



Balfour Capital Group Costco Wholesale Corporation

Costco Wholesale Corporation is a leading global retailer operating membership-only warehouse clubs. Founded in 1983 and headquartered in Issaquah, Washington, Costco offers a curated selection of brand-name and private-label products across categories such as groceries, electronics, apparel, and home goods. The company's business model emphasizes low prices, bulk purchasing, and a high-volume sales approach, primarily generating profits through annual membership fees.

1. Top 5 Competitors

Costco's primary competitors in the wholesale and retail sector include:

1. Walmart Inc.
2. Amazon.com Inc.
3. The Kroger Co.
4. Target Corporation
5. BJ's Wholesale Club

These companies compete with Costco in various segments, including bulk retail, e-commerce, and grocery sales.

2. Largest Institutional Shareholders

As of recent filings, the largest institutional shareholders of Costco are:

- The Vanguard Group, Inc. – 9.51% ownership
- BlackRock, Inc.
- State Street Corporation
- Geode Capital Management, LLC
- Fidelity Management & Research Company LLC

Collectively, institutional investors own approximately 68.49% of Costco's outstanding shares.



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3. Management Team

Key members of Costco's executive leadership include:

- Ron M. Vachris – President, CEO, and Director
- Gary Millerchip – Executive Vice President & Chief Financial Officer
- Russell D. Miller – Senior EVP & COO – Warehouse Operations (U.S. & Mexico)
- Pierre Riel – EVP & COO – International Division
- Javier Polit – EVP & Chief Information and Digital Officer

4. Revenue

For the twelve months ending February 28, 2025, Costco reported total revenue of \$264.08 billion, marking a 6.13% increase year-over-year.

5. Institutions with Buy Recommendations:

Several financial institutions and analysts have issued buy recommendations for Costco, including:

- UBS
- Telsey Advisory Group
- BMO Capital Markets
- The Motley Fool

Notably, financial analyst Jim Cramer has also recommended buying Costco shares.

6. Analyst Sentiment Summary

Analyst sentiment toward Costco remains positive:

- Average Brokerage Recommendation (ABR): 1.88 (on a scale where 1.0 indicates a Strong Buy)
- Average 12-Month Price Target: \$1,067.11
- High Estimate: \$1,135.00
- Low Estimate: \$975.00

7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months, insider activity has been characterized by sales, with no reported purchases:

- Total Shares Sold: 65,399
- Total Value of Shares Sold: Approximately \$47.7 million

Notable transactions include sales by CFO Gary Millerchip and Director James C. Klauer.