Trips & Trade
See the world with us...

B2B DESTINATION MANAGEMENT

THE WORLD, MANAGED BETTER.

Local expertise. Clear ownership.
Seamless delivery.



COMPANY PROFILE | 2026

TRIPSANDTRADE.COM

COMPANY PROFILE / 2026

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01 / WHO WE ARE

A B2B DMC BUILT FOR DELIVERY.

Trips & Trade is a premier B2B destination management company helping travel agents, tour operators and corporate partners create exceptional international journeys.

Since 2016, our experienced travel professionals have combined destination intelligence, local culture, hidden gems and trusted supplier relationships to design journeys that go beyond the ordinary.

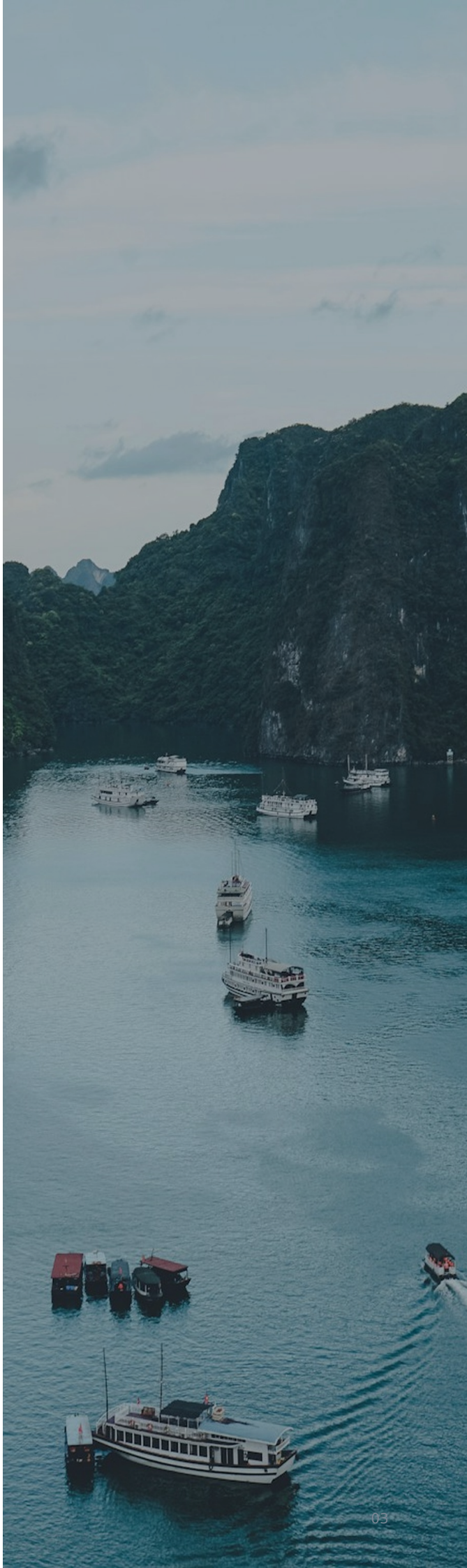
Every program is personalised around the traveller and executed through seamless logistics, technology-enabled coordination and real-time support.

2016	B2B	24/7
OPERATING SINCE	PARTNER FIRST	ON-TRIP SUPPORT

OUR PURPOSE

MAKE EVERY JOURNEY MEMORABLE AND JOYFUL.

We bring clarity to planning, creativity to the itinerary and dependable ownership to every guest touchpoint.



LOCALLY PRESENT. GLOBALLY CONNECTED.

Five business locations connect our source markets, destination teams and international partner network.

INDIA / GROUP HQ

Trips & Trade Asia

604, Shivalik Shilp 2, Opp. ITC Narmada, Nr. Mansi Circle, Vastrapur, Ahmedabad - 380015, India

UNITED KINGDOM

Trips & Trade DMC UK Limited

85, Church Street, Leicester LE4 8DQ, United Kingdom

COMPANY ID: 14264060

AUSTRALIA

Trips & Trade Holidays

6, Hackney Cct, Clyde North, Melbourne, Australia

THAILAND

Trips & Joy Co., Ltd.

34/120, Aruno Thai Soi 11, Moo 9, Banglamung, Chonburi 20150, Thailand

TAT LICENCE NO: 14/03539

VIETNAM

Trips & Trade Vietnam

39 Ngo Huyen St, Hoan Kiem Dist., Hanoi, Vietnam

BUSINESS REG. NO: 0312457546

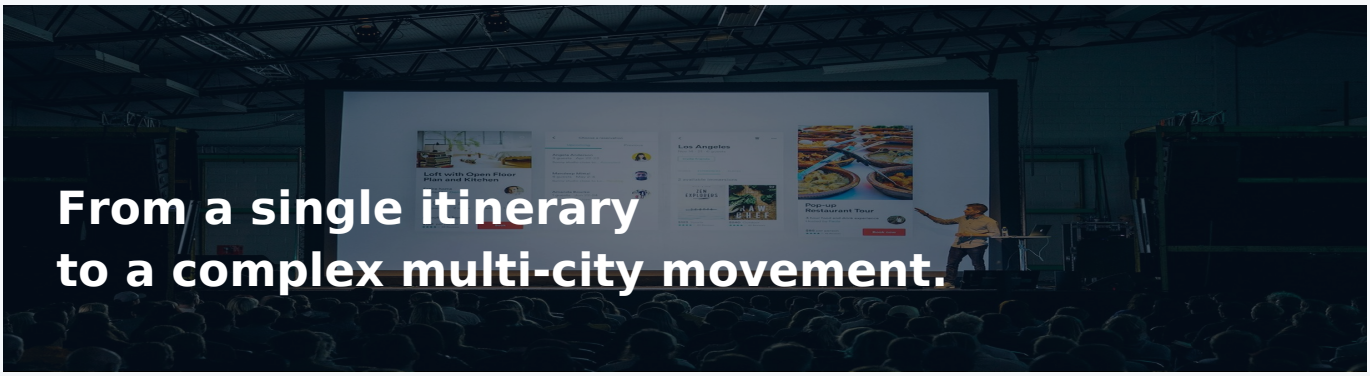
ONE CONNECTED OPERATING NETWORK

India / Thailand / Vietnam / United Kingdom / Australia

03 / WHAT WE DO

END-TO-END TRAVEL MANAGEMENT

A single accountable partner across planning, contracting and destination delivery.



FIT & GIT PACKAGES

Custom leisure programs, series groups and special-interest travel.

MICE & CORPORATE

Meetings, incentives, conferences, events and team experiences.

WEDDINGS

Destination celebrations with guest movements and supplier coordination.

HOTELS & STAYS

Contracted accommodation from value-led to luxury categories.

GROUND LOGISTICS

Airport transfers, coaches, private vehicles and movement planning.

TOURS & GUIDES

Activities, attractions, local guides and cultural experiences.

VISA & TICKETING

Visa assistance plus group flight ticketing support.

CRUISE, RAIL & FAIRS

Cruises, international rail, trade fairs and last-minute land support.

B2B ONLINE TOOL | **LAND-ONLY OR WITH HOTEL** | **LAST-MINUTE SUPPORT** | **EASY CHANGES**

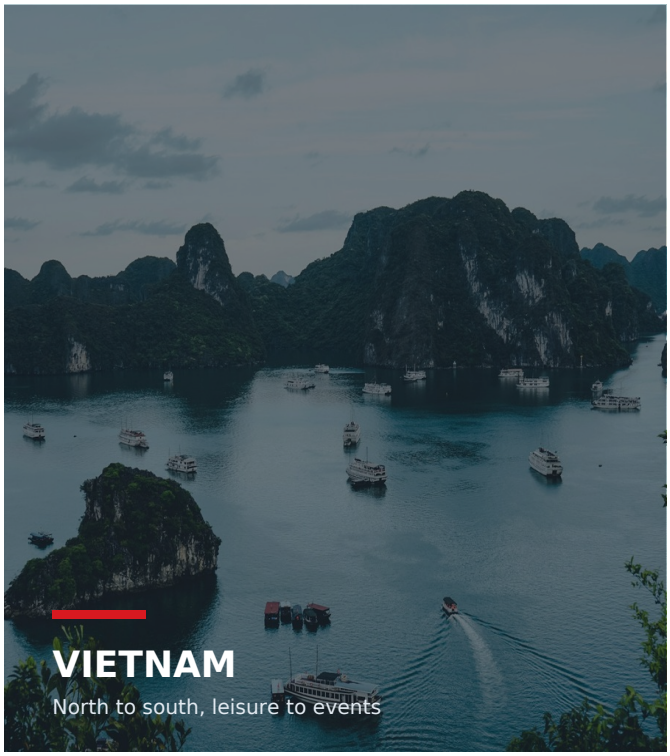
LOCAL DEPTH. GLOBAL CHOICE.

Strong operating focus in our core destinations, supported by a trusted international partner network.



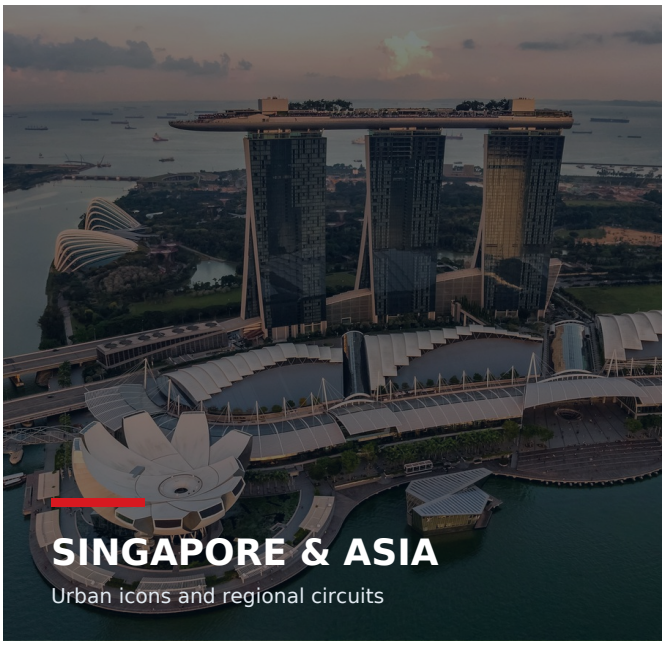
THAILAND

Islands, cities, MICE and groups



VIETNAM

North to south, leisure to events



SINGAPORE & ASIA

Urban icons and regional circuits



EUROPE & UK

Tailor-made journeys and group handling

EXTENDED COVERAGE

Cambodia / Sri Lanka / Malaysia / Indonesia / UAE / Hong Kong / Georgia & Azerbaijan / Maldives / Mauritius / Kenya & Tanzania / South Africa / Australia / New Zealand / Canada / Russia / Americas

BUILT AROUND THE BRIEF.

Different travel formats need different operating rhythms. We design the delivery model accordingly.

01

FIT

Bespoke journeys

- **Flexible itineraries**
- **Private or SIC services**
- **Curated experiences**

02

GROUPS

Series and ad-hoc

- **Rooming and manifests**
- **Coach and meal planning**
- **On-ground coordination**

03

MICE

Business with impact

- **Venue and production**
- **Branding and gala events**
- **Delegate movements**

04

WEDDINGS

Celebrations at scale

- **Guest logistics**
- **Hospitality desks**
- **Supplier integration**

06 / OUR ACHIEVEMENTS

BUILT ON TRUST. PROVEN BY SCALE.

A growing partner network supported by dependable destination delivery and long-term supplier relationships.

15,000+

TRAVEL AGENCIES

Serving travel agency partners across India with B2B destination solutions.

700+

FOREIGN PARTNERSHIPS

An enduring international network of trusted suppliers and destination partners.

OUR PARTNER PLEDGE

STABILITY. AFFORDABILITY. STEADFAST SUPPORT.

We remain unwavering in our commitment to the stability and affordability needs of our travel partners, standing beside them as a trusted and dependable DMC.

01 **STABLE DELIVERY**

Consistent coordination and accountable execution.

02 **PARTNER VALUE**

Commercially aware solutions built for B2B growth.

03 **DEPENDABLE SUPPORT**

Responsive assistance before, during and after travel.

MR. AMIT JOSHI

Founder & Director, Trips & Trade

Nearly two decades of global B2B travel leadership since 2006.

LEADERSHIP PERSPECTIVE

Mr. Amit Joshi is the Founder and Director of Trips & Trade, bringing nearly two decades of experience in the global travel industry since 2006. With extensive expertise in the B2B travel sector, he has been instrumental in establishing the company's presence across key long-haul markets, including the United Kingdom, Europe, Australia, the United States, and Canada.

Known for his in-depth destination knowledge, strategic foresight, and strong international partnerships, Mr. Joshi has played a pivotal role in developing reliable and tailor-made travel solutions for travel partners worldwide. His leadership is driven by a commitment to service excellence, long-term business relationships, and sustainable global growth. Through his experience and forward-thinking approach, he continues to guide Trips & Trade towards becoming a trusted and respected name in the international travel industry.



FOUNDER'S VISION

“To connect the world through trusted partnerships and exceptional travel solutions that create lasting value for every traveller and business partner.”

LONG-HAUL MARKETS

FOUNDER & DIRECTOR

aj@tripsandtrade.com

MR. MEHUL JOSHI

Co-Founder & Director, Trips & Trade

Leadership shaped by more than 11 years in the global travel industry.



SOUTH EAST ASIA

CO-FOUNDER & DIRECTOR

mehul@tripsandtrade.com

LEADERSHIP PERSPECTIVE

Mr. Mehul Joshi is a seasoned travel entrepreneur with more than 11 years of experience in the global travel industry. As Co-Founder of Trips & Trade, he has played a pivotal role in transforming the company into a trusted B2B travel partner, specialising in inbound tourism, group travel, MICE, and tailor-made travel solutions across Southeast Asia, the Middle East, and beyond.

Recognised for his strategic vision, strong industry relationships, and hands-on leadership, Mr. Joshi has built a reliable global network of partners and suppliers across key international destinations. His vision is to develop scalable, innovative, and dependable travel solutions while consistently delivering seamless and memorable experiences to travellers and business partners worldwide.

FOUNDER'S VISION

“I believe travel is not merely about selling packages; it is about creating meaningful experiences. True success lies in how thoughtfully and passionately we deliver the very best experience to every traveller.”

MR. MEHUL MEHTA

Operations Director, Trips & Trade

Global B2B operations leadership and destination expertise since 2012.



GLOBAL OPERATIONS

OPERATIONS DIRECTOR

mm@tripsandtrade.com

OPERATIONAL PERSPECTIVE

Mr. Mehul Mehta is the Operations Director of Trips & Trade, bringing extensive experience in the travel industry since 2012. With strong expertise in B2B travel operations, he has successfully managed FIT, group, MICE, and customised travel arrangements across Southeast Asia, the United Kingdom, Europe, Australia, the United States, Canada, and other long-haul destinations.

Known for his operational excellence, destination knowledge, and solution-oriented leadership, Mr. Mehta plays a key role in ensuring the seamless execution of every travel programme. His ability to coordinate effectively with international partners, suppliers, and internal teams enables the company to deliver reliable, efficient, and high-quality travel experiences.

With a strong focus on service standards, attention to detail, and customer satisfaction, he continues to strengthen the operational capabilities of Trips & Trade and contributes significantly to the company's growth as a trusted global B2B travel partner.

OPERATIONS VISION

“To transform every travel plan into a seamlessly executed experience through operational excellence, trusted partnerships, and unwavering service commitment.”

MADE FOR TRAVEL PARTNERS.

Commercial clarity on one side. Operational control on the other.

- **Net B2B approach**
  Partner-ready pricing and proposals.
- **Fast, complete responses**
  Clear information for quicker decisions.
- **Local supplier access**
  Destination knowledge and dependable contracting.
- **Technology-enabled**
  Streamlined planning, logistics and communication.
- **Flexible amendments**
  Responsive service changes when plans evolve.
- **Real-time ownership**
  One accountable team before and during travel.

HOW WE DELIVER

A CONTROLLED FLOW FROM BRIEF TO GROUND.

01 **UNDERSTAND**
Goals, dates, travellers and budget.

02 **DESIGN**
Itinerary, services and commercial options.

03 **CONFIRM**
Suppliers, rooms, movements and documentation.

04 **OPERATE**
Local execution with active coordination.

05 **SUPPORT**
Issue resolution, follow-through and closure.



11 / RESPONSIBLE DELIVERY

BETTER JOURNEYS. POSITIVE FOOTPRINTS.

We aim to create experiences that respect destinations, support local communities and preserve the character that makes each place worth visiting.

LOCAL VALUE

Work with destination partners and suppliers who strengthen local economies.

CULTURAL RESPECT

Design programs that value local customs, heritage and community context.

THOUGHTFUL PLANNING

Coordinate logistics carefully to reduce friction, waste and avoidable disruption.

OUR PROMISE

EVERY DETAIL MATTERS.

Clear communication / Reliable suppliers / Guest-first operations / Responsive support

CONTACT DIRECTORY

CONTACT THE RIGHT TEAM.

For faster assistance, send your inquiry directly to the relevant destination or service desk.

UK & EUROPE
europe@tripsandtrade.com

THAILAND
thailand@tripsandtrade.com

VIETNAM
vietnam@tripsandtrade.com

USA
usa@tripsandtrade.com

AUSTRALIA
aus@tripsandtrade.com

TICKETING
ticket@tripsandtrade.com

SUPPLIER CONTACT
supplier@tripsandtrade.com

OTHER DESTINATIONS
b2b@tripsandtrade.com
ops@tripsandtrade.com

CXO & LEADERSHIP
cxo@tripsandtrade.com

B2B ONLINE PORTAL
www.tripsandtrade.com/agent/login

GENERAL LINE
+91 78780 08850