|  | A | $\mathbf{S}$ | $\mathbf{O}$ | $\mathbf{N}$ | $\mathbf{D}$ | J F | M | A |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| to Buy | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Options | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| to Sell | 1 | 5 | 2 | 2 | 1 | 1 | 1 | 1 | 3 |
| Institutional Decisions |  |  |  |  |  |  |  |  |  | Institutional Decisions


|  | $3 Q 2014$ | $4 Q 2014$ | 1Q2015 |
| :--- | ---: | ---: | ---: |
| to Buy | 906 | 1027 | 1021 |
| to Sell | 1089 | 1102 | 1196 |
| Hld's(000) 357102435198713487313 |  |  |  |
| $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{2 0 0 1}$ | $\mathbf{2 0 0 2}$ |


| 1999 | 2000 | 2001 | 2002 | 200 |
| :---: | :---: | :---: | :---: | :---: |
| 1.36 | 1.70 | . 9 | 1.14 | 1 |
| . 11 | . 15 | . 00 | . 05 |  |
| . 09 | . 12 | d. 02 | . 02 |  |
| 01 | 02 | 05 | 03 |  |
| . 66 | . 86 | . 80 | . 81 |  |
| 4502.4 | 4699.5 | 4912.9 | 5025.4 | 5134 |
| 17.3 | 30.8 | -- | NMF | NM |
| . 99 | 2.00 |  | NMF | NN |
|  |  |  |  |  |

CAPITAL STRUCTURE as of $3 / 28 / 15$ Total Debt $\$ 43871$ mill. Due in 5 Yrs $\$ 15000$ mill. LT Debt $\$ 40072$ mill. LT Interest $\$ 2000$ mill. (24\% of Cap'l) Leases, Uncapitalized Annual rentals $\$ 662$ mill.

No Defined Benefit Pension Plan Pfd Stock None

Common Stock 5,761,030,000 shs. as of $4 / 10 / 15$

Market Cap: $\$ 732$ billion (Large Cap)

| CURRENT POSITION (\$MILL.) | 2013 | 2014 | 3/28/15 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 405 | 25077 | 5 |
| Receivables | 1310 | 174 |  |
| Inventory (FIFO) | 1764 |  | 96 |
| Other | 17874 | 23883 | 21494 |
| Current Assets | 73286 | 68531 | 67891 |
| cts Payable | 22367 | 30196 | 23159 |
| Debt Due |  | 6308 | 3799 |
| Other | 21291 | 26944 | 31771 |
| Current Liab. | 43658 | 63448 | 5872 |


| ANNUAL RATES | Past | Past | Est'd '12.'14 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'18.'20 |
| Sales | $36.0 \%$ | $40.5 \%$ | $13.5 \%$ |
| "Cash Flow" | $63.5 \%$ | $54.5 \%$ | $14.5 \%$ |
| Earnings | $70.5 \%$ | $52.5 \%$ | $14.5 \%$ |
| Dividends | - | $-\overline{3}$ | $21.0 \%$ |
| Book Value | $36.5 \%$ | $41.0 \%$ | $11.5 \%$ |


|  |  | 36.5 |  | .0\% | . 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year Ends | QUARTERLY SALES (\$ mill.) A Dec.Per Mar.Per Jun.Per Sep.Per |  |  |  | Full <br> Fiscal Year |
| 2012 | 46333 | 39186 | 35023 | 35966 | 156508 |
| 2013 | 54512 | 43603 | 35323 | 37472 | 170910 |
| 2014 | 57594 | 45646 | 37432 | 42123 | 182795 |
| 2015 | 74599 | 58010 | 47391 | 51500 | 231500 |
| 2016 | 79300 | 61600 | 50400 | 54700 | 246000 |
| Fiscal Year Ends | EARNINGS PER SHARE A BDec.Per Mar.Per Jun.Per Sep.Per |  |  |  | Full <br> Fiscal Year |
| 2012 | 1.98 | 1.76 | 1.33 | 1.24 | 6.31 |
| 2013 | 1.97 | 1.44 | 1.07 | 1.18 | 5.66 |
| 2014 | 2.07 | 1.66 | 1.28 | 1.42 | 6.45 |
| 2015 | 3.06 | 2.33 | 1.70 | 1.91 | 9.00 |
| 2016 | 3.30 | 2.50 | 1.85 | 2.05 | 9.70 |
| Calendar | QUARTERLY DIVIDENDS PAID F Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| 2011 |  | .- |  |  |  |
| 2012 |  | -- | . 379 | . 379 | . 76 |
| 2013 | . 379 | . 436 | . 436 | . 436 | 1.69 |
| 2014 | . 436 | . 47 | . 47 | . 47 | 1.85 |
| 2015 | . 47 | . 52 |  |  |  |

(A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes non-
recurring gains: ' $99,4 ¢$; ' $00,3 ¢$;' $01,1 ¢$;' 05

2ф; loss: '02, 1ф. Next earnings report due late July. (C) In mill., adjusted for splits. (D) July. (C) In mill., adjusted for splits. (D)
Depreciation on accelerated basis. (E) Includes
(F) New dividend policy adopted 3/12. Pay ments typically made in February, May, Au gust, and November

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, the iPhone smartphone, and the "Apple Watch," for sale primarily to the business, creative, education, government, and consumer markets. It also sells operating systems, utilities, languages, developer tools, and database soft
Apple remains in a strong growth mode. The new Dow component has been rangebound since our last full-page review in April, mostly trading between \$120 and $\$ 130$. We attribute this to questions about the Apple Watch, which is just now hitting the company's retail stores. While some investors expect the wearable device to be another huge hit, drawing in low-tech, fashion-conscious customers, others question whether the initial strong demand for the product will be sustainable without a more developed application ecosystem. (Popular third-party apps are what made the iPhone a must-have for many consumers.) Still, questions about the watch aside, Apple will probably continue to grow rapidly. In fact, we look for share net to surge to $\$ 9.00$ in fiscal 2015 (ends September 26th), mainly thanks to renewed smartphone momentum.

## iPhone shipments were up 40\% during

 the March period. This strength will probably persist for a while, too, given the power of the iPhone 6/ 6 Plus upgrade cycle (pent-up demand remains high by all accounts) and the favorable market-shareware. As of September 27, 2014, 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 92,600 employees. Off./dir. own less than 1.0\% of common; BlackRock, 5.5\% (1/15 Proxy). CEO: Tim Cook. Inc.: CA. Addr.: 1 Infinite Loop, Cupertino, CA 95014. Tel.: 408-996-1010. Internet: www.apple.com.
helping in this regard). Apple is also gaining considerable ground in China and the other BRIC geographies, where it's been inking distribution deals with wireless carriers and encouraging local developers to write apps. This suggests that the smartphone franchise will remain a cash cow for years to come. Meanwhile, the struggling iPad tablet line ought to benefit from new business apps that are being developed in partnership with IBM. And Mac sales are still rising at a healthy clip, despite pressure across the broader PC space.
The company is returning more money to shareholders. The board has voted to expand the capital return program from $\$ 130$ billion to $\$ 200$ billion (through March of 2017). This indudes a $\$ 140$ billion share-buyback authorization and a new quarterly dividend rate of $\$ 0.52$ a share. The tech giant, notably, currently has around $\$ 194$ billion in cash assets.
We recommend this timely issue for most accounts. The stock still seems like a relative bargain, and success of the Apple Watch would likely prompt us to raise our projections out to 2018-2020. J ustin Helman

J uly 3, 2015

