



# Balfour Capital Group General Dynamics Corporation

General Dynamics is a global aerospace and defense company headquartered in Reston, Virginia. The company operates through four primary business segments: [gd.com](https://www.gd.com)

- Aerospace: Designs and manufactures Gulfstream business jets and provides aircraft services.
- Marine Systems: Builds nuclear-powered submarines and surface ships for the U.S. Navy.
- Combat Systems: Produces land combat vehicles, weapons systems, and munitions.
- Technologies: Offers IT services, including cloud computing, AI, and cybersecurity solutions for defense and intelligence customers.

The company's products and services support national security and defense operations worldwide.

## 1. Top 5 Competitors

General Dynamics' primary competitors in the aerospace and defense sector include:

1. Lockheed Martin
2. Northrop Grumman
3. RTX Corporation (formerly Raytheon Technologies)
4. Boeing
5. BAE Systems

These companies compete in various areas such as aircraft manufacturing, defense systems, and IT services.

## 2. Largest Institutional Shareholders

As of the latest filings, the largest institutional shareholders of General Dynamics are:

- Longview Asset Management LLC: 10.39% ownership
- Vanguard Fiduciary Trust Co.: 8.73%
- Newport Trust Co LLC: 5.46%
- BlackRock Advisors LLC: 5.37%
- State Street Corporation: 4.08%

Institutional investors collectively own approximately 86% of the company's shares.



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## 3. Management Team

Key members of General Dynamics' executive leadership include:

- Phebe N. Novakovic: Chairman and Chief Executive Officer
- Jason W. Aiken: Executive Vice President, Technologies
- Robert E. Smith: Executive Vice President, Marine Systems
- Mark C. Roualet: Executive Vice President, Combat Systems
- Christopher Marzilli: Executive Vice President, Technologies
- Gregory S. Gallopoulos: Senior Vice President, General Counsel, and Secretary
- Shane A. Berg: Senior Vice President, Human Resources and Administration
- Kimberly A. Kuryea: Senior Vice President, Chief Financial Officer

## 4. Revenue

General Dynamics reported the following revenues:

- Q1 2025: \$12.2 billion, a 13.9% increase year-over-year
- Full Year 2024: \$47.7 billion, a 12.88% increase from 2023
- Trailing Twelve Months (as of March 31, 2025): \$49.2 billion

## 5. Institutions with Buy Recommendations:

Several financial institutions have issued buy recommendations for General Dynamics:

- TD Securities: Upgraded target price to \$290 with a "Buy" rating
- Macroaxis: Issued a "Strong Buy" recommendation
- ChartMill: Reports a 74% Buy consensus among analysts

## 6. Analyst Sentiment Summary

Analyst sentiment towards General Dynamics is generally positive:

- Consensus Rating: "Buy"
- Average Price Target: Approximately \$293.20, indicating a potential upside of around 6% from current levels
- Recent Analyst Activity: Out of 20 analysts, 10 recommend "Buy," 14 suggest "Hold," and 1 advises



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

Over the past 24 months, insider trading activity at General Dynamics includes: Insider Buying: No reported purchases

- Insider Selling: Approximately \$44.3 million in sales over the last 12 months
- Recent Activity: In the past 6 months, there have been 5 insider sales and no purchases

