



Balfour Capital Group Union Pacific Corporation

Union Pacific Corporation is a leading U.S. freight railroad operator, serving approximately 10,000 customers across 23 western states. The company transports a diverse range of goods, including agricultural products, automotive components, chemicals, coal, and intermodal freight. Its network connects major West and Gulf Coast ports to eastern gateways, interfaces with Canadian rail systems, and uniquely serves all six major Mexico gateways.

1. Top 5 Competitors

Union Pacific's primary competitors in the North American rail industry include:

1. BNSF Railway (owned by Berkshire Hathaway)
2. CSX Corporation
3. Norfolk Southern Corporation
4. Canadian National Railway
5. Canadian Pacific Kansas City Limited

These companies compete in various regions and service offerings across the continent.

2. Largest Institutional Shareholders

As of recent filings, the largest institutional shareholders of Union Pacific are:

- The Vanguard Group, Inc. – 58.83 million shares (9.85% ownership)
- BlackRock Inc. – \$8.57 billion in holdings
- State Street Corporation – \$6.11 billion in holdings
- Geode Capital Management LLC – \$3.28 billion in holdings
- Capital Research Global Investors – \$2.37 billion in holdings

Institutional investors collectively own approximately 79.98% of Union Pacific's outstanding shares.

3. Management Team

- Jim Vena – Chief Executive Officer
- Beth Whited – President
- Jennifer Hamann – Executive Vice President & Chief Financial Officer
- Eric Gehringer – Executive Vice President - Operations
- Rahul Jalali – Executive Vice President & Chief Information Officer

These executives lead Union Pacific's strategic and operational initiatives.



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4. Revenue

- Q1 2025 Revenue: \$6.027 billion (a 0.07% decline year-over-year)
- Trailing Twelve Months (as of March 31, 2025): \$24.246 billion (a 0.63% increase year-over-year)
- Fiscal Year 2024 Revenue: \$24.25 billion (a 0.54% increase from 2023)

5. Institutions with Buy Recommendations:

Several financial institutions have issued buy recommendations for Union Pacific, including:

- Citigroup: Maintained a Buy rating as of July 11, 2023.

Additionally, a consensus of analysts suggests a positive outlook for the company's stock.

6. Analyst Sentiment Summary

Based on analyses from 38 analysts:

- 37% recommend a Strong Buy
- 29% recommend a Buy
- 32% recommend holding
- 0% advise selling
- 3% predict a Strong Sell

The average target price is \$242.79, indicating a potential upside of approximately 4.91%.

7. Insider Buying and Selling (Last 24 Months)

- Insider Buying: Executives purchased a total of 4,500 shares, amounting to approximately \$999,000.
- Insider Selling: Executives sold a total of 33,271 shares, totaling approximately \$7.98 million.