



## Company Overview

F5, Inc. (“F5”; NASDAQ: FFIV) is a global provider of application delivery, security, and automation solutions that enable enterprises to deploy, manage, and protect applications and APIs across hybrid, multi-cloud, and edge environments. F5’s platforms are deeply embedded in mission-critical enterprise and service-provider infrastructure, supporting high availability, performance optimization, and cybersecurity resilience.

F5’s core solution platforms include:

**BIG-IP** – application delivery controllers providing traffic management, load balancing, and security for enterprise applications.

**NGINX** – modern application delivery and API management platform widely adopted in cloud-native and DevOps environments.

**Distributed Cloud Services** – SaaS-based security, networking, and application protection across public cloud, private cloud, and edge deployments.

**Application & API Security** – web application firewalls, bot mitigation, API protection, and DDoS defense.

The company has successfully transitioned from a hardware-centric business model to a predominantly software- and subscription-based revenue mix, improving recurring revenue visibility and margin stability. F5 benefits from long customer lifecycles, high switching costs, and growing demand for application security driven by cloud adoption and rising cyber threats.

F5 is headquartered in **Seattle, Washington**, and employs approximately **6,600 people worldwide**.

In fiscal 2025, F5 delivered solid earnings growth, expanding operating margins, and strong free cash flow generation, supported by continued software adoption and disciplined cost management.

## 1. Top 5 Competitors

- Akamai Technologies – edge delivery and application security services.
- Cloudflare – cloud-native security and performance platform.
- Palo Alto Networks – application and network security solutions.
- Citrix (NetScaler) – application delivery and networking platforms.
- Fortinet – network and application security offerings.

## 2. Largest Institutional Shareholders

(Estimated from latest available institutional filings; percentages rounded.)



Shareholder	% Ownership	Shares (Millions)
Vanguard Group Inc.	~9.6%	~5.7M
BlackRock Inc.	~8.3%	~4.9M
State Street Corp.	~4.8%	~2.9M
Capital World Investors	~4.2%	~2.5M
Geode Capital Management	~2.6%	~1.6M
Fidelity (FMR)	~2.4%	~1.4M
JPMorgan Asset Management	~2.1%	~1.2M
Wellington Management	~1.9%	~1.1M
Northern Trust Corp.	~1.5%	~0.9M
Norges Bank Investment Management	~1.3%	~0.8M

**Top 10 Institutional Ownership:** ~38–40%

**Total Institutional Ownership:** ~90%+

## 3. Management Team

- François Locoh-Donou – President & Chief Executive Officer
- Michael Montesano – Executive Vice President & Chief Financial Officer
- Kunal Anand – Chief Innovation Officer
- Thomas Fountain – Executive Vice President, Global Services
- Lori MacVittie – Distinguished Engineer & Strategy Leader

Management remains focused on expanding subscription revenue, strengthening application security leadership, and disciplined capital allocation.



## 4. Revenue

### FY2025 Results:

- Revenue: ~\$3.09 billion
- Software & Subscription Revenue: Majority of total revenue with recurring characteristics
- Operating Margin: ~35% non-GAAP
- Free Cash Flow: Strong, supporting share repurchases and balance-sheet strength

**FY2024 Revenue:** ~\$2.82 billion

**FY2026 Revenue Outlook:** ~\$3.0–\$3.2 billion

Key revenue drivers include:

- Growth in application and API security demand
- Enterprise cloud and hybrid-IT adoption
- Expansion of SaaS-based distributed cloud services
- Increasing cybersecurity complexity across enterprises

## 5. Institutions with Buy Recommendations

Major research institutions maintaining Buy / Overweight ratings include:

- Argus Research – Buy
- Morgan Stanley – Overweight
- UBS – Buy
- JPMorgan – Overweight
- Bank of America – Buy

Analysts highlight F5's recurring revenue mix, strong margins, and critical role in application security infrastructure.

## 6. Analyst Sentiment Summary

- Consensus Rating: Buy / Moderate Buy
- Consensus Target Price Range: ~\$250–\$345
- Median Target: ~\$295
- High Estimate: ~\$345
- Low Estimate: ~\$250

While near-term growth has moderated, longer-term sentiment remains constructive given F5's margin durability, security exposure, and cash-flow generation.

**BCG Target Price: \$320**, reflecting normalized earnings power, expanding software mix, and valuation re-rating potential.



## 7. Insider Buying and Selling (Last 24 Months)

- Insider activity has been predominantly selling, largely related to equity compensation and scheduled trading plans.
- No pattern of sustained open-market insider buying has been observed.
- Insider behavior remains consistent with large-cap enterprise software peers.