



Balfour Capital Group Alkami Technology, Inc.

Alkami provides cloud-based digital banking solutions tailored for financial institutions across the U.S. Their platform supports online banking, fraud prevention, marketing, user engagement, and AI-driven client insights. Based in Plano, Texas, they've grown significantly since their 2021 IPO. |

1. Top 5 Competitors

Key competitors in digital and online banking software include:

- Q2 Holdings
- Fiserv
- Fidelity National Information Services (FIS)
- Jack Henry & Associates
- nCino

These names arise from industry context noted in reports on Alkami's competitive positioning.

2. Largest Institutional Shareholders

Notable institutional investors hold significant positions:

- General Atlantic L.P. (~14–18%)
- S3 Ventures, LLC (~13.8%)
- The Vanguard Group (~7–9%)
- BlackRock, Inc. (~5%)
- Capital International Investors (~3.8%)

Institutional ownership totals approximately 55–78%, depending on the source.

3. Management Team

- Alex P. Shootman, CEO & Director

Other insiders trading include Bryan Hill (CFO) and Douglas A. Linebarger



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4. Revenue

Recent figures show:

- Q1 2024: ~\$76 million in sales (27% YoY increase) .
- Full FY 2023: ~\$264.8 million; FY 2024 estimated ~\$331.8 million .
- Revenue growth ~28.5% YoY, per analyst estimates

5. Institutions with Buy Recommendations:

- Citi (Andrew Schmidt): Buy, \$44 TP
- Stephens: Upgraded to Overweight, \$40 TP
- JPMorgan: Initiated "Overweight", \$40 TP
- JMP Securities: Outperform, \$46 TP

Barclays holds Equal Weight, \$30 TP

6. Analyst Sentiment Summary

Overall positive sentiment:

- Buy/Overweight: 9
- Hold / Equal Weight: 2

Average price target ≈ \$39–\$44, representing ~30% upside from current levels

7. Insider Buying and Selling (Last 24 Months)

Net insider selling trend: insiders sold >\$2.1 million in past 3 months; major sales include CEO and director .

- Significant transactions:
- CEO Alex Shootman sold 42,930 shares (~\$1.31 M at ~\$30.53), tax-related RSU sale—non-discretionary .
- Director Joseph Payne purchased 8,200 shares (~\$249,772 at \$30.46) on May 15, 2025 .
- Douglas Linebarger sold 7,170 shares (~\$203,341) on June 2, 2025 .
- Major sale by George Kaiser (~\$94 M at ~\$37.50), above current price