

| Cash Assets | 29129 | 40546 | 25077 |
| :--- | ---: | ---: | ---: |
| Receivables | 10930 | 13102 | 17460 |
| Inventory (FIFO) | 791 | 1764 | 2111 |
| Other | 16803 | 17874 | 23883 |
| Current Assets | 57653 | 73286 | 68531 |
| Accts Payable | 21175 | 22367 | 30196 |
| Debt Due | $-\overline{-}$ | -- | 6308 |
| Other | $\underline{17367}$ | 21291 | 26944 |
| Current Liab. | $\underline{38542}$ | $\underline{43658}$ | $\frac{63448}{}$ |


| ANNUAL RATES | Past | Past | Est'd '12-'14 |
| :--- | ---: | :--- | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'11.'19 |
| Sales | $34.5 \%$ | $40.5 \%$ | $14.0 \%$ |
| "Cash Flow" | $70.5 \%$ | $58.0 \%$ | $12.0 \%$ |
| Earrings | $96.5 \%$ | $57.5 \%$ | $12.5 \%$ |
| Dividends | $5-$ | -- | $19.0 \%$ |
| Book Value | $35.0 \%$ | $46.0 \%$ | $14.0 \%$ |



BUSINESS: Apple Inc. is one of the world's largest makers of PCs and peripheral and consumer products, such as the iPod digital music player, the iPad tablet, and the iPhone smartphone, for sale primarily to the business, creative, education, government, and consumer markets. It also sells operating systems, utilities, languages, developer tools, and database software. As of September 27, 2014
Apple's earnings growth ought to accelerate in fiscal 2015 (ends September 26th). The bottom line should benefit from one of the strongest product lineups in the company's storied history, highlighted by two new larger-screen smartphones, the iPhone 6 and iPhone 6 Plus. The new devices, released in midSeptember, have been a huge hit thus far, with over 10 million units being sold in the first three days. That was a record for Apple, and explains, in good part, why fourth-quarter share net of $\$ 1.42$ handily topped our $\$ 1.34$ estimate and Wall Street's consensus view of \$1.31.
We expect sales of the next-generation smartphones to remain brisk. iPhone momentum should build as the company's competitive position strengthens relative to Samsung and other key vendors, and as more distribution deals are reached with wireless carriers in emerging geographies. This, in turn, will probably create a "halo effect" across Apple's entire ecosystem, enabling the Mac and iPad lines to gain market share. The iPad line has been a notable laggard of late, hampered by stiff competition from Android-powered devices

Apple operated a total of 437 retail outlets, including 259 stores in the U.S. and 178 in international markets. R\&D: $3.3 \%$ of '14 revenues. Has about 92,600 full-time employees. Off./dir. as a group own less than $1.0 \%$ of common; BlackRock, $5.6 \%$ (1/14 Proxy). CEO: Tim Cook. Inc.: CA. Address: 1 Infinite Loop, Cupertino, CA 95014. Telephone: 408-996-1010. Internet: www.apple.com
and still-uneven consumer spending in the U.S. and Europe. We see the iPad's fortunes turning around before too long, however, thanks to a host of new business applications that are being developed in partnership with IBM. Deeper inroads in the BRIC nations should help the struggling tablet franchise, as well.
New products and services, from "Apple Watch" to "Apple Pay", will likely contribute to results in fiscal 2015 and beyond. A heightened emphasis on high-margined services revenue should be especially good for profits in the years ahead, given the likelihood that Apple will have to reduce prices further in order to keep low-cost electronics firms, like China's Xiaomi, at bay. All told, we now look for share net to rise 20\% this year, to $\$ 7.75$, and to reach $\$ 11.00$ by late decade.
This issue is timely (2), and should yield attractive risk-adjusted returns to 2017-2019. Aside from the compelling growth story here, Apple boasts great finances, and will probably continue to return excess cash to shareholders in the form of dividends and stock buybacks. J ustin Helman

J anuary 2, 2015

[^0]14; '05, 2ф; loss: '02, 1ф. Next earnings report due late January. (C) In mill., adjusted for splits. (D) Depreciation on accelerated basis.
$\$ 1.49$ a share. (F) New dividend policy adopted
$3 / 12$. Payments typically made in February, May, August, and November.
Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability


[^0]:    (A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes nonrecurring gains: '98, 14; '99, 4¢; '00, 3¢; '01,

