| 61.0 | 100.7 |  |
| ---: | ---: | ---: |
|  | 44.4 | 58.4 |

Institutional Decisions

|  | 4 Q2014 | 1Q2015 | 2 2Q2015 |
| :--- | :---: | ---: | ---: |
| to Buy | 1027 | 1021 | 1045 |
| to Sell | 1102 | 1196 | 1102 |
| Hld's(000)351987134873133393266 |  |  |  |
| $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{2 0 0 1}$ | $\mathbf{2 0 0 2}$ |


| $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{2 0 0 1}$ | $\mathbf{2 0 0 2}$ | $\mathbf{2 0 0 3}$ |
| ---: | ---: | ---: | ---: | ---: |
| 1.36 | 1.70 | 1.09 | 1.14 | 1.2 |
| .11 | .15 | .00 | .05 | .0 |
| .09 | .12 | d .02 | .02 | .0 |
| -- | -- | -- | -- | - |
| .01 | .02 | .05 | .03 | .03 |
| .66 | .86 | .80 | .81 | .82 |
| 4502.4 | 4699.5 | 4912.9 | 5025.4 | 5134. |
| 17.3 | 30.8 | -- | NMF | NM |
| .99 | 2.00 | -- | NMF | NM |
| --- | -- | -- | -- | - |

CAPITAL STRUCTURE as of $6 / 27 / 15$ Total Debt $\$ 54418$ mill. Due in 5 Yrs $\$ 20000$ mill. LT Debt $\$ 47419$ mill. LT Interest $\$ 2300$ mill. ( $27 \%$ of Cap'l) Leases, Uncapitalized Annual rentals $\$ 662$ mill.

No Defined Benefit Pension Plan Pfd Stock None

Common Stock 5,702,722,000 shs.
as of $7 / 10 / 15$
Market Cap: $\$ 647$ billion (Large Cap)

| CURRENT POSITION <br> (SMILL.) | 2013 | 2014 | $6 / 27 / 15$ |
| :---: | :---: | :---: | :---: | Cash Assets Receivables Inventory (FIFO) Other

Current Assets
Accts Payable
Debt Due
Other
Current Liab.

| 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 | $36.5 \%$ | $41.0 \%$ | $11.5 \%$ |


| Fiscal Year Ends |  |  | Full Fiscal Year |
| :---: | :---: | :---: | :---: |
| 2012 | 4633339186 | 3502335966 | 156508 |
| 2013 | 5451243603 | 3532337472 | 170910 |
| 2014 | 5759445646 | 3743242123 | 182795 |
| 2015 | 7459958010 | 4960550286 | 232500 |
| 2016 | 7860061100 | 5230053000 | 245000 |
| Fiscal Year Ends | EARNINGS PER SHARE A BDec.Per Mar.Per Jun.Per Sep.Per |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \\ & \hline \end{aligned}$ |
| 2012 | 1.981 .76 | 1.331 .24 | 6.31 |
| 2013 | 1.971 .44 | 1.071 .18 | 5.66 |
| 2014 | 2.071 .66 | $1.28 \quad 1.42$ | 6.45 |
| 2015 | $3.06 \quad 2.33$ | $1.85 \quad 1.81$ | 9.05 |
| 2016 | $3.25 \quad 2.50$ | $2.00 \quad 1.95$ | 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 | . 52 |  |


| 40546 | 25077 | 7734703 |
| :---: | :---: | :---: |
| 13102 | 17460 | 10370 |
| 1764 | 2111 | 12042 |
| 17874 | 23883 | 23838 |
| 73286 | 68531 | 70953 |
| 22367 | 30196 | - 26474 |
|  | 6308 | 8999 |
| 21291 | 26944 | 31812 |
| 43658 | 63448 | 4865285 |
| ast | Past Est | Est'd '12-14 |
| Yrs. | 5 Yrs. | to '18-'20 |
| .0\% | 40.5\% | 13.5\% |
| 63.5\% | 54.5\% | 14.5\% |
| 70.5\% | 52.5\% | 14.5\% |
|  |  | 21.0\% |
| \% | 41.0\% | 11.5\% |

Full I
to 47.5 million, less than the 50 millionplus figure that many investors had hoped for.) Then the stock fell farther in August, briefly dipping into the low $\$ 90$ s, as fears spread rapidly about an economic slowdown in China, which has become an important growth market for the company. September was better, however, with the issue now back to around the \$113 level.
The current entry point looks attractive. Earnings advances ought to moderate after a blockbuster fiscal 2015 (ended September 26th), when share net probably jumped about $40 \%$, to $\$ 9.05$. But the growth story at Apple appears far from over, with the tech giant constantly working to broaden its integrated ecosystemall of the company's devices work well together and are run by similar operating systems - and increase its exposure to
ware. 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.
emerging geographies. Notably, CEO Tim Cook has indicated that the China business has continued to do well, despite worries to the contrary. In addition, the latest smartphones, the just-launched iPhone 65 and 6S Plus, have gotten off to a very strong start, with first-weekend unit sales likely to set a new record of more than 10 million. This suggests that Apple will be able to continue gaining share at the high end of the smartphone market, where it has faced stiff competition from Samsung and other Asian rivals in recent years. Meanwhile, other new products, from a large-screen iPad Pro to an upgraded AppleTV, should further strengthen the company's ecosystem, benefiting both sales and margins. And we have high hopes for the Apple Watch (it began shipping in April), with functionality and global availability still improving. All told, we still see share net rising to $\$ 9.70$ in fiscal 2016 and $\$ 13.75$ by late decade.
The issue is Above Average for Timeliness and suitable for most accounts. The generous capital-return program adds to the stock's appeal as a core holding. J ustin Helman

October 2, 2015

2¢; loss: '02, 14. Next earnings report due late (F) New dividend policy adopted 3/12. PayOctober. (C) In mill., adjusted for splits. (D) ments typically made in February, May, Au Depreciation on accelerated basis. (E) Includes gust, and November.

