



Balfour Capital Group Phillips 66

Phillips 66 is a diversified energy manufacturing and logistics company operating globally, including in the U.S., U.K., and Germany. The company operates through five segments: Midstream, Chemicals, Refining, Marketing and Specialties (M&S), and Renewable Fuels.

1. Top 5 Competitors

Phillips 66's primary competitors in the energy sector include:

- Marathon Petroleum Corporation (MPC)
- Valero Energy Corporation (VLO)
- Neste Oyj (NTOIY)
- Sunoco LP (SUN)
- HF Sinclair Corporation (DINO)

These companies operate in similar segments, such as refining and marketing of petroleum products.

2. Largest Institutional Shareholders

As of the latest filings, the largest institutional shareholders of Phillips 66 are:

- Vanguard Group Inc: 40,500,230 shares
- BlackRock, Inc.: 29,909,169 shares
- State Street Corporation
- Wells Fargo & Company
- Harris Associates L.P.

3. Management Team

Key members of Phillips 66's management team include:

- Mark Lashier – Chairman and CEO
- Kevin J. Mitchell – Executive Vice President and CFO
- Brian M. Mandell – Executive Vice President, Marketing and Commercial
- Vanessa Allen Sutherland – Executive Vice President of Government Affairs



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4. Revenue

For the quarter ending March 31, 2025, Phillips 66 reported revenue of \$30.43 billion, a 15.03% decline year-over-year. The company's revenue for the twelve months ending March 31, 2025, was \$137.77 billion, a 7.42% decline year-over-year.

5. Institutions with Buy Recommendations:

Several financial institutions have issued buy or equivalent ratings for Phillips 66, including:

- Goldman Sachs
- Wells Fargo
- Piper Sandler
- Raymond James
- TD Cowen
- Argus Research

6. Analyst Sentiment Summary

Analyst sentiment for Phillips 66 is generally positive. In the current month, PSX has received 12 Buy Ratings, 13 Hold Ratings, and 0 Sell Ratings. The average analyst price target in the past 3 months is \$130.47.

7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months:

- Insiders have purchased a total of 682 shares, valued at approximately \$99,968.
- Insiders have sold a total of 108,500 shares.