



Balfour Capital Group International Business Machines Corporation

IBM is a multinational technology corporation headquartered in Armonk, New York, operating in over 175 countries. Founded in 1911, IBM has transitioned from a hardware-centric company to a leader in hybrid cloud computing, artificial intelligence (AI), and consulting services. Its offerings span software, IT infrastructure, and professional services, with a strong emphasis on AI-driven solutions like watsonx and Granite .

1. Top 5 Competitors

IBM's primary competitors include:

- Microsoft – Competes in cloud services (Azure), AI, and enterprise software.
- Amazon Web Services (AWS) – A major player in cloud infrastructure and services.
- Google Cloud Platform (GCP) – Offers cloud computing and AI solutions.
- Oracle – Competes in database management and enterprise software.
- Accenture – A leading consulting firm in technology and business services .

2. Largest Institutional Shareholders

As of the latest filings, major institutional shareholders of IBM include:

- Vanguard Group – Holds approximately 9.59% of shares.
- BlackRock Inc. – Holds about 8.17%.
- State Street Corporation – Holds around 5.93% .

3. Management Team

Key executives at IBM:

- Arvind Krishna – Chairman, President, and CEO.
- Gary D. Cohn – Vice Chairman.
- James J. Kavanaugh – Senior Vice President and CFO.
- Kelly C. Chambliss – Senior Vice President, IBM Consulting, Americas.
- Mohamad Ali – Senior Vice President, IBM Consulting.
- Ana Paula Assis – Senior Vice President, EMEA and Growth Markets .



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4. Revenue

IBM reported a total revenue of \$62.8 billion for the fiscal year 2024, marking a 1% increase year-over-year. The company has seen growth in its software and consulting segments, driven by its focus on AI and cloud solutions .

5. Institutions with Buy Recommendations:

Several financial institutions have issued buy ratings for IBM:

- Wedbush Securities – Maintains an "Outperform" rating with a price target of \$300, citing IBM's growth in AI and cloud services .
- Bank of America Securities – Reiterated a "Buy" rating with a price objective of \$270 .

6. Analyst Sentiment Summary

Analyst opinions on IBM are mixed:

- Approximately 53% recommend a "Buy" or "Strong Buy".
- Around 35% suggest holding the stock.
- The remaining 12% advise selling .

The consensus price target is approximately \$249.06, indicating a modest downside from current levels .

7. Insider Buying and Selling (Last 24 Months)

Over the past two years:

- Insiders have sold a total of 30,143 shares, amounting to approximately \$7.49 million.
- Notable sales include those by Nickle Jaclyn Lamoreaux and Robert David Thomas .

There have been no significant insider purchases reported during this period.