



Balfour Capital Group Unum Group

Unum Group is a leading provider of employee benefits, specializing in group and individual disability, life, accident, critical illness, dental insurance, and leave management services. Headquartered in Chattanooga, Tennessee, the company operates across the U.S., U.K., Poland, and Ireland, protecting around 45 million individuals with 11,000+ employees. Founded in 1848, it includes brands such as Unum U.S., Colonial Life, Unum UK/Poland/Ireland.

1. Top 5 Competitors

Based on market intelligence, UNM's key competitors include:

- Amerisafe (AMSF)
- CNO Financial Group (CNO)
- Employers Holdings (EIG)
- Lincoln National (LNC)
- MetLife (MET)

2. Largest Institutional Shareholders

Approximately 86.6% of UNM's shares are institutional holdings. Major institutional investors typically include big asset managers (e.g., Vanguard, BlackRock), though precise names & holdings fluctuate quarterly. For the latest SEC filings, checking UNM's 13-F is recommended.

3. Management Team

Key executives include:

- Richard P. McKenney – President, CEO & Director
- Steven A. Zabel – EVP & CFO
- Lisa G. Iglesias – EVP & General Counsel
- Timothy G. Arnold – EVP, Voluntary Ben. & President, Colonial Life
- Martha D. Leiper – EVP & Chief Investment Officer
- Walter L. Rice Jr. – SVP & Chief Accounting Officer
- Elizabeth C. Ahmed – EVP, People & Communications
- J. Matthew Royal – SVP, Investor Relations & Treasury



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4. Revenue

Unum generated approximately US \$11.99 billion in revenue during 2022. For Q1 2025, recent results are available in their investor relations area, but full-year figures from 2022 offer the latest official annual number.

5. Institutions with Buy Recommendations:

While a specific institutional recommendation list wasn't in the search results, analysts from firms like MarketBeat often issue buy/hold/sell ratings. UNM trades at a forward P/E of $\sim 9.3\times$ —below sector averages—suggesting potentially favorable analyst views. Checking sources like TipRanks or Bloomberg would give a breakdown of current upgrade/downgrade trends.

6. Analyst Sentiment Summary

- Valuation: Trades at $\sim 9.3\times$ forward P/E, discount to peers ($\sim 15\times$).
- Media/Market View: Generally neutral-to-positive, supported by consistent earnings growth and dividend stability.
- Key risks: Low volatility (beta 0.41), stable but modest projected EPS growth. Some concerns around modest insider selling, though not considered alarming by analysts.

7. Insider Buying and Selling (Last 24 Months)

- Total insider selling: 378,147 shares (\sim US \$23.95 million) in the past 24 months.
- Notable recent sales (Form 4 filings) include:
 - Mar 2025: Richard McKenney (CEO) sold 50,000 shares (\sim \$4.1 M at \$81.99)
 - Mar 2025: Lisa Iglesias (GC) sold 7,000 shares (\sim \$579k at \$82.75)
 - May 2025: Elizabeth Ahmed (EVP) sold 10,000 shares (\sim \$800k at \$80)
 - Nov 2024: Timothy Arnold sold 10,000 (\sim \$769k at \$76.92)
- Over the same period, there were no recorded insider purchases.

Context: Selling appears routine—often linked to compensation, vesting, or diversification. The absence of insider purchases suggests no current bullish reinforcement from management.