



Balfour Capital Group Flywire Corporation

Flywire is a global payments enablement and software company that provides vertical-specific solutions to clients in the education, healthcare, travel, and business-to-business (B2B) sectors. The company simplifies complex international and domestic payment processes, ensuring a transparent, compliant, and cost-effective experience for payers.

1. Top 5 Competitors

Flywire operates in a competitive landscape with several notable companies:

1. Wise Business
2. Shift4
3. Elavon
4. Paysimple
5. FastSpring

These companies offer various payment processing solutions and services that compete with Flywire's offerings.

2. Largest Institutional Shareholders

As of the latest filings, the largest institutional shareholders of Flywire include:

- William Blair Investment Management LLC
- FMR LLC
- Vanguard Group Inc.
- Westfield Capital Management Co. LP
- Capital International Investors

These institutions collectively hold significant portions of Flywire's outstanding shares.

3. Management Team

Flywire's executive leadership comprises:

- Michael Massaro – Chief Executive Officer & Director
- Rob Orgel – President & Chief Operating Officer
- Cosmin Pitigoi – Chief Financial Officer
- David King – Chief Technology Officer
- Peter Butterfield – General Counsel & Chief Compliance Officer
- Barbara Cousins – CIO, CISO & Head of Internal Audit



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4. Revenue

Flywire reported revenues of \$133.5 million for the first quarter of 2025, marking a 17% increase year-over-year. The company's trailing twelve-month revenue stands at approximately \$511.5 million, reflecting a 20.97% growth compared to the previous year.

5. Institutions with Buy Recommendations:

Analyst sentiment towards Flywire is generally positive. The company has a consensus rating of "Buy," with an average price target of \$13.65. Some analysts have set higher targets, with the maximum estimate reaching \$17.00.

6. Analyst Sentiment Summary

Based on recent analyses:

- Strong Buy: 6 analysts
- Buy: 1 analyst
- Hold: 8 analysts
- Sell: 1 analyst

This distribution indicates a moderate buy consensus among analysts.

7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months, DexCom insiders have engaged in the following transactions:

- Shares Bought: 485,159
- Shares Sold: 172,684

This indicates a net buying activity among insiders during this period.
sider purchases during this period.