



Balfour Capital Group Bank of New York Mellon Corporation

Bank of New York Mellon (BNY Mellon or “BK”) is a leading global financial services provider. It specializes in asset and wealth management, custody and clearing, corporate trust, treasury services, and securities services. Headquartered in New York City, it serves institutions, corporations, and individuals worldwide. As of 2024, it held approximately \$2 trillion in assets under management and over \$52 trillion in assets under custody and administration.

1. Top 5 Competitors

Its main industry rivals include:

- JPMorgan Chase
- State Street Corporation
- Northern Trust
- Citigroup
- Goldman Sachs

These firms compete across areas such as custody, asset servicing, investment management, and wealth advisory.

2. Largest Institutional Shareholders

Major institutional holders as of March–December 2024:

- Vanguard Group Inc – ~72 million shares (~3.7%)
- BlackRock Inc – ~66 million shares (~3.5%)
- Dodge & Cox Inc – ~45 million shares (~2.3%)
- State Street – significant holding (around 4–5%)
- FMR (Fidelity) – ~26 million shares (~1.4%)

Others include Geode, T. Rowe Price, and Berkshire Hathaway (~12% via Buffett vehicle) .

3. Management Team

- Robin A. Vince – President & CEO (since Aug 2022)
- Dermot McDonogh – CFO
- Heads of major divisions: Hanneke Smits (Investment Management CEO, retiring end-2024), Jose Minaya to succeed, plus leadership in Investment Services and Pershing.

Board includes Linda Cook, Jeffrey Goldstein, Ralph Izzo, and others.



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4. Revenue

In 2023–2024, BNY Mellon reported annual revenues within the top 130 of the Fortune 500. While exact figures weren't captured in sources, its dominance in AUM (~\$2 trillion) and global services underlies revenues in the tens of billions. The 2024 Annual Report gives detailed financial statements ; I'd need to open that PDF for precise numbers unless you'd like that.

5. Institutions with Buy Recommendations:

Multiple analysts maintain a "Buy" rating:

- Deutsche Bank (Brian Bedell) upgraded to Buy in Sep 2024, citing double-digit EPS growth through 2026.
- Investor's Business Daily assigned a top Composite Rating (96), with strong metrics and technicals, suggesting institutional accumulation.

6. Analyst Sentiment Summary

- Positive: Deutsche Bank forecasts sustained EPS growth; IBD highlights strong technical and earnings momentum.
- Caution: Citigroup downgraded BNY from Buy to Neutral in July 2024 due to its valuation (now ~2.5× tangible book), though profit outlook remains slightly upward .
- Overall: Bullish bias with recognition of valuation limits—analysts like Bedell see upside, while Citigroup suggests waiting for better entry points.

7. Insider Buying and Selling (Last 24 Months)

Insider sales: 342,485 shares sold worth ~\$21.8 million. Major sellers include:

- Catherine Keating (~\$8.28 M)
- Hanneke Smits (~\$3.07 M)
- J. Kevin McCarthy (~\$8.15 M)
- Kurtis Kurimsky (~\$1.44 M)
- Senthilkumar Santhanakrishnan (~\$0.9 M) .

Sales detail: In Q2 2025, VP Catherine Keating sold 65,473 shares (\$5.06 M) at \$77.31; insiders hold ~0.14% of shares .

Insider buys: No material insider purchases recorded in last 24 months based on available data—activity largely dominated by sales; potential small purchases by public figures, but nothing substantial from management .