



Balfour Capital Group The Bank of New York Mellon Corp.

The Bank of New York Mellon Corporation (BNY Mellon) is a global financial services company that provides investment management and investment services. The company operates through three primary segments: Securities Services, Market and Wealth Services, and Investment and Wealth Management. BNY Mellon serves a diverse range of clients, including central banks, financial institutions, asset managers, insurance companies, corporations, and high-net-worth individuals. As of December 31, 2024, BNY Mellon oversaw \$52.1 trillion in assets under custody and/or administration and \$2.0 trillion in assets under management.

1. Top 5 Competitors

BNY Mellon's primary competitors in the financial services industry include:

1. JPMorgan Chase & Co.
2. Goldman Sachs Group Inc.
3. Citigroup Inc.
4. State Street Corporation
5. UBS Group AG

These institutions compete with BNY Mellon in various areas such as investment banking, asset management, and custodial services.

2. Largest Institutional Shareholders

The largest institutional shareholders of BNY Mellon are:

- The Vanguard Group, Inc. – 10.14% ownership
- Vanguard Fiduciary Trust Co. – 9.865% ownership
- BlackRock Advisors LLC – 6.51% ownership
- Dodge & Cox – 6.248% ownership
- State Street Corporation – 4.702% ownership



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3. Management Team

Key members of BNY Mellon's management team include:

- Robin Vince – President & Chief Executive Officer
- Dermot McDonogh – Chief Financial Officer
- Jennifer Barker – Global Head of Treasury Services and Depositary Receipts
- James T. Crowley – Global Head of BNY Pershing
- Rajashree Datta – Chief Risk Officer
- Shannon Hobbs – Chief People Officer
- Hani Kablawi – Head of International
- Jayee Koffey – Chief Enablement and Global Affairs Officer
- J. Kevin McCarthy – General Counsel

4. Revenue

For the twelve months ending March 31, 2025, BNY Mellon reported revenue of \$33.964 billion, representing a 6.57% decline year-over-year.

5. Institutions with Buy Recommendations:

Several institutions have issued buy recommendations for BNY Mellon:

- Bank of America increased their target price from \$90.00 to \$95.00 and gave the company a "buy" rating.
- Truist Securities initiated coverage with a "Buy" recommendation.

6. Analyst Sentiment Summary

Analyst sentiment for BNY Mellon is generally positive:

- Consensus Rating: Moderate Buy
- Average Target Price: \$92.10, representing a 7.21% increase from the current price.



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7. Insider Buying and Selling (Last 24 Months)

Over the past 12 months, insider trading activity at BNY Mellon includes:

- Shares Bought: 673,031
- Shares Sold: 417,820

Notably, J. Kevin McCarthy, Senior Executive Vice President & General Counsel, has been the insider with the most buy and/or sell transactions.

