

Protocol-based networking and other products for transporting data, voice, and video across geographically dispersed local-areanetworks, metropolitan-area networks, and wide-area networks. Devices are primarily integrated by Cisco IOS Software and include Routers, Switches, New Products, and Other. Provides services as-

68.1% of 2015 earnings. R&D, 13.5% of revenues. Has about 75,049 employees. Officers/Directors hold less than 1.0% of stock; BlackRock, 6.6%, Vanguard, 6.0%. (9/16 proxy). Chrmn. & CEO: Chuck Robbins. Inc.: CA. Address: 170 W. Tasman Drive, San Jose, CA 95134-1706. Tele.: 408-526-4000. Web: www.cisco.com.

ANNUAL RATES Past Est'd '13-'15 10 Yrs. 11.0% 5 Yrs. 7.0% of change (per sh) to '19-'21 5.0% 5.5% Revenues 'Cash Flow 11.0% 10.5% 11.5% 11.0% Earnings Dividends 10.5% Book Value 11.5% 10.5%

8896

1104

3897

18622

23623

78719

19695

24911

1056 4160

83141

996 4155

18066

23217

76283

Current Assets

Accts Payable Debt Due

Current Liab.

Other

Fiscal Year Ends		ERLY REV Jan.Per			Full Fiscal Year
2013	11876	12098	12216	12417	48607
2014	12085	11155	11545	12357	47142
2015	12245	11936	12137	12843	49161
2016	12682	11927	12000	12638	49247
2017	12352	11550	11900	12498	48300
Fiscal	EARNINGS PER SHARE AB				_Full _
Year Ends		Jan.Per			Fiscal Year
2013	.48	.51	.51	.52	2.02
2014	.53	.47	.51	.55	2.06
2015	.54	.53	.54	.60	2.21
2016	.59	.57	.57	.63	2.36
2017	.61	.58	.58	.63	2.40
Cal-	QUARTERLY DIVIDENDS PAID E				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2012	.06	.08	.08	.28	.50
2013		.17	.17	.17	.51
2014	.17	.19	.38		.74
2015	.40		.21	.21	.82
2016	.21	.26	.26	.26	

Cisco Systems reported in-line results for the October period. Adjusted revenue increased 1% year over year, within guidance of down 1% to up 1%. Product sales fell 1% and service revenue rose 7%. The largest unit, Switching, saw revenue drop 7%, as campus (enterprise) customers delayed purchases and stretched current equipment in the face of uncertain macroeconomic conditions. The top-performing unit was Security with 11% growth. Adjusted earnings per share of \$0.61 rose 3%, beating our \$0.60 call. Importantly, the company is making progress in efforts to beef up its recurring software and subscription sales, as evidenced by a 48% rise in deferred revenue during the quarter.

Service providers are buying less. Billings to that customer group-which accounts for roughly one-quarter of total sales-fell 12%. The company named a number of reasons for the restrained spending, including a fluctuating political landscape, potential regulatory hurdles, currency headwinds, and a focus on improving mobile network density rather than building out new networks. The trend is not expected to reverse course

over the near term, which helps explain why total revenue should be down 2%-4% in the January interim.

The potential impact of the incoming presidential administration is favorable for Cisco. President-elect Donald Trump has made clear his intentions to lower the tax rate companies will need to pay to bring overseas cash back to the U.S. This matter has been particularly important for Cisco, owing to its large interna-tional cash hoard. If the status quo changes, the company will likely use the excess cash to fund buybacks, the dividend, and M&A activity. Meanwhile, Trump's pick for FCC chairman could undo net neutrality rules, giving service providers more power to prioritize traffic, and ultimately encourage them to spend more on the infrastructure that Cisco provides. Still, due to regulatory hurdles, it would be easier to maintain current policy, which makes a change less likely.

These neutrally ranked shares are a decent choice for income investors. But those with an appetite for risk may find better options elsewhere. Kevin Downing December 16, 2016

(A) Fiscal year ends on last Saturday in July (four 13-week quarters). (B) Diluted earnings. (38¢); '02, (14¢); '03, (9¢); '04, (14¢). '01 in-

thereafter. (C) In millions, adjusted for stock Jan., April, July, and Oct.

cludes \$0.15 inventory writeoff. May not sum due to rounding. Next egs. report due mid-February. GAAP egs. prior to 2011, pro-forma idend commenced March 29, 2011, paid in late

Company's Financial Strength Stock's Price Stability A++ 75 Price Growth Persistence 30 **Earnings Predictability** 95

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