

ADOLFO UTOR

President and the sole shareholder of Baleària

Adolfo Utor (Al Hoceima, 1961) is the president and the sole shareholder of **Baleària**, whose creation he captained in 1998. In addition, Utor is president of the **Social Council of the University of Alicante**, a full member of the **Spanish Royal Academy of the Sea**, a member of the Board of Directors of the **Valencian Association of Entrepreneurs (AVE)** and also chairs the **ANAVE Regular Shipping Lines Committee**, among other.

www.adolfoutor.com

@Adolfo_Utor



MEMBER OF OTHER ASSOCIATIONS

- Exceltur
- Spanish Tourism Board Advisory Board of the Spanish
- Network for Sustainable Development (REDS)
- Bureau Veritas Spanish Naval Committee
- Governing Board of the Association for the Advancement of Management

PARTICIPATION IN OTHER INSTITUTIONS

- Conexus Foundation (patron)
- EDEM Foundation (patron)
- ADEIT Chair of Enterprise Culture
- Marina Alta Business Federation (CEDMA)
- Climate Community
- Étnor Foundation
- Gasnam
- Empresa y Clima Foundation
- Business and Climate Foundation
- BatteryPlat
- LAB Mediterráneo Foundation
- Spanish Global Compact Network
- Alianza Net-Zero MAR

RECENT AWARDS

- Best Labor Inclusion Practice, Fundación Adecco and Club de Excelencia en Sostenibilidad (2023)
- Entrepreneur of the Year, Premios 1000 Empresas de Diario de Mallorca (2023)
- Excellence in Coastal and Nautical Tourism, Premios Iberoamericanos de Economía Azul (2023)
- Lifetime Achievement Award, Premios Excelencia Turística de 8 Mediterráneo TV (2023)
- Ecoísta Awards, Grupo Piñero (2023)
- Outstanding Vessel, AINE Awards (2022)
- Outstanding Shipowner. FINE Awards (2022)
- Excellence in Logistics and Transportation - Cadena de Suministro Awards (2022)
- Best Shipping Company in Balearic Islands - Gaceta del Turismo Awards (2022)
- Levante Economics Award (2021)

A MAN PASSIONATE ABOUT THE SEA

Adolfo Utor was born in 1961 in Al Hoceima, Morocco, but from a very young age, he settled in the coastal town of Dénia, Spain, by the old Montgó Massif. The eldest of four brothers, today he is the president and sole shareholder of Baleària. As a student, he proved to be a young man committed to democracy, freedom, and social progress, who was aware that the value of individuals multiplies when they act as citizens.

At the age of 23, he joined the former Flebasa shipping company, a subsidiary of Isnasa, and the predecessor of today's Baleària. He was a ticket clerk, a boat mooring attendant, a ticket office manager, a sales representative, and an administrative representative in Ibiza until he became the company's general manager in 1990. From this position, he led an expansion process by opening new routes that multiplied the company's turnover tenfold. After the bankruptcy of Isnasa and Flebasa, Mr. Utor's experience and leadership skills, and the commitment of a select group of people, led to the creation of Baleària. It was founded on June 20th of 1998, with 16 founding partners and 126 employees. From the outset, the company has been committed to new technologies, constantly improving the fleet and opening new lines. In 2005, Baleària merged with Umafisa, owned by the Matutes family, with Utor remaining the majority shareholder until the end of 2021, when he became the sole shareholder.

Today, Baleària is the leading shipping group in Spain with 25 years of history in the maritime transport of passengers, vehicles and goods, with routes that link the Peninsula with the Balearic Islands, the Canary Islands, Ceuta, and Melilla on a daily basis. It is also the only maritime company that links the four islands in the Balearic archipelago. Internationally, it operates in the north of Africa (Morocco and Algeria) and the south of France, and it links the United States and the Bahamas.

The company's growth is based on its awareness of being a local shipping company with an international outlook and on the conviction that Baleària is not just an economic agent. **"Baleària is so much more than its income**

statement. It is a common good, a social agent that builds bridges between territories, facilitates the movement of people and the exchange of goods, culture, and knowledge", says Adolfo Utor, who is convinced that good companies make societies flourish. **"Responsible, committed companies with a soul"**, he says regarding Baleària, which aligns with the values of ethics, responsibility, innovation, solvency, and sustainability.

Its mission has been to renew every day its commitment to the welfare of the citizens of the territories in which this maritime company operates. Baleària aspires to be a good company, committed to the Sustainable Development Goals, an eco-efficient fleet, and digital transformation. Mr. Utor defines this philosophy as **"green heart and intelligent spirit"**.

Adolfo Utor is a born leader and, as such, he emphasises that there is no personal or business leadership without a project or a team. With the same energy and enthusiasm from the beginning, the president of Baleària continues to work to ensure that the maritime company he manages will keep on conquering new ports. It is no coincidence that he names his ships after women such as Hypatia of Alexandria, Marie Curie and Eleanor Roosevelt, all pioneers and civil rights activists. With these important gestures, Utor and Baleària express their tribute and their commitment to modernity, innovation, and excellence. It is a declaration of principles by Adolfo Utor, a man passionate about the sea, Dénia, and Baleària.



LEADING SHIPPING COMPANY

Sustainable and smart mobility at sea is the driving force behind Baleària, a company inspired by innovation and care for the environment, and involved in the development and well-being of people.

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Our shipping company is a global benchmark in sustainability thanks to its pioneering commitment to eco-efficient mobility driven by cleaner and more eco-friendly energy sources, such as natural gas, allowing us to progress towards decarbonisation. Baleària has some thirty ships, eleven of which form part of a fleet equipped to sail using natural gas, exemplifying the company's energy transition. Under the slogan 'Green Course', the shipping firm shares its commitment and participates in projects linked to the use of renewable energies, such as green hydrogen and biomethane, with the goal of achieving zero-emission shipping by 2050.

Innovation is the key to the company's identity and leadership. Baleària is developing projects that place digitisation and technology at the service of the customer: it has a fleet of smart ships that offer a fuller and more personalised experience, exploiting the capabilities of big data to become a data-driven company, among other initiatives.

Baleària is a local shipping company with an international vocation. The company's impact also extends through the Baleària Foundation, through which it organises and encourages social, cultural and environmental actions with the aim of promoting the development of the regions it links and improving the well-being of their inhabitants.



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35
SHIPS

25
ROUTES

6
COUNTRIES

2,500
EMPLOYEES

5.2 M
PASSENGERS

7.4 M
LM CARGO

625 M€
TURNOVER

117 M€
EBITDA

730 M€
SOCIAL CASH FLOW

Figures 2023

Sustainability Report 2023

