



Balfour Capital Group XPO, Inc.

XPO, Inc. is a leading provider of freight transportation services, specializing in less-than-truckload (LTL) shipping across North America. Following strategic spin-offs of its contract logistics and brokerage divisions into GXO Logistics and RXO, respectively, XPO now focuses exclusively on LTL freight. The company operates over 600 service centers and employs approximately 23,100 individuals, serving customers in the U.S., Mexico, and parts of Europe.

1. Top 5 Competitors

XPO competes with several major players in the logistics and transportation industry. Notable competitors include:

- C.H. Robinson Worldwide (CHRW)
- United Parcel Service (UPS)
- FedEx Corporation (FDX)
- Old Dominion Freight Line (ODFL)
- Saia, Inc. (SAIA)

These companies offer a range of logistics and freight services that overlap with XPO's offerings.

2. Largest Institutional Shareholders

As of March 31, 2025, the largest institutional shareholders of XPO include:

- Capital Research & Management Co. (Global Investors): 12.38% ownership
- MFN Partners Management LP: 9.75%
- Vanguard Fiduciary Trust Co.: 9.36%
- BlackRock Advisors LLC: 9.22%
- Capital Research & Management Co. (World Investors): 8.25%

3. Management Team

XPO's executive leadership comprises:

- Mario Harik: Chief Executive Officer
- Dave Bates: Chief Operating Officer
- Kyle Wismans: Chief Financial Officer
- Carolyn Roach: Chief Human Resources Officer
- Wendy Cassity: Chief Legal Officer
- Jay Silberkleit: Chief Information Officer



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4. Revenue

For the fiscal year 2024, XPO reported annual revenue of \$8.072 billion, marking a 4.24% increase from 2023.

5. Institutions with Buy Recommendations:

Several financial institutions have issued buy recommendations for XPO:

- UBS Group: Upgraded its price target to \$123 and maintained a "Buy" rating.
- Raymond James: Set an "Outperform" rating with a price target of \$125.
- Wells Fargo & Company: Assigned an "Overweight" rating with a \$116 target.

6. Analyst Sentiment Summary

Analyst sentiment toward XPO is predominantly positive:

- TipRanks: 41 Buy, 1 Hold, and 1 Sell ratings, with an average price target of \$127.38.
- StockAnalysis: Average rating of "Strong Buy" based on 17 analysts.

7. Insider Buying and Selling (Last 24 Months)

Over the past two years:

- Insider Purchases: Totaled \$199,580, with notable buys including 1,880 shares by COO Dave Bates.
- Insider Sales: Amounted to 1,253,475 shares, valued at approximately \$141.5 million.