



# Balfour Capital Group Northern Trust Corporation

Northern Trust Corporation is a leading global financial institution offering asset servicing, investment management, and wealth management services to institutions, affluent families, and individuals. With a history spanning over 130 years, the company is renowned for its commitment to service, expertise, and integrity. As of December 31, 2024, Northern Trust managed \$1.6 trillion in assets under management (AUM) and had \$16.79 trillion in assets under custody or administration .

## 1. Top 5 Competitors

Northern Trust's primary competitors in the financial services sector include:

- State Street Corporation
- BNY Mellon
- JPMorgan Chase & Co.
- BlackRock
- Goldman Sachs

These firms offer similar services in asset management, custody, and wealth management

## 2. Largest Institutional Shareholders

As of March 31, 2025, the largest institutional shareholders of Northern Trust are:

- The Vanguard Group, Inc. – 11.01% ownership
- BlackRock Fund Advisors – 5.19%
- Fidelity Management & Research Co. LLC – 4.91%
- SSgA Funds Management, Inc. – 4.71%
- PRIMECAP Management Co. – 3.35%

Collectively, institutional investors hold approximately 86.58% of Northern Trust's outstanding shares.



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## 3. Management Team

Key executives at Northern Trust include:

- Michael G. O'Grady – Chairman and CEO
- David W. Fox Jr. – Chief Financial Officer
- Katie Nixon, CFA, CIMA, CPWA – Chief Investment Officer, Wealth Management
- Teresa Parker – President, Asset Servicing
- Daniel Gamba, CFA – President, Asset Management
- Michael Hunstad, Ph.D. – Deputy CIO & CIO of Global Equities
- Kaushal Joshi – Chief Information Officer

These leaders oversee various divisions, ensuring the company's strategic and operational excellence.

## 4. Revenue

For the fiscal year ending December 31, 2024, Northern Trust reported annual revenue of \$15.876 billion, marking a 31.02% increase from 2023. For the twelve months ending March 31, 2025, revenue totaled \$15.824 billion, reflecting a 21.61% year-over-year growth.

## 5. Institutions with Buy Recommendations:

As of the latest reports, the consensus among analysts is a "Hold" rating for Northern Trust's stock, with an average target price of \$102.18. Price targets range from a low of \$81 to a high of \$128, indicating varied expectations about the company's future performance.



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## 6. Analyst Sentiment Summary

Analyst sentiment towards Northern Trust is generally neutral. While the company has demonstrated strong financial performance, including significant increases in fee-based income and assets under custody, some analysts express caution due to market volatility and competitive pressures .

## 7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months, insiders at Northern Trust have sold a total of 177,750 shares, amounting to approximately \$17.47 million in value. There have been no significant insider purchases reported during this period.

