttle to Ha Long, about four hours. Lunch on board while sailing through the limestone islands, a swim stop, dinner and squid fishing after dark. For two travellers the cruise staff host the night, so no guide comes on board.

Meals: Breakfast, lunch, dinner

DAY 4

Ha Long Bay to Hoi An

Kayaking or a swim, then an early lunch on board before the drive back to Hanoi airport for the evening flight to Da Nang. The central guide meets the flight and drives with the couple to Hoi An.

Meals: Breakfast, lunch

DAY 5

Hoi An

Hoi An Ancient Town on foot: merchant houses more than 400 years old, the Japanese Covered Bridge and the market, with lunch of local noodles. The afternoon is free for the town or the beach.

Meals: Breakfast, lunch

DAY 6

Hoi An to Hue

The Marble Mountains, Non Nuoc Beach and the Cham Museum in Da Nang, then lunch and the road over the Hai Van Pass to Hue.

Meals: Breakfast, lunch

DAY 7

Hue

A boat on the Perfume River to Thien Mu Pagoda, the tomb of Emperor Tu Duc, lunch, the Imperial City and Dong Ba Market.

Meals: Breakfast, lunch

DAY 8

Hue to Ho Chi Minh City

An early flight south with a breakfast box from the hotel. The War Remnants Museum and the Independence Palace, lunch, then a walk past the Central Post Office, City Hall and the Opera House along Dong Khoi Street.

Meals: Breakfast, lunch

DAY 9

Mekong Delta

A day trip to My Tho: a boat on the Mekong, a fishing village and the river islands, a bee farm with honey tea, lunch, and a sampan through the canals before the drive back to the city.

Meals: Breakfast, lunch

DAY 10

Departure

Free time without a guide until the transfer to the airport for the flight home.

Meals: Breakfast

HOTELS

NIGHTS 1 AND 2 · HANOI	Hotel du Lac Hanoi	Executive room
NIGHT 3 · HA LONG BAY	Erina Cruise	Cabin, overnight cruise

NIGHTS 4 AND 5 · HOI AN	Le Pavillon Hoi An Gallery Hotel & Spa	Deluxe room
NIGHTS 6 AND 7 · HUE	Muong Thanh Holiday Hue Hotel	Deluxe room
NIGHTS 8 AND 9 · HO CHI MINH CITY	Eastin Grand Hotel Saigon	Superior room

The tour operator set the hotel level. Any hotel can be swapped for a higher or lower category when the proposal is revised.

INCLUDED

- ✓ Spanish-speaking guides for the touring days
- ✓ Private air-conditioned car with driver
- ✓ Domestic flights from Hanoi to Da Nang and from Hue to Ho Chi Minh City
- ✓ Nine nights with breakfast, one of them on the Ha Long Bay cruise
- ✓ Lunches as listed, plus dinner on the cruise
- ✓ Sightseeing and entrance fees as listed, including the cyclo, the water puppets and the Mekong boats
- ✓ Two bottles of water and wet wipes per person each day

NOT INCLUDED

- — International flights
- — Dinners, except on the cruise
- — Tips for the guides and drivers
- — Personal expenses
- — Anything not listed in the programme

PRICE

The quotation gave one land price per person for the couple, in high season and at the operator's hotel category, with the two domestic flights included.

TRAVELLERS	SEASON	HOTEL CATEGORY	LAND PRICE PER PERSON, DOMESTIC FLIGHTS INCLUDED
2	High season	Superior Plus	[redacted]

Each quotation also states the currency and the tax treatment.

TERMS

The quotation sets out the payment terms for the travel dates and names the company the tour operator contracts with. It also notes that the local guide may adjust times on the day, and that the programme can change if conditions on the ground require it.

A sample proposal from Pai Dai DMC, with names, exact dates and prices removed. paidaidmc.com