



Balfour Capital Group United Parcel Service, Inc.

United Parcel Service (UPS) is a global logistics and package delivery leader, founded in 1907 and headquartered near Atlanta. It operates three main segments: U.S. Domestic Package, International Package, and Supply Chain & Freight. Known for its iconic brown trucks and integrated air-ground network, UPS offers services ranging from overnight express to temperature-controlled healthcare logistics.

1. Top 5 Competitors

- Federal Express (FedEx)
- United States Postal Service (USPS)
- DHL (Deutsche Post)
- SF Express (China)
- Regional carriers (e.g., OnTrac, LSO)

2. Largest Institutional Shareholders

Institutional trading over the past 24 months includes:

- Institutions purchased ~169.5 M shares (~US \$23.9 B)
- Sold ~113.8 M shares (~US \$15.9 B)

Top funds include BlackRock, Goldman Sachs, Franklin Resources, and BNY Mellon

3. Management Team

- Carol B. Tomé – CEO (since March 2020)
- William R. Johnson – Chairman (recent insider buy)

Other leadership roles (CFO, COO, etc.) are listed in the 2025 Proxy statement



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4. Revenue

- 2024: US \$91.1 B (Corporate Fact Sheet)
- 2023: US \$90.96 B (down ~9% YoY); Net income ~US \$6.71 B

5. Institutions with Buy Recommendations:

Analyst consensus (TipRanks):

- 16 "Buy"
- 11 "Hold"
- 2 "Sell"

Average price target: US \$112.37 (vs. current ≈ \$102)

6. Analyst Sentiment Summary

The overall sentiment remains moderately bullish: consensus leans toward "Buy" or "Hold." Price targets suggest a ~10% upside. Some concern exists about margin pressure due to labor and pricing challenges with Amazon, but investors remain positive about UPS pivoting to high-margin logistics such as healthcare and e-commerce segment optimization

7. Insider Buying and Selling (Last 24 Months)

Selling:

- Nando Cesarone: US \$3.92 M
- Norman M. Brothers Jr.: US \$1.02 M

Buying:

- William Johnson: ~5,000 shares (~US \$643K) on July 25, 2024
- Overall insiders purchased ~6,400 shares worth ~US \$842K

Additional summary (Financhill):

- Insiders bought ~124.7K shares valued at US \$14.4M and sold ~90.4K shares worth US \$10.4M over the prior 3 months.