



Balfour Capital Group FedEx Corporation

FedEx is a leading US-based multinational in express delivery, freight, logistics, ground shipping, and business solutions. Founded in 1971 by Frederick W. Smith and headquartered in Memphis, Tennessee, it pioneered overnight air delivery and now operates major divisions like FedEx Express, Ground, Freight, Logistics, and Office.

1. Top 5 Competitors

Key competitors in the logistics and courier space include:

- United Parcel Service (UPS) – its primary rival in express and ground delivery .
- DHL – major global logistics provider.
- XPO Logistics, C.H. Robinson, Expeditors International – significant in freight and supply chain.
- Amazon Logistics – increasingly significant in the parcel delivery ecosystem.

2. Largest Institutional Shareholders

According to institutional filings:

- The Vanguard Group – approx. 8.43% of shares
- Frederick W. Smith (Founder) – around 8.33%
- BlackRock – ~6.84%
- Dodge & Cox – ~5.80%
- Primecap Management, State Street, Capital International Investors, Geode Capital Management also among top holders

Institutionals own approximately 84.5% of FedEx shares overall

3. Management Team

- Frederick W. Smith – Executive Chairman, Founder
- Raj Subramaniam – President & CEO since June 1, 2022
- John Dietrich – CFO, active insider with recent purchases
- Board includes Marvin Ellison, Tricia Griffith, Susan Schwab, David P. Steiner, Paul Walsh, among others



Balfour Capital Group FedEx Corporation

4. Revenue

For fiscal year 2024:

- Revenue: ≈ US \$87.7 billion
- Operating Income: US \$5.56 billion
- Net Income: US \$4.33 billion

For Q3 FY2025:

- Sales: US \$22.2 billion (slightly ahead of expectations)

5. Institutions with Buy Recommendations:

- Morning consensus (~18 Buys, 9 Holds, 2 Sells) — translates to a "Moderate Buy" with a score of 2.60
- TipRanks: 13 Buys, 4 Holds, 2 Sells; average price target ~US \$279.6
- Fintel/MarketWatch: average 1-year target \$282–283, range \$202–\$372.

Recent price targets from notable analysts following the FedEx Freight spin-off were even higher (e.g., \$368–\$370)

6. Analyst Sentiment Summary

- Spin-off of the Freight division seen positively ("early Christmas" for investors) .
- However, profit outlook for FY2025 was downgraded due to weak US industrial demand; Q3 EPS +17% (to \$4.51) missed expectations.
- Overall, sentiment is cautiously bullish: cost-cutting initiatives, restructuring, and spin-off are seen as long-term value enhancers, though near-term headwinds persist .

7. Insider Buying and Selling (Last 24 Months)

- Total insider sales: 231,487 shares worth about \$63.2 million.
- Insider purchases: 2,533 shares worth approx. \$668,572

Key insiders who have sold recently include: Frederick W. Smith, Brie Carere, David P. Steiner, Jennifer Johnson, and others – cumulative sales range from hundreds of thousands to \$31 million for Smith.

Notable insider buys:

- CFO John Dietrich purchased 1,000 shares (~US \$274k) at ~\$273.98 in January 2025 (Barron's), plus another purchase in December 2023.
- John Dietrich and Amy Lane also made smaller buys earlier (Jan 2025 and Dec 2024)