

# BOATING INSIDER

MONTHLY NEWSLETTER BY NBAM



**The Hawks Expands its Fleet by Acquiring Largest Oil Tanker to Date**

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**7<sup>th</sup> Edition of the Maldives Boating Awards at Kurumba Maldives**

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**Maldivian to launch direct flights to tourism source markets**

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**Boating Insider by NBAM**  
Monthly Newsletter

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**Cover Photo :**  
A snap from the Maldives Boating Awards 2023 gala ceremony. Award for the Lifetime Achievement Award handed to Mr. Amir Mansoor.



National Boating Association of Maldives (NBAM)  
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## NBAM and Allied Insurance Host Campaign Promoting Life Jacket Safety



On the afternoon of November 2nd, the National Boating Association of Maldives (NBAM) along with Allied Insurance held a compelling initiative to raise awareness about the importance of wearing life jackets. The engaging campaign, held near No.1 jetty, attracted boat crews and locals. From 4 pm to 6 pm, enthusiastic participants, including boating enthusiasts and concerned citizens, gathered to learn about the critical role life jackets play in ensuring safety during water activities and sea transport. Representatives from both NBAM and Allied Insurance were on hand to provide insightful demonstrations and offer valuable information on the best practices for utilizing life jackets.

The event not only succeeded in highlighting the significance of adhering to safety protocols but also underscored the collective commitment of NBAM and Allied Insurance towards fostering a culture of responsible boating and water recreation. The success of the roadshow serves as a testament to the growing awareness of maritime safety within the Maldives community, emphasizing the importance of such collaborative efforts in promoting a secure and enjoyable boating experience for all.

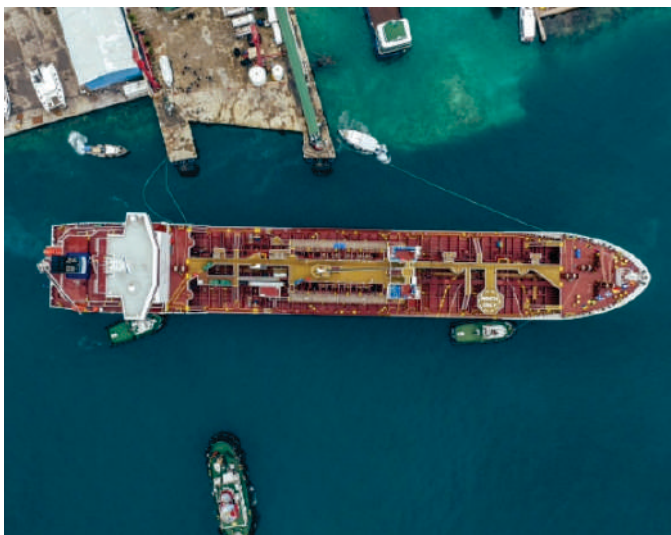
## Sailing Tours to Develop and Operate a Boat Yard in Velidhoo Industrial Zone



Sailing Tours, a revered name in the travel industry, proudly announces a new chapter in its journey. In addition to its distinguished travel services, Sailing Tours Maldives is set to develop and operate a cutting-edge boat yard in the Velidhoo Industrial Zone. For over two decades, Sailing Tours has been synonymous with unparalleled quality, dedication, and professionalism in travel services. Now, with an unwavering commitment to expanding its offerings, the company is venturing into boat yard development, strategically located in the heart of the Velidhoo Industrial Zone.

This new endeavor aims to complement our existing services, providing a hub for sailing enthusiasts and tourists seeking a unique maritime experience. From aviation and yacht handling to travel management, Sailing Tours Maldives continues to be the epitome of excellence in the industry. Founder and CEO of Sailing Tours, Abdulla Ibrahim, expressed excitement about the expansion: "Our commitment to transforming travel into extraordinary experiences extends to the development of a state-of-the-art boat yard. This venture aligns seamlessly with our legacy of excellence, ensuring that our clients receive the utmost in care and attention, whether on land or at sea."

## The Hawks Expands its Fleet by Acquiring Largest Oil Tanker to Date



The Hawks have expanded their fleet by acquiring their largest oil tanker to date, Hawks Progress. The oil tanker has a capacity of 18 million liters. This addition not only enables the company to deliver fuel more promptly and efficiently to its diverse clientele but also marks a significant step in meeting the growing fuel demand in the Maldives. Apart from its 6 oil tankers, Hawks operates 19 vessels, 14 barges, and 12 bowlers to ensure a seamless fuel supply. Hawks maintain a group of eight fuel stations strategically positioned across the Maldives.

Hawks Pvt Ltd, established in 2007, has emerged as a leading fuel supplier in the Maldives. The company has a diverse portfolio ranging from construction services to transportation and hospitality. The company's success can be attributed to its unwavering focus on quality, reliability, and customer satisfaction.

The Hawks team is confident that Hawks Progress will be an invaluable asset, enabling them to maintain their track record of delivering high-quality fuel to their customers.

## National Boating Association of Maldives Holds Annual General Meeting Electing a New Executive Board



National Boating Association of Maldives (NBAM) holds their Annual General Meeting on November 21, 2023, at Maagiri Hotel, electing a new Executive Board after conducting a voting session during the meeting where 37 members voted. The meeting commenced with a video highlight of the association portraying the vast progress achieved over the past 16 years. Pressing further, former President of NBAM Mr. Ismail Hameed in his welcome remarks expressed gratitude to the members that withstood the test of time, lifting the association on their shoulders in the past decade and a half. He then vouched his support for the new board to be elected in the meeting and requested more participation from the fraternity as the association has higher goals to achieve and a long road ahead.

Following the welcome address, the Secretary General of NBAM Ms. Mariyam Maaisha coordinated the election process of the new Executive Board, leading to the following selection of members for the prestigious chair:

The following were elected to the Executive Board of NBAM for the year 2023-2025:

- Mr. Amir Mansoor, President
- Ms. Aminath Salah, Vice President
- Mr. Ahmed Ibrahim, Treasurer
- Ms. Mariyam Maaisha, Secretary General & Executive Board Member
- Mr. Ismail Hameed, Executive Board Member
- Mr. Ahmed Afrah, Executive Board Member
- Mr. Ibrahim Shahid, Executive Board Member
- Mr. Ahmed Zubair Adam, Executive Board Member
- Mr. Abdulla Nasheed, Executive Board Member
- Mr. Hussain Aman, Executive Board Member
- Mr. Ismail Shareef, Executive Board Member
- Mr. Hassan Haleem, Executive Board Member

Concluding the event, the new President of National Boating Association of Maldives Mr. Amir Mansoor congratulated the new board and advocated for achieving and protecting the rights of the boat owners of Maldives. His speech ended with the appreciation of the positive vibe and support received from the members of the association in general as well as the newly elected board.

# #SafetyFirst

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## Life Jacket. Wear it!

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IN ASSOCIATION WITH



## National Boating Association of Maldives Holds 7<sup>th</sup> Edition of the Maldives Boating Awards at Kurumba Maldives



The National Boating Association of Maldives holds its annual nationwide boating industry award; the Maldives Boating Awards 2023 on Saturday, December 2, 2023. The prestigious event took place at Kurumba Maldives Resort, handing out awards for the winning nominees of various areas within the boating industry.

The Maldives Boating Awards was first introduced in 2016, to recognize the best of the boating industry in the leisure, trading and building sectors of the Maldives. The 7th edition of the Awards was graced by the Honourable Minister of Tourism, Ibrahim Faisal, as well as Commissioner General, Maldives Customs Service Mr. Yoosuf Maaniu Mohamed, to name a few. Boating industry stakeholders, partners, and sponsors, as well as the members of National Boating Association of Maldives attended the event to celebrate excellence within the industry. This year's Maldives Boating Awards was sponsored by gold sponsors; the State Trading Organization Plc (STO) and The Hawks Pvt Ltd.

Flagship event of the Boating Association, the winners for the prestigious award were selected after a systematic process of evaluation by an experienced and professional jury followed by online voting. The esteemed jury consisted of:

- Mr. Ahmed Jabir
- Mr. Abdulla Hameed Ali
- Mr. Saifulla Saud
- Mr. Ali Ibrahim
- Mr. Shammoon Shareef
- Captain Adhil Rasheed

From over 130 nominations, the following emerged victorious in their respective nominated categories:

CATEGORY	WINNER
Best Liveaboard or Yacht Builder (Building Company)	Al Shaali Marine
Best Built Liveaboard or Yacht (Boat)	Searex, Tropical Adventures Maldives
Best Production Fiber Vessel (5 - 10 Meters)	Sportfish 280, Naarehi Marine
Best Production Fiber Vessel (10 - 15 Meters)	Touring 48 VIP, Gulf Craft Maldives
Best Production Fiber Vessel (15 - 45 Meters)	Island Hopper 50, Al Shaali Marine
Best Boat Design of The Year (Designer / Company)	Naarehi Marine
Liveaboard Or Yacht Operator of The Year (Local Operators)	Carpediem Maldives
Liveaboard Or Yacht Brand of The Year	Carpediem Maldives
Dive Guide of The Year (Local Dive Guide)	Aslam Aboobakuru, Blue K Safari
Marine Engineering Service Provider of The Year (Outboard)	Mercury, Hassan Marine Engineering Solutions
Marine Engineering Service Provider of The Year (Main Engine)	Yanmar, MTCC
Boat Equipment Supplier of The Year	D Blue Marine
Dock Yard / Slipway of The Year	MTCC
Most Preferred Marine Engine Brand of The Year (Main Engine)	Yanmar, MTCC
Most Preferred Marine Engine Brand of The Year (Outboard)	Yamaha, Alia Investment
Best After Sales Service	Alia Investment
Most Preferred Marine Generator Brand of The Year	Perkins, Palm Tree Marine
Most Preferred Dive Equipment Brand of The Year	Aqua Lung, Sea Gear
Most Preferred Dive Compressor Brand of The Year	Baur Compressors, MA Services
Most Preferred Marine Paint of The Year	International, Seagull Marine
Bunkering And Fuel Supplier of The Year	The Hawks Pvt Ltd
Best Tanker (Fuel) Operator	The Hawks Pvt Ltd
Best Surf Safari	Koimala, Voyages Maldives
Most Preferred Insurance Partner	Allied Insurance
Liveaboard Travel Agent / Tour Operator	Voyages Maldives
Best Dive Safari	Soliel 2, Blue K Safari

CATEGORY	WINNER
Best Fishing Safari	Gahaa, Voyages Maldives
Best Guest Transfers	Souvenir Marine
Marine Engineering Service Provider of The Year (Dive Equipment)	Mares Shop (SSI)
Best Local Ferry Service Provider	MTCC
Most Preferred Watersports Equipment Brand of The Year	Jobe, Sea Gear

In addition to the above, individual designators running the vessel were conferred with a special award, being recognized as the Faces of Boating Industry.

Captain	Ibrahim Assad, Tropical Adventures Maldives
Room Boy / Deckhand	Ahmed Hassan, Blue Force Travels
Waiter / Deckhand	Sanjaya Rathnayaka Rathnayak Mudiyanselge, Blue Force Travels
Engineer	Ahmed Sajid, MTCC Saman Rathanayika, Voyages Maldives
Chef / Deckhand	Abdulla Ali, Carpediem Maldives
Crew Member	Abdulla Rifath, Capital Travels
Cruise Manager	Abdulla Rifath, Capital Travels
Sales / Reservations / Operations Staff	Ameer Abbas, Blue Horizon



**NEW MEMBERS OF 2023**



**NBAM NEW MEMBERS LIST 2023**

National Boating Association of Maldives started membership renewal for the year 2023, New Members have joined to our Association this past month.

- MarineDo (NEW MEMBER)
- Blue K Safari Maldives
- Blueshark Enterprises
- Carpediem Maldives
- CASA Retreat
- Damas Company
- DIMO Coastline
- Dune Maldives
- Floating Asia
- Happy Market Trading Company Pvt Ltd
- Island Institute of Tertiary Education
- JLS Yachts
- Liveaboard Marine Management Pvt Ltd
- Maldicare
- Maldives Boat Club
- Maldives Island Realt
- Maldives Publications
- Marine Equipments
- Mariyam Rozlyn Saleem (Noah)
- Marselia Maldives
- Palm Tree Marine
- Paradise Safari Tours
- Quick Ezy Maldives
- Radiantheat Travel Pvt Ltd
- Sachika Maldives
- Sea Gear
- Seagull Group
- Silver Sands Boatyard
- Southern Cross
- Top Class Cruising Maldives Pvt Ltd
- Voyages Maldives
- Yacht Maldives

# 17 MEMBERSHIP BENEFITS OF

<b>1</b> Referrals to Potential Customers	<b>2</b> Free Consultation about Industry	<b>9</b> Safety Training Opportunities for Crew	<b>10</b> Invitation to NBAM Events and Gatherings
<b>3</b> Free Listings for Member Boats on Liveboards of Maldives Magazine	<b>4</b> Free website listing for Liveboards	<b>11</b> Special Rates for Members to Participate in Maldives Marine Expo	<b>12</b> Exclusive Benefit in nominating to Maldives National Boating Awards
<b>5</b> Free website listing for Service Providers and Marine Equipment Sellers	<b>6</b> Special Member Packages on Insurance Premiums from Allied Insurance Company (Exclusive for NBAM)	<b>13</b> Members to Members Networking	<b>14</b> Logo on Brochures and address cards / promotions
<b>7</b> Special Terms and Prices on Fuel Suppliers	<b>8</b> Special assistance on Regulations and Guidelines	<b>15</b> Partnership Programme Discounts	<b>16</b> Special Discounts from Boating Privilege Partner Businesses
			<b>17</b> Opportunity to communicate with government and authorities as a team and comment on Regulations

NATIONAL BOATING ASSOCIATION OF MALDIVES

Working together is progress - Keeping together is success

**NBAM**

National Boating Association of Maldives

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## Ibrahim Faisal Appointed as Minister of Tourism in the Maldives



Ibrahim Faisal, the newly appointed Tourism Minister for the Maldives, received the oath of office in a recent ceremony at the President's Office, following the swearing-in of the new President of Maldives.

Having commenced his political journey in 2013, Minister Ibrahim Faisal is deeply rooted in education, having pursued higher studies at Westminster International College in Malaysia, where he focused on business.

His career in public service began in the police force, followed by a role as deputy minister in the Ministry of Youth and Sports from 2013 to 2015. Subsequently, he served as an additional secretary at the High Commission of Maldives in Malaysia from 2015 to 2018, showcasing a decade of diverse work experiences.

Under the joint leadership of Faisal and President Muizzu, the Maldives government has unveiled ambitious plans to rejuvenate tourism. The commitment includes securing MVR 4 billion in investments and developing 35 new tourist resorts, aiming for a diversified and flourishing hospitality landscape.

Recognizing the economic challenges faced by the nation, the duo pledges to address the budget deficit and boost GDP, demonstrating a commitment to financial resilience. Minister Faisal's background in business management and strategic planning positions him well to contribute to these crucial economic objectives.



## Maldives Challenged with 51% Destination Occupancy and a \$160 Million Tourism Revenue Drop in 2023, Despite Increased Visitor Arrivals, Reports MATATO



In its November 2023 monthly newsletter, MATATO, the Maldives Association of Travel Agents and Tour Operators, dives into industry insights and crucial updates.

### Key Findings:

- MATATO's Dashboard, aggregating data from international and local authorities, reveals that only 51% of available beds in the Maldives have been occupied this year, despite the country's total operational capacity of 62,822 beds as of November 1, 2023.

Recent data from the Maldives Monetary Authority (MMA) signals a concerning slowdown in the growth of the Maldives' tourism sector. Tourists in the Maldives have reduced their average length of stay from 8.1 days in 2022 to 7.6 days in 2023. This shift towards shorter trips raises concerns about the critical Revenue per Available Room (RevPAR), a key indicator of the tourism sector's performance.

Notably, MATATO highlights a significant drop in tourist revenue over the first eight months of 2023. According to MMA data, tourist earnings during this period totaled \$2.6 billion (MVR 40 billion), marking a decline of \$160 million (MVR 2.5 billion) compared to the same period in the previous year, representing a five percent decrease.

### Behind the Numbers:

Despite welcoming 1.2 million tourists during this period, an increase from the previous year, and a rise in the Goods and Services Tax (GST) to 16 percent. The primary driver of the revenue decline has been the substantial reduction in room rates at resorts and guesthouses, as highlighted by the Maldives Association of Travel Agents and Tour Operators (MATATO).

Key performance indicators, including the duration of tourists' stays and occupancy rates, have also recorded declines compared to the previous year. The occupancy rate fell below 50 percent for more than four months this year, in contrast to just three months last year. This situation underscores the challenges the Maldives tourism sector confronts in achieving growth amidst shifting market dynamics, competitive pricing, and evolving traveler preferences. The restoration and strengthening of revenue need to remain a primary focus for the nation's tourism sector.

### Maldivian to launch direct flights to tourism source markets



The president has decided to introduce nonstop direct flights to major tourist source markets using wide-body aircraft for the national airline, Maldivian. This aims to improve accessibility and tourism numbers, as currently 48% of tourists take connecting flights. China will be prioritized, with at least 2-3 weekly flights initially. This initiative aligns with the "Hafuthaa 14" development plan. Air Maldives previously offered direct flights but went bankrupt.

Maldives tourism is booming, with 1.75 million arrivals as of December 11th, targeting a record 1.9 million for this year. Russia and India lead tourist arrivals. In short, the Maldives is making it easier to visit directly from major tourist markets, aiming to boost record tourism numbers.

#### TOP TEN SOURCE MARKETS:

- Russia: 197,824 arrivals
- India: 194,630 arrivals
- China: 181,003 arrivals
- UK: 144,415 arrivals
- Germany: 127,896 arrivals
- Italy: 104,411 arrivals
- US: 69,426 arrivals
- France: 45,849 arrivals
- Spain: 38,645 arrivals
- Switzerland: 34,890 arrivals

### Manta Air To Launch International Flights to India On January 2024



Get ready to escape to the Maldives paradise with Manta Air's exciting new direct flights to India! Launching in January 2024, they'll whisk you away from Bangalore's bustling Kempegowda International Airport straight to the pristine shores of Dhaalu Atoll. Picture yourself soaking up the sunshine at luxurious resorts like Kandima Maldives, Niyama Private Islands, or St. Regis Maldives. Imagine gliding over turquoise waters on a seaplane, then diving into vibrant coral reefs. And the best part? These flights are designed for ultimate convenience. You'll depart under the Maldivian stars and arrive back in Bangalore refreshed and ready to conquer the day.

*"This announcement marks a pivotal moment in our company's trajectory – we are progressing from being the leading domestic and seaplane carrier in the Maldives to an international airline operator. With Manta Air's expansion through a new direct flight route from India to the Maldives we anticipate a surge in travel interest and bookings from Indian tourists. This strategic move aims to enhance the guest experience and boost bookings for resorts in Dhaalu atoll, particularly Kandima, RIU Hotel, and Niyama Private Island, which are all located in close proximity to the airport. By facilitating easier and more affordable travel access to the Maldives, we foresee a substantial increase in travel demand from Bengaluru and across India in 2024 and beyond."* Said Mohamed Khaleel, CEO of Manta Air

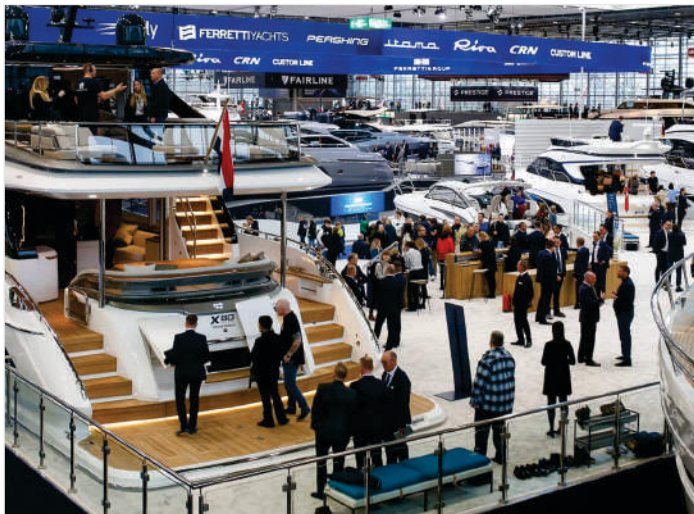
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## BOOT DÜSSELDORF 2024

20<sup>th</sup> - 28<sup>th</sup> January 2024

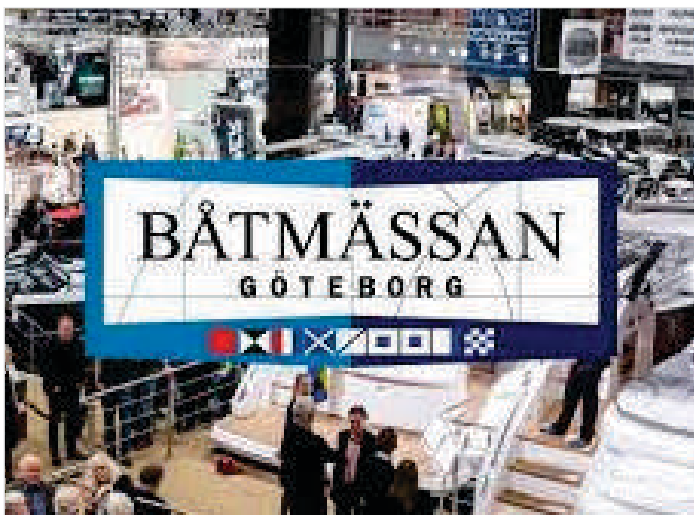


Welcome dear visitors to boot Düsseldorf! With almost 237,000 visitors from over 60 countries and more than 1,500 exhibitors from 68 nations on 220,000 square metres in 16 exhibition halls, boot Düsseldorf is the largest yacht and watersports show in the world. Both sailors and motor boaters will find their perfect boat here. Whether dinghy, yacht or luxury yacht - the comprehensive range speaks for itself. The various water sports from diving, surfing, skimboarding, kite surfing, stand up paddling or canoeing are in focus at boot with the corresponding equipment available. Attractive stage programmes with interesting interview partners from the industry, the latest trend sport offers and a high-calibre mix of workshops and boot activities, both for the leisure sportsman and for experts, make the fair unique worldwide.

More information on the events' official website, [www.boot.com](http://www.boot.com)

## BÅTMÄSSAN - GOTHENBURG BOAT SHOW

3<sup>rd</sup> - 11<sup>th</sup> February 2024



At Gothenburg Boat Show, there's something for everybody who enjoys the life at sea; boat owners, boat enthusiasts, families, fishing enthusiast, water lovers and curious beginners. Seminars will be held every day at Stora Scenen, that addresses themes like sport fishing, sailing, outdoor life, general boat life and much more. Gothenburg Boat Show is visited by about 60,000 people from Sweden's west coast and about 250 companies exhibit.

Since 1960 the boat show has been announcing the spring and the time to get back in the water.

More information on the events' official website, [www.boot-berlin.de](http://www.boot-berlin.de)

A vibrant yellow and blue promotional graphic for boat safety. On the left, an illustration shows a female skipper in a white uniform and cap, standing at the helm of a boat. A large white speech bubble contains the text "SKIPPER! YOUR RESPONSIBLE." in bold blue letters. To the right, a circular logo features a life jacket and the text "LIFE JACKET WEAR IT!" and "#staysafeafloat". Below this, the hashtag "#SafetyFirst" is written in large white letters. At the bottom, the logos for "Boating.mv" and "NBAM NATIONAL BOATING ASSOCIATION OF MALDIVES SINCE 2001" are displayed.

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9<sup>TH</sup> EDITION

# MALDIVES MARINE EXPO 2024

8<sup>TH</sup> - 11<sup>TH</sup> FEBRUARY 2024  
CENTRAL PARK, HULHUMALÉ

# SAVE THE DATE

# 8<sup>th</sup> - 11<sup>th</sup> FEBRUARY 2024



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& BOAT DISPLAY

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