



Balfour Capital Group Morgan Stanley

Morgan Stanley is a global financial services firm with three core franchises:

- Wealth Management (incl. E*TRADE & workplace solutions).
- Institutional Securities (investment banking & capital markets, sales & trading, research).
- Investment Management (public & private markets strategies).

1. Top 5 Competitors

JPMorgan, Goldman Sachs, Bank of America, Citigroup, UBS. Rankings and industry overviews commonly group these among the leading global investment banks alongside Morgan Stanley.

2. Largest Institutional Shareholders

- Mitsubishi UFJ Financial Group (MUFG) – strategic partner; ~22.4% ownership via common after preferred conversion (historical transaction defining stake).
- The Vanguard Group – filed SC 13G/A showing ~6.6% (109.0M shares, Feb 13, 2024).
- BlackRock, Inc. – filed SC 13G/A showing ~5.5% (90.5M shares, Jan 31, 2024).

3. Management Team

- Ted Pick – Chairman & CEO (CEO since Jan 2024; Chairman since Jan 2025).
- Andy Saperstein – Co-President.
- Dan Simkowitz – Co-President.
- Sharon Yeshaya – Chief Financial Officer.
- Jed Finn – Head of Wealth Management.
- Mandell Crawley – Chief Client Officer.
- Gokul Laroia – CEO, Morgan Stanley Asia & Co-Head of Global Equities.
- Charles Smith – Chief Risk Officer.
- Clare Woodman – Head of EMEA, Latin America & Canada; CEO of MS & Co. International.
- Michael Pizzi – Global Head of Technology & Operations.



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4. Revenue

- FY 2024 net revenues: \$61.8B (reported Jan 16, 2025).
- Q3 2025: record \$18.2B quarterly revenue on strong IB/trading/WM (reported Oct 15, 2025).

(External trackers reflect the same FY 2024 scale.)

5. Institutions with Buy Recommendations:

Recent publicly reported actions include:

- Jefferies – Buy, PT raised to \$186 on Oct 16, 2025.
- Barclays – Overweight, PT lifted to \$183 (Oct 2025 report).
- BMO Capital Markets – Outperform, PT \$180 (initiated Oct 2025).

6. Analyst Sentiment Summary

- TipRanks: 24 ratings in the current month – 14 Buy / 10 Hold / 0 Sell; avg PT ≈ \$175 (last 3 months).
- MarketBeat: Consensus “Moderate Buy”; avg PT ~\$166 (range ~\$122–\$190).
- (Other aggregators show similar “Buy/Moderate Buy” averages.)

7. Insider Buying and Selling (Last 24 Months)

- Aggregators show net insider selling over the period, with no notable open-market insider purchases recently and numerous sales/award-related disposals. Example: CAO Form 4 filed Oct 16, 2025 (code “F” tax withholding, 49 shares at \$162.65).
- MarketBeat tallies ~868k shares sold by insiders over the last 24 months (~\$93.6M).