



# Balfour Capital Group Hewlett Packard Enterprise Company

Hewlett Packard Enterprise (HPE) is an American enterprise IT firm founded in November 2015 when HP split into PC/printer (HP Inc.) and enterprise tech businesses. HPE provides hardware (servers, storage), software, networking (via Aruba), cloud and edge computing, HPC, AI infrastructure, and financial services globally. In Q2 FY2025, revenue reached \$7.6 billion—up 6–7%, driven by strong AI server demand.

## 1. Top 5 Competitors

- Dell Technologies
- Cisco Systems
- Juniper Networks
- Ericsson
- Nokia

Dell currently has higher revenue (~\$96B vs HPE's ~\$31.6B) and competes in servers and AI infrastructure.

## 2. Largest Institutional Shareholders

- Vanguard Group: ~167M shares (~12.7%)
- BlackRock Inc.: ~129M shares (~10%)
- State Street Corp: ~71.8M shares
- JPMorgan Chase: ~30.6M shares
- Primecap Management: ~28.9M shares

## 3. Management Team

- Antonio F. Neri – President & Chief Executive Officer
- Fidelma Russo – EVP & GM, Hybrid Cloud, CTO
- Marie Myers – EVP & CFO
- Gerri Gold (Bethany Mayer predecessor) – EVP & CEO, HPE Financial Services
- Jennifer Temple – EVP & Chief Marketing & Communications Officer
- Heiko Meyer – EVP & Chief Sales Officer
- John F. Schultz – EVP & Chief Operating & Legal Officer



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## 4. Revenue

- Annual (TTM): Approx. \$31.65 billion
- Q2 FY2025: \$7.6 billion, +6–7% YoY, driven by AI and hybrid solutions

## 5. Institutions with Buy Recommendations:

- Evercore ISI: Upgraded to “Outperform”; \$22 target (baseline), upside to \$31 in best case
- Other contributors to consensus “Moderate Buy” include Barclays, Morgan Stanley, Raymond James, UBS

## 6. Analyst Sentiment Summary

- Consensus: Moderate Buy (14 analysts; 6 Buy, 7 Hold, 1 Strong Buy)
- Price Target: Average ~\$21.31; range \$15–\$26
- TipRanks: “Moderate Buy”, 73.4 score; 1-year upside ~20%; positive on AI & recurring revenue but valuation and margin concerns noted
- Evercore ISI: Positive, citing M&A and cost strategies; risk-reward favorable

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

- Sales: Insiders sold ~2.45 M shares, total ~\$45 M, across top executives including Neri, Schultz, Russo, MacDonald, Mottram
- Specifics:
  - Antonio F. Neri sold ~250k shares on Oct 14, 2024 (plus smaller prior sales)
  - Neil B. MacDonald, Fidelma Russo, Phil Mottram, Gerri Gold, John Schultz, Jeremy Cox sold shares in Dec 2024
- Purchases: Insider purchases minimal—only ~6,514 shares in past 3 months; net selling overall