| 10.8 | 13.3 |
| :--- | :--- |
| 45 | 29 |


| 28.6 | 30.6 |
| :--- | :--- | :--- |
| 113 | 112 |


| 46.7 |  |  |
| :--- | :--- | :--- | :--- |
| 27.2 | 61.0 | 100.7 |
| 44.4 | 58 |  |


| 119.8 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 70.5 | 134.5 | 18.7 |
| 92.0 | 89.5 |  | TECHNICAL 3 Loweed 123016 BETA .90 ( $1.00=$ Maket)

 Insider Deceisions
FMM M J

 |  | 1 Q2016 | 2 Q2016 | 3 Q2016 |
| :--- | ---: | ---: | ---: |
| to Buy | 1259 | 1115 | 992 |
| to Sell | 1052 | 1158 | 1259 |
| Hld's(000) | 329685930557843053280 |  |  |
| $\mathbf{2 0 0 0}$ | $\mathbf{2 0 0 1}$ | $\mathbf{2 0 0 2}$ | $\mathbf{2 0 0 3}$ | 2000200120022003

| 1.70 | 1.09 | 1.14 | 1.21 |  |
| :---: | :---: | :---: | :---: | :---: |
| . 15 | . 00 | . 05 | . 04 |  |
| . 12 | d. 02 | . 02 | . 01 |  |
|  | 05 | 0 | 0 |  |
| . 02 | . 05 | . 03 | . 03 |  |
| . 86 | . 80 | . 81 | . 82 |  |
| 4699.5 | 4912.9 | 5025.4 | 5134.2 | 54 |
| 30.8 |  | NMF | NMF |  |
| 2.00 | $\cdots$ | NMF | NMF |  |
| -. | - | - | .. |  |

CAPITAL STRUCTURE as of 9/24/16 Total Debt $\$ 87032$ mill. Due in 5 Yrs $\$ 39143$ mill. LT Debt $\$ 75427$ mill. LT Interest $\$ 3500$ mill. (37\% of Cap'1) Leases, Uncapitalized Annual rentals $\$ 929$ mill.

No Defined Benefit Pension Plan Pfd Stock None

Common Stock 5,332,313,000 shs.
as of $10 / 14 / 16$
MARKET CAP: $\$ 624$ billion (Large Cap)

| CURRENT POSITION | $\mathbf{2 0 1 4}$ | 2015 | $\mathbf{9 / 2 4 / 1 6}$ |
| :--- | ---: | ---: | ---: |
| (\$MILL.) |  |  |  |
| Cash Assets | 25077 | 41601 | 67155 |
| Receivables | 17460 | 16849 | 15754 |
| lnventory (FIFO) | 2111 | 2349 | 2132 |
| Other | $\underline{23883}$ | 28579 | 21828 |
| Current Assets | 68531 | 89378 | 106869 |
| Accts Payable | 30196 | 35490 | 37294 |
| Debt Due | 6308 | 10999 | 11605 |
| Other | $\underline{26944}$ | $\frac{34121}{}$ | 30107 |
| Current Liab. | $\mathbf{6 3 4 4 8}$ | 80610 | 79006 |


| ANNUAL RATES | Past | Past |  |
| :--- | :---: | :---: | :---: |
| Est'd '14-'16 |  |  |  |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'19.'21 |
| Sales | $34.5 \%$ | $36.5 \%$ | $9.0 \%$ |
| "Cash Flow"' | $54.0 \%$ | $44.5 \%$ | $10.5 \%$ |
| Earnings | $55.0 \%$ | $41.0 \%$ | $11.5 \%$ |
| Dividends | -- | -- | $15.0 \%$ |
| Book Value | $35.0 \%$ | $31.5 \%$ | $10.0 \%$ |


| Fiscal Year Ends | QUARTERLY SALES (\$ mill.) ADec.PerMar.Per Jun.Per Sep.Per |  |  | Full <br> Fiscal Year |
| :---: | :---: | :---: | :---: | :---: |
| 2013 | 5451243603 | 35323 | 37472 | 170910 |
| 2014 | 5759445646 | 37432 | 42123 | 182795 |
| 2015 | 7459958010 | 49605 | 51501 | 233715 |
| 2016 | 7587250557 | 42358 | 46852 | 215639 |
| 2017 | 7600056000 | 47000 | 51000 | 230000 |


| Fiscal <br> Year <br> Ends | EAR.Per Mar.Per Jun.Per Sep.Per |
| :--- | :---: |


| Ends | ec.Per | . | Jun.P | Sep.Per | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2013 | 1.97 | 1.44 | 1.07 | 1.18 | 5.66 |
| 2014 | 2.07 | 1.66 | 1.28 | 1.42 | 6.45 |
| 2015 | 3.08 | 2.33 | 1.85 | 1.96 | 9.22 |
| 2016 | 3.28 | 1.90 | 1.42 | 1.67 | 8.31 |
| 2017 | 3.20 | 2.25 | 1.80 | 2.00 | 9.25 |
| Calendar | QUARTERLY DIVIDENDS PAID ${ }^{\text {F }}$ |  |  |  | Full |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2012 | -- | -- | . 379 | . 379 | 76 |
| 2013 | . 379 | . 436 | . 436 | . 436 | 1.69 |
| 2014 | . 436 | . 47 | . 47 | . 47 | 1.85 |
| 2015 | . 47 | . 52 | . 52 | . 52 | 2.03 |
| 2016 | . 52 | . 57 | . 57 | . 57 |  |

[^0]02, 1c. Next earnings report due late January. dividend policy adopted 3/12. Payments typi(C) In mill., adjusted for splits. (D) Depreciation cally made in February, May, August, and Noon accelerated basis. (E) Includes intangibles. vember.

As of 2016, Apple operated a total of around 488 retail outlets in 20 countries, with lease terms ranging from five to 20 years. $\mathrm{R} \& \mathrm{D}$ : $4.7 \%$ of ' 16 sales. Has about 116,000 employees. Off./dir. own less than 1.0\% of common; Vanguard, 6.0\%; BlackRock, 5.7\% (1/16 Proxy). CEO: Tim Cook. Inc.: CA. Addr.: 1 Infinite Loop, Cupertino, CA 95014. Tel.: 408-996-1010. Internet: www.apple.com.
reported battery fires.) In the meantime, the services business, containing the App Store and software offerings like the Siri intelligent personal assistant, should continue to chug along. Services revenue jumped $24 \%$ in the fourth quarter, to a record $\$ 6.3$ billion, as Apple garnered benefits from strategic acquisitions, R\&D investments, exclusive music downloads, and brisk demand for the "Pokemon Go" location-based augmented reality game. And this strength seems apt to persist through the current year and beyond. All told, we envision an 11\% rebound in share net in fiscal 2017, to $\$ 9.25$, on a top-line advance in the mid- to high-single digits.
Longer term, earnings of \$13.75 a share still appear achievable by decade's end. This estimate may even prove to be conservative, depending on the pace of stock buybacks and how quickly the company can make further strides in China and other emerging markets.
We continue to like this tech name for the buy-and-hold crowd. The issue's $\mathrm{Be}-$ low Average (4) Timeliness rank suggests that there is no need to rush in, however. J ustin Helman

December 30, 2016


[^0]:    A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes nonrecurring gains: '00, 3¢; '01, 14;' 05 , 2¢; loss:

