

FOREWORD

I started TMG 25 years ago when I was just 21 years old, a medical student with nothing but passion for travel, love for our country and a need to make ends meet for my little family. I am proud to have built some amazing companies, businesses and brands that are amongst the best in their niche segments. I am also proud of my three wonderful children who are the love of my life.

It is an exciting journey for me as each brand has a unique story just like each child is different from the other. While the brands and businesses might be different in their target segments and have different attributes, they share the same TMG DNA which includes heartfelt and consistent services, exceptional value for money and being number 1 in their segment (and getting better every day). We also share the same love and respect for nature and community around us.

This is the first time we have tried to put all of our brands in a single publication. This book is a collection of our fine hospitality, aviation and holiday experience brands in Vietnam and Laos.

Many things have changed over the last 25 years with more facilities for tourists built in Vietnam than ever, cities are getting busier, bigger, and the country is equipped with better infrastructure. However, there are things which have not changed: the beauty of our landscapes, the enduring strength of our culture, and the spirit of our people. TMG assets were built to show you and our travelers both the changes and the things that never change. They are also built to bring authentic Vietnamese experiences which will hopefully change you and our travelers.

Tran Trong Kien
Group Founder and CEO





1994
• Established
Buffalo Tours Vietnam

2006
• Established
Intrepid Vietnam
(now PEAK Vietnam)

2007
• Launched Mai Chau Lodge
• Established Thien Minh
Transportation

2008
• Established Buffalo Tours
Sales Office in Australia

2009
• Established Buffalo Tours
Laos, Cambodia and
Thailand

2010
• Acquired Cholon Tours
and Asia Outdoors
• Established Buffalo Tours
Sales Office in the UK

2011
• Acquired Victoria Hotels & Resorts
• Launched Xiengthong Palace in
Laos (now Victoria Xiengthong Palace)
• Established iViVu.com

2012
• Acquired Festival Hue Hotel
(now ÊMM Hotel Hue)
• Established Cholon Tours
Office in China
• Launched L'Azalée Cruises

2013
• Launched ÊMM Hotel Saigon
• Acquired traditional boats and a
restaurant in Mekong Delta
• Established Buffalo Tours Myanmar

2014
• Launched Hai Au
Aviation
• Established Buffalo
Tours Sales Office
in the USA

2015
• Established
Buffalo Tours Singapore, Malaysia,
Indonesia, Hong Kong, Japan
• Acquired Emeraude Cruises

2016
• Established Go Vacation Vietnam
• Launched ÊMM Hotel Hoi An
• Launched ÊMM Hotel Hue

2017
• Launched
Spice Viet Restaurant in Hue

2018
• Launched Spice Viet Restaurant in Hoi An
and Ho Chi Minh City
• Divestment Agreement of Destination
Management Business with Flight Centre Group
• Established Victoria Mekong Cruise JV
• Established JV with TUI

THE JOURNEY SO FAR

From its humble beginning in 1994, TMG has grown from three employees to over 2,500. Since 2010, the number of tour passengers each year has doubled, while the number of room nights sold has jumped by 650 percent. The basis of our success is our people, who embody the values of TMG to inspire our customers and create extraordinary journeys alongside them. Although they come from different walks of life, serve different purposes and have distinct characteristics, everyone at TMG shares the same values that allow us to grow and prosper. That set of common core values is IDARE - Inspirational, Dynamic, Adventurous, Responsible, Excellent – Dare to Think, Dare to Do.

WHY WORK WITH US ?

- Trusted reputation built over more than 25 years of leading the travel and hospitality sector in Vietnam; one of the largest, most experienced, integrated, private travel groups in Vietnam
- Unique and authentic experiences: Train to Sapa; scenic flights over Halong Bay, Hue, and Danang; cycling in Mai Chau; sidecar trips in Hoi An; intimate, overnight sampan cruises in the Mekong Delta; authentic food-focused travel showcasing the distinctive cuisines of Hue, Hoi An, and Saigon; and many more
- Highest international health and safety standards
- Professional, multi-cultural teams throughout Vietnam with expert understanding of various market segments
- Dedicated account manager to meet all your needs
- Direct booking to guarantee best possible rates, benefits and product allotments for your guests
- Newest technologies for a seamless online experience
- Promote responsible and sustainable travel in everything we do



OUR BRANDS

Over the last 25 years TMG has risen to become a leader in the travel and hospitality industry throughout Asia. From our beginnings as a boutique adventure tour operator, we have experienced exponential growth and have diversified to offer a spectrum of services across the industry.

With hospitality, aviation and holiday experience brands, TMG provides end-to-end travel and hospitality services for our customers. This is in line with our goal to inspire people by delivering unique travel experiences.

We ensure every step of our guests' journey is simple and convenient by providing accommodation, aviation, cruises, restaurants as well as online booking platforms.

HOTELS AND RESORTS



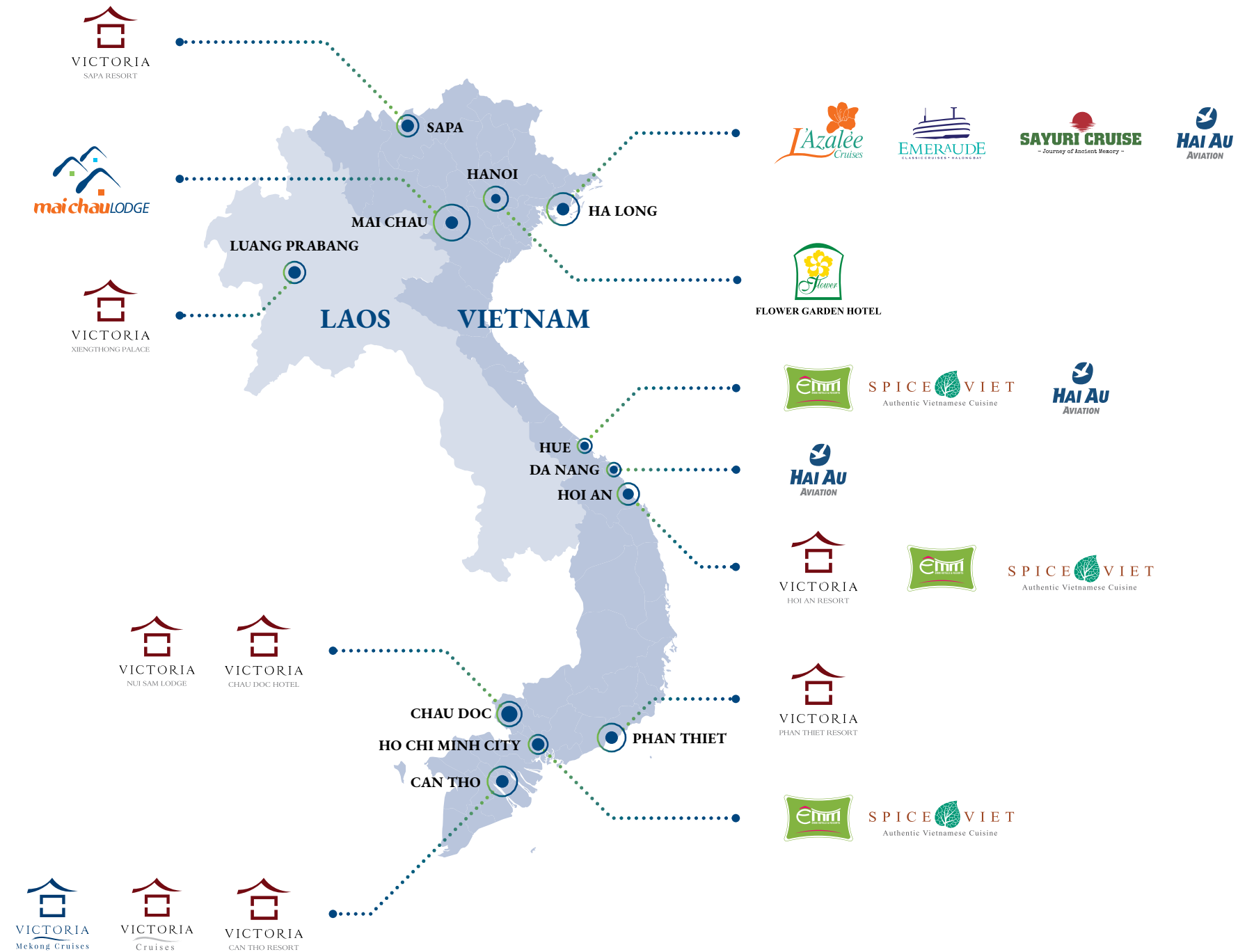
AVIATION



ONLINE



HOLIDAY EXPERIENCES



HOTELS AND RESORTS





VICTORIA HOTELS AND RESORTS

Victoria Hotels and Resorts connect guests with the real Indochina in ways like no other hotel can. Proud of our Indochina heritage, our boutique properties embrace the best aspects of colonial heritage, while showcasing local culture and landscape. We are dedicated to helping our guests along their journeys of distinction through heartfelt service, pride in our culture, and generosity of spirit.

From the pristine mountains of Sapa, the historic town of Hoi An, the lush and vibrant Mekong Delta and the coastal sand dunes of Phan Thiet to Laos's Luang Prabang, Victoria Hotels and Resorts are keeping the spirit of the golden age of travel alive.

Mixing French-colonial styles of architecture with flourishes of local tradition, these captivating properties blend history, culture and landscape into a gently unforgettable experience.





VICTORIA SAPA RESORT & SPA

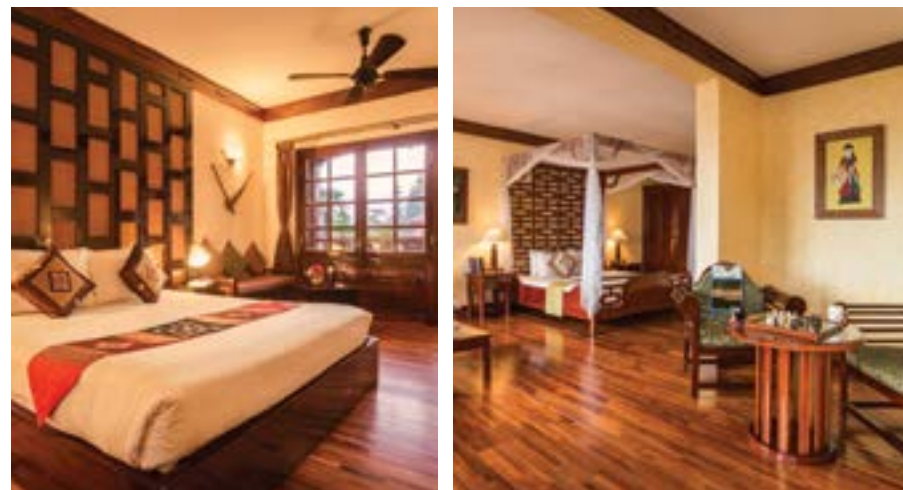
Nestled amongst the mountains of Sapa in Northern Vietnam lies the resort, modelled after a traditional mountain chalet. The resort's stone and wood construction blends seamlessly with the surrounding environment, overlooking Indochina's highest peak, Mount Fansipan.

There are 77 well-appointed rooms and suites.

- 21 Victoria Superior Rooms
- 52 Victoria Deluxe Rooms
- 2 Victoria Family Studios
- 2 Victoria Suites

Hotel facilities:

- All-day dining restaurant
- Bar
- Indoor heated swimming pool
- Tennis court
- Petanque
- Billiard table
- Fitness center
- Spa and beauty
- Kid's club
- Excursions
- Meeting and conference



VICTORIA HOI AN BEACH RESORT & SPA



The resort is located along Cua Dai Beach, just 15 minutes from Hoi An Ancient Town by shuttle bus or private car and 30 minutes from Danang International Airport. The resort is modelled after a traditional fishing village with small laneways, picturesque ponds and village houses with clay tiled roofs.

There are 109 rooms and suites, inspired by the style of ancient Hoi An.

- 32 River View Rooms
- 24 Garden View Rooms
- 24 Victoria Deluxe Rooms
- 24 Victoria Junior Suites
- 5 Victoria Suites

Hotel facilities:

- All-day dining restaurant
- 3 bars
- Swimming pool and children's pool
- Fitness centre
- Sports facilities: water sports, tennis courts, table tennis, badminton, petanque, fishing, kite flying and beach volleyball
- Spa and beauty
- Kid's club
- Sidecar excursions
- Meeting and conference





VICTORIA PHAN THIET BEACH RESORT & SPA

The resort is situated 220 km northeast of Ho Chi Minh City and about 4 hours by car. With its 450m-long sandy beach, 7 hectares of gardens and 2 swimming pools, the resort is ideally suited for parties and incentives, while also accommodating guests looking for privacy and quiet.

There are 57 cosy thatched roof bungalows.

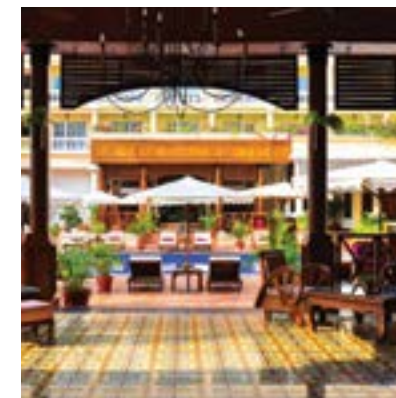
- 22 Victoria Garden View Bungalows
- 18 Victoria Beach Front Bungalows
- 8 Victoria Family Bungalows
- 7 Victoria Deluxe Sea View Bungalows
- 1 Private Pool Villa with 2 bedrooms
- 1 Family Pool Villa with 5 bedrooms

Hotel facilities:

- All-day dining restaurant
- 2 bars
- Infinity pool
- Sports facilities: water sports, tennis court, table tennis, badminton, pool table, fitness centre, beach volleyball, soccer, petanque and squash
- Spa and beauty village
- Kid's club and pony ride
- Private excursions
- Meeting and conference



VICTORIA CAN THO RESORT



Located in the centre of Can Tho, Victoria Can Tho Resort blends colonial-style architecture with the natural beauty of the river. This quiet retreat lies on the banks of the Hau River, set amidst lush gardens filled with exotic plants. Can Tho is located 170 km (3.5 hours) from Ho Chi Minh City. Can Tho Airport is only 13 km (25 minutes) from the resort.

Lady Hau cruise - with seating for up to 40 guests - is the perfect option for dining on a floating restaurant, or breakfast/ lunch/ dinner cruise for groups.

There are 92 French colonial-style rooms and suites.

- 28 Victoria Superior Rooms
- 56 Victoria Deluxe Rooms
- 8 Victoria Suites

Hotel facilities:

- All-day dining restaurant
- Bar
- Swimming pools
- Sports facilities: tennis court, table tennis, pool table, fitness centre
- Spa and beauty
- Kid's club
- Private excursions
- Meeting and conference



VICTORIA CHAU DOC HOTEL

The hotel is located on the Vietnam/Cambodia border, on an arm of the Mekong River. Its French colonial architecture and style is unique in the region, and together with its warm service makes it a mandatory stop en route to or from Cambodia, to discover local hidden gems such as the Tra Su floating forest and bird sanctuary, and observe life along the Mekong River either by sampan boats or bicycle. Chau Doc is a six-hour drive (280km) from Ho Chi Minh City with the closest airport being Can Tho (3 hours).

Victoria Speedboats make the journey along the Mekong between Chau Doc and Phnom Penh in 5 hours, including border formalities.

There are 92 rooms and suites.

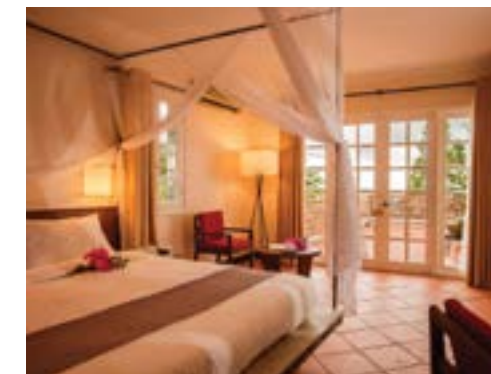
- 48 Victoria Superior Rooms
- 40 Victoria Deluxe Rooms
- 4 Victoria Suites

Hotel facilities:

- All-day dining restaurant
- Bar
- Swimming pool
- Fitness centre
- Free bicycles for in-house guests
- Billiard table
- Speedboats for rent
- Spa and beauty
- Kid's club
- Excursions
- Meeting and conference
- Local handicraft and shop



VICTORIA NUI SAM LODGE



The Lodge is located just 20 minutes (7 km) from Chau Doc, 3 hours from Can Tho, 6 hours from Ho Chi Minh City and 5 hours by speedboat to Phnom Penh.

Victoria Nui Sam Lodge features 40 bungalows, all with a private terrace or balcony overlooking the paddy fields.

- 22 Superior Bungalows
- 10 Deluxe Bungalows
- 8 Family Bungalows

Hotel facilities:

- All-day dining restaurant
- Bar
- Swimming pool with panoramic view
- Excursions
- Meeting and conference



VICTORIA XIENGTHONG PALACE

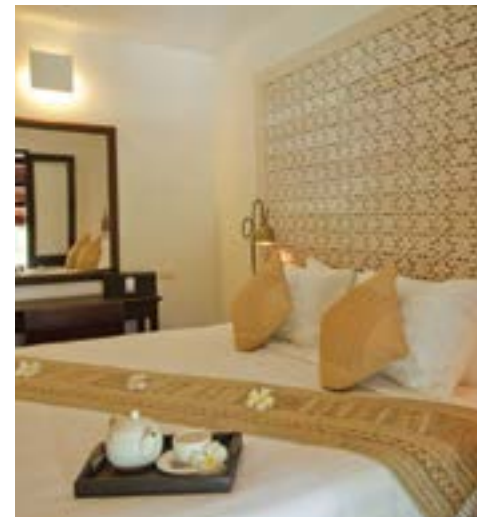
The hotel is located in a quiet corner of the old quarter of Luang Prabang, just a short stroll from the restaurants and the famed night market in the city center. The last residence of the Lao Royal Family, Victoria Xiengthong Palace has been lovingly restored to its former glory, offering guests an incredibly cultured yet relaxing stay.

There are 26 comfortable rooms, suites & villas.

- 6 Palace Twin Rooms
- 6 Palace Double Rooms
- 5 Victoria Suites
- 3 Mekong Suites
- 6 Xiengthong Villas

Hotel facilities:

- All-day dining restaurant
- Outdoor cinema
- Spa and beauty
- Cooking class and yoga classes (upon request)
- Excursions
- Meeting and conference



WWW.VICTORIAHOTELS.ASIA



ÊMM HOTELS

The four-star ÊMM Hotels are Vietnam's newest international standard properties, bringing a whole new level of service and quality to the Vietnamese market.

ÊMM combines contemporary design, generously-sized rooms and a supreme level of customer service. Every aspect of the 'ÊMM experience' has been designed to ensure guests feel welcome and comfortable during their stay.





ÊMM HOTEL SAIGON

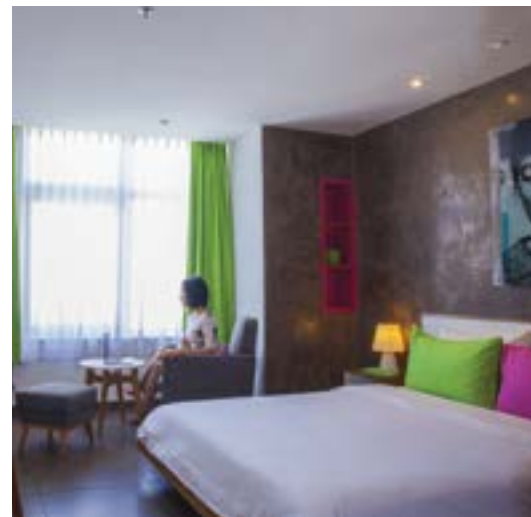
Centrally located between Saigon's glittery downtown of District 1 and its historic homes of District 3, ÊMM Hotel Saigon is an easy walk to the city icons of Notre Dame Cathedral and Unification Palace as well as a variety of restaurants, shopping centres and local markets.

The hotel features fresh, funky décor in bright colours. Its 72 rooms range from 25 sqm Superior Rooms to spacious 67 sqm two-bedroom apartments, ideal for families and long-stay guests.

- 12 Superior Rooms
- 22 One-bedroom Apartments
- 22 Two-bedroom Apartments

Hotel facilities:

- All-day dining restaurant
- Specialty Vietnamese restaurant
- Fitness center
- Tour desk



ÊMM HOTEL HOI AN

The hotel is ideally located only minutes away from Hoi An's 15th century Old Quarter (a UNESCO World Heritage Site) and the palm tree-lined beaches of Cua Dai and An Bang.

ÊMM Hotel Hoi An features 85 generously-sized rooms with modern amenities.

- 41 Superior Rooms
- 13 Deluxe City View Rooms
- 22 Deluxe Pool View Rooms
- 8 Premier Suites
- 1 Suite

Hotel facilities:

- All-day dining restaurant
- Specialty Vietnamese restaurant
- Pool-side bar
- Swimming pool
- Fitness center
- Kid's club
- Spa and beauty
- Library
- Tour desk





ÊMM HOTEL HUE

Nestled in the heart of the former imperial capital, ÊMM Hotel Hue is the ideal base from which to discover Hue's fascinating history and unique culture with the Perfume River and the UNESCO World Heritage-listed Hue Citadel just a few minutes' walk away. The bright, cheery hotel features a colour scheme inspired by ancient Hue itself, highlighted by imperial jade and royal purple.

ÊMM Hotel Hue features 72 generously-sized rooms with modern amenities.

- 14 Superior Rooms
- 56 Deluxe Rooms
- 2 Family Rooms

Hotel facilities:

- All-day dining restaurant
- Specialty Vietnamese restaurant
- Pool-side bar
- Swimming pool
- Fitness center
- Meeting and conference
- Tour desk



WWW.EMMHOTELS.COM

COMING SOON IN 2019

ÊMM Hotel Can Tho
ÊMM Hotel Hanoi



FLOWER GARDEN HOTEL

FLOWER GARDEN HANOI

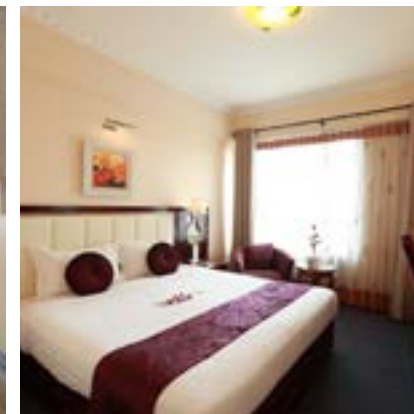
Located right in the heart of Hanoi, Flower Garden Hotel offers guests a relaxing, enjoyable stay in an elegant yet cozy setting. At Flower Garden Hotel, every guest is treated to friendly, attentive service provided by an enthusiastic and professional team.

The 83 spacious, well-appointed rooms offer guests both luxury and comfort. All rooms feature a large window with magnificent views of our historic city.

- 10 Superior Rooms
- 56 Deluxe Rooms
- 2 Family Rooms
- 2 Suites

Hotel facilities:

- Restaurant
- Sky bar
- Gym and sauna
- Spa
- Meeting and conference



FLOWER GARDEN HOTEL

WWW.FLOWERGARDENHOTEL.COM.VN



MAI CHAU LODGE

Located in Mai Chau, just over 3 hours away from Hanoi, the resort is designed in the local Thai style, offering a comfortable stay to guests in search of a unique cultural experience in a breathtaking environment.

Mai Chau Lodge has 16 rooms, each with a picturesque view of either the mountains or the valley with its verdant paddy fields. High ceilings and large windows create a sense of spaciousness and restfulness.

- 15 Deluxe Rooms
- 1 Junior Suite

Hotel facilities:

- Restaurant
- Bar
- Swimming pool and jacuzzi
- Meeting and conference
- Private excursions



WWW.MAICHAULODGE.COM

AVIATION





HAI AU AVIATION



TMG is continuing its tradition of creating new and bold travel experiences for clients with the introduction of Hai Au Aviation, Vietnam's first seaplane service for tourism.

Offering flights over some of the country's most iconic destinations such as Halong Bay, Hue and Danang, Hai Au Aviation gives guests the chance to enjoy spectacular views from the top and dramatically reduced travel times.

Our latest series Cessna Grand Caravan 208B-EX Amphibians are crewed by experienced, internationally trained flight crew to ensure your journey is safe and comfortable. Guests can choose from scheduled flights, scenic excursions or high-end private chartered flights from both Hanoi and Ho Chi Minh City. In the future, we will continue to expand to regional destinations such as Laos and Cambodia.



WWW.SEAPLANES.VN

HOLIDAY EXPERIENCES





L'AZALÉE CRUISES

L'Azalée Cruises proudly offer Halong's newest premier cruise experiences. Our vessels operate to certified marine standards and come fully appointed with modern safety features and equipment, together with friendly, well-trained staff. Additionally, our cruises are crafted in pursuit of combining heritage and culture with international resort standards.





L'AZALÉE PREMIUM CRUISES



The L'Azalée Premium Cruise vessels are uniquely designed, private Asian-style junks that use wood as their main material, creating a warm and comfortable feel. Each vessel accommodates just two guests on an overnight experience. Once on board, your personal butler will handle all of your needs and introduce you to the heritage of Halong Bay. This cruise is ideal for guests looking for privacy or a romantic escape during their Halong experience.

Accommodation:

- One 22m2 cabin with premium amenities
- En-suite bathroom and shower

Facilities:

- Private dining terrace
- Sundeck with sun beds
- Private chef and butler



L'AZALÉE DELUXE CRUISES



The vessel used for the L'Azalée Deluxe Cruise is the largest member of the L'Azalée Collection, the ideal option for large groups and families while also maintaining a level of privacy.

Accommodation:

- 10 Superior Cabins (16m2 each) with choice of double or twin beds
- 2 Junior Suites (23m2 each) + rear private outdoor deck area of 3m2

Facilities:

- Open air sundeck with sun beds
- Buffet restaurant
- Bar
- Cooking demonstration
- Excursions and kayaking



L'AZALÉE CLASSIC CRUISES



The single L'Azalée Classic Cruise vessel is 24 m in length and has a capacity of 48 guests for Halong Bay day cruises. Passengers can enjoy a full Western and Asian fusion buffet lunch along with drinks like wine, beer, cocktails and mocktails served to an international standard.

Facilities:

- Buffet restaurant
- Open top deck with sun beds
- Air-conditioned lower deck
- Lounge bar



WWW.LAZALEECRUISES.VN

EMERAUDE CLASSIC CRUISES



Emeraude Classic Cruises offer guests a value-packed, premium experience in Halong Bay starting with the ship itself. Limited to just 80 passengers, the ship is modeled after a turn-of-the-century paddle steamer and evokes a time when travel was synonymous with style and leisure. From our vintage décor paired with state-of-the-art navigational and safety systems to our freshly-made crêpes on the Sundeck and elegant seafood BBQs – everything about the Emeraude is designed to make your Halong Bay cruise the safest, most stylish and memorable cruise experience possible.

Accommodation:

- 12 Superior Cabins
- 22 Deluxe Cabins
- 1 Paul Roque Suite
- 1 Emeraude Suite
- 1 Captain Suite

Facilities:

- Open air sundeck with sun beds
- Buffet restaurant
- Sundeck bar
- Cooking demonstration
- Excursions and kayaking



WWW.EMERAUDE-CRUISES.COM

SAYURI CRUISE



The brand-new and stylish 62-seat day cruise is the first cruise ship built under a joint-venture arrangement between TMG and H.I.S. in Ha Long Bay. The cruise aims to lead the day cruise competition in the bay, profoundly focusing on safety, hospitality and wonderful design. Taking guests on a daily 4-hour journey to explore Ha Long Bay's iconic sites such as Paradise Cave and Cock Fighting Island, Sayuri Cruise promises to provide a unique experience in comfort and style. Customers can also enjoy various related on-board activities like sunbathing, photo-shooting with Ao Dai, massage treatments... In addition, personalized requests for Sunrise, Sunset and Corporate Event cruises are also available. The launch of Sayuri Cruise is an important milestone for the two companies, setting sight for the start of several similar products in the future.



SPICE VIET RESTAURANT



Spice Viet Restaurant showcases light, healthy Vietnamese cuisine that is true to the flavours of classic Vietnamese cooking, with special focus on authentic regional dishes. Diners at Spice Viet Restaurant can expect a culinary journey of Vietnam's most beloved dishes, including "Cao lau" from Hoi An, "Bun mam" from the Mekong Delta or "Bun cha" from Hanoi.

Spice Viet Restaurant also builds on the freshness and simplicity that Vietnamese cuisine is known for by making a commitment to using sustainable, organic, locally-sourced and farmed produce. Our restaurants similarly feature design elements which reflect local culture and craftsmanship, all with a modern Vietnamese aesthetic.

Spice Viet Restaurants are located in Hue, Hoi An and Saigon with more locations opening soon, including London and Moscow.



WWW.EATSPICEVIET.COM



VICTORIA CRUISES

Experience the Mekong Delta at river level on our traditional sampans for a unique insight into life along the Mekong. Discreet and attentive, our crew takes care of your every need as you travel along the river. Most of our cruises depart from or return to Cai Be, about 2 hours from Ho Chi Minh City and 1.5 hours from Can Tho.

All our sampans are designed as authentic traditional Mekong Delta boats using natural materials such as rattan, bamboo and exotic wood.

- **Mekong Princess sampans:**

Gastronomic and short discovery cruises around Can Tho

- **Cai Be Princess sampans:**

One-day cruises exploring the countryside and river life around Cai Be

- **Song Xanh sampans:**

Four sampans with 3 cabins and three sampans with 2 cabins, dedicated mainly to overnight cruises (2-3 days) to Can Tho, Chau Doc or Rach Gia

- **Le Longanier Restaurant:**

The perfect en-route lunch stop for visitors to the Mekong Delta



VICTORIA MEKONG

The 35-cabin Victoria Mekong is the newest and most exciting cruise experience on Southeast Asia's mightiest river.

Boasting four-star comfort and superior service, your customers are free to relax, enjoy the onboard entertainment or soak up the wonders of the passing landscapes. The itinerary has a uniquely scenic focus, passing from the lush, green landscapes of Vietnam's Mekong Delta up to Cambodia's enchanting capital, Phnom Penh, cruising for four nights upstream, or three nights downstream. Shore excursions are designed with an emphasis on experiencing local life, with plenty of opportunities to interact with local people and their fascinating culture.



VICTORIA EXPRESS TRAIN

Travelling to Sapa has never been more appealing. You can now travel in style with our unique overnight Victoria Express Train, and awaken from the comfort of our cosy sleeping carriage just in time to see the sunrise over the glorious scenery before getting ready for the day with a cup of espresso prior to arrival.

Train accommodation

- 2 sleeping carriages accommodate 48 passengers
- 13 cabins with 4 berths each, which can be converted into private quarters
- Restroom facilities

Cabin facilities

- Wood paneling
- Electric sockets
- Windows provide unobstructed views
- Shoe basket
- Individual amenity kits
- Air-conditioning
- Individual lamps per berth



VICTORIA VOYAGES

Victoria Voyages put the entire Victoria network at your disposal for a stylish yet affordable journey through Indochina, making use of our boutique hotels, our own traditional sampans, vintage train carriages, premium coaches and classic sidecars.

Victoria Voyages showcase the very best of Vietnam and Laos. Our curated itineraries encompass the highlights of Indochina, incorporating unforgettable experiences into a well-balanced journey that is equal doses relaxation and exploration.



Every journey begins with the planning, and ivivu.com offers an online solution for travellers to organise and customise their journeys with ease.

ivivu.com has an inventory of more than 2,500 hotels in Vietnam, and 30,000 internationally, serving primarily domestic customers. With instant confirmation, flexible payment options and exceptional customer service, ivivu.com makes hotel booking a breeze.





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