TIMELINES
SAFETY
3 Raised 120017 SAFETY 2 Loweed 73/15 BETA $.95 \quad$ ( $1.00=$ Market)
 Insider Decisions

 Institutional Decisions \begin{tabular}{|lrrr|}
\& 4 Q2016 \& Q2017 \& 2 Q2017 \\
to Buy \& 1060 \& 900 \& 953 \\
to Sell \& 1248 \& 1454 \& 1407 \\
Hld's(000) 311801835568813448817 \\
\hline 2001 \& 2002 \& 2003 \& 2004 \\
\hline

 

\hline 2001 \& 2002 \& 2003 \& 2004 \& 20 \\
\hline
\end{tabular}

| 1.09 | 1.14 | 1.21 | 1.51 |  |
| :---: | :---: | :---: | :---: | :---: |
| . 00 | . 05 | . 04 | . 08 |  |
| d. 02 | . 02 | . 01 | . 05 |  |
| -- | -- | -- | -- |  |
| . 05 | . 03 | . 03 | . 03 |  |
| . 80 | . 81 | . 82 | . 93 |  |
| 4912.9 | 5025.4 | 5134.2 | 5480.2 | 58 |
| -- | NMF | NMF | 38.0 |  |
| -- | NMF | NMF | 2.01 |  |
|  | -- | -- |  |  |
| CAPITAL STRUCTURE as of 7/1/17 |  |  |  |  |

Total Debt $\$ 108339$ mill. Due in 5 Yrs $\$ 50000$ mill.
LT Debt $\$ 89864$ mill. LT Interest $\$ 4500$ mill. ( $40 \%$ of Cap'l) Leases, Uncapitalized Annual rentals $\$ 929$ mill.

No Defined Benefit Pension Plan Pfd Stock None
Common Stock 5,165,228,000 shs as of $7 / 21 / 17$
MARKET CAP: $\$ 820$ billion (Large Cap)

| CURRENT POSITION <br> (SMILL.) | 2015 | 2016 | $7 / 1 / 17$ |
| :--- | :--- | :--- | :--- | Cash Assets Receivables Receivables

Inventory (FIFO) Other
Current Assets
Accts Payable Debt Due Other Current Liab.

| ANNUAL RATES | Past | Past |  |
| :--- | :---: | :---: | :---: | Est'd '14-'16


| Fiscal <br> Year <br> Ynds | QUARTERLY SALES (\$ mill.) A <br> Dec.Per Mar.Per Jun.Per Sep.Per | Full <br> Fiscal <br> Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | ---: |
| 2014 | 57594 | 45646 | 37432 | 42123 | 182795 |
| 2015 | 74599 | 58010 | 49605 | 51501 | 233715 |
| 2016 | 75872 | 50557 | 42358 | 46852 | 215639 |
| 2017 | 78351 | 52896 | 45408 | 51345 | 228000 |
| 2018 | 86400 | 58300 | 50600 | 56700 | 252000 |
| Fiscal | EARNINGS PER SHARE A B |  |  |  | Full |
| Year |  |  |  |  |  |
| Ynds | Dec.Per Mar.Per Jun.Per Sep.Per | Fiscal <br> Year |  |  |  |
| 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 | 3.36 | 2.10 | 1.67 | 1.92 | 9.05 |
| 2018 | 3.80 | 2.40 | 2.00 | 2.35 | 10.55 |
| Cal- | QUARTERLY DIVIDENDS PAID F | Full |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec. 31 | Year |
| 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 | 2.23 |
| 2017 | .57 | .63 | .63 |  |  |

[^0]Next earnings report due late October. (C) In mill., adjusted for splits. (D) Depreciation on acmill., adjusted for splits. (D) Depreciation on ac-
celerated basis. (E) Includes intangibles. In
ber

| 41601 | 67155 | 76759 |
| :--- | :--- | :--- |
| 16849 | 15754 | 12399 |
|  | 2349 |  |

20571
$\frac{20571}{112875}$
31915
18475
30912
81302
,
Apple shares have remained standouts since our last full-page review in outs since our last full-page review in
J une, rallying about $9 \%$ in value during the three-month stretch. The tech ing the three-month stretch. The tech
giant posted solid results for the third quarter of fiscal 2017 (year ends September 30th), with share net coming in at $\$ 1.67$ versus our $\$ 1.59$ call. But investor excitement for new products, including the 10th anniversary iPhone, seems to be driving the stock these days.

## The company, notably, just held a big

 press event where it unveiled a host of new devices, highlighted by its cash-cow smartphones. The premiumtier model, dubbed the iPhone $X$, will retail at hefty price points (starting at \$999), prompting some to wonder whether Apple is catering too much to high-end consumers. The global luxury market is booming, however, suggesting that there will be plenty of demand for the iPhone X, which features facial recognition technology and a new edge-to-edge OLED display. (The product also establishes a foundation for the company to enter the promising augmented and virtual reality spheres.)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 sysgovernment, and consumer markets. It also sells operating sys-
tems, utilities, languages, developer tools, and database software. ger 30th), with share net coming in at
 for predecesors, will probably account coming quarters. And the upgades in the the company regain lost share in the important Greater China market, where lower-cost local competitors like Xiaomi have been making considerable strides.
We see earnings growing at a doubledigit average annual pace to 2020 2022. Aside from a robust iPhone replacement cycle, the company should benefit from a booming services business and new additions to the Apple Watch and Apple TV lines. Deeper inroads in emerging geographies should be positives, as well.
At current levels, this issue still offers decent risk-adjusted long-term returns. These should be bolstered by reguIar dividend increases and further actions on the stock-buyback front.
J ustin Helman


[^0]:    (A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes nonrecurring gains: '01, 1c; '05, 2¢; loss: '02, 1c.

