

BUSINESS: Apple Inc., established in 1977, 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, services like *iCloud* storage and *Apple*

Pay, and a host of digital content from the popular iTunes store and other portals. Research and development: 5.1% of '17 sales. Has approximately 123,000 employees. Off./dir. own less than 1.0% of common stock; Vanguard, 6.1%; BlackRock, 6.0% (1/17 Proxy). CEO: Tim Cook. Inc.: CA. Addr.: 1 Infinite Loop, Cupertino, CA 95014. Tel.: 408-996-1010. Internet: www.apple.com.

ANNUAL RATES Past Past Est'd '15-'17 to '20-'22 of change (per sh) 5 Yrs. 29.5% 39.0% 20.0% 20.0% Sales "Cash Flow" 11.5% 13.0% Earnings Dividends Book Value 14.5% 13.0% 16.0% 37.5% 16.5% 29.5% 14.0%

89378

35490

10999

80610

106869

37294 11605

79006

128645

49049 18473

100814

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends		RTERLY S er Mar.Per		nill.) A Sep.Per	Full Fiscal Year
2014	57594	45646	37432	42123	182795
2015	74599	58010	49605	51501	233715
2016	75872	50557	42358	46852	215639
2017	78351	52896	45408	52579	229234
2018	85500	66000	56500	60000	268000
Fiscal	EARNINGS PER SHARE A B Full				
Year Ends	Dec.Pe	r Mar.Per	Jun.Per	Sep.Per	Fiscal 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	2.07	9.21
2018	3.75	2.75	2.20	2.40	11.10
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	.63	
I	1				1

Strong results have kept Apple shares on a roll of late. (This Dow component has rallied roughly 50% in value over the past year.) The tech behemoth closed fiscal 2017 (ended September 30th) on a betterthan-expected note, with fourth-quarter share net of \$2.07 easing past our \$1.92 estimate and Wall Street's consensus view of \$1.87, thanks to a steady showing from the cash-cow smartphone franchise. Indeed, the company sold more iPhones (46.7 million units) than had been envisioned. The services business, including AppleCare, Apple Pay, the App Store, and a slew of digital content, also continued to thrive during the September period, with revenues at this segment reaching an alltime high (of about \$8.5 billion). And China, an increasingly important market for the company, returned to a growth mode after what had been a challenging stretch. Sales in that key nation climbed 12% on a year-over-year basis, to \$9.8 billion, buoyed by a nice performance from the *iPad* tablet line. Looking ahead . . .

Things only seem likely to get better for the company in fiscal 2018. Apple has bullishly forecast revenues of between

\$84 billion and \$87 billion for the seasonally strong fiscal first quarter. Growth should continue to be fueled by brisk sellthrough of the *iPhone 8* and *8 Plus*, and by the new premium-tier X model (it was released in early November). These latest devices appear to have ushered in a powerful upgrade cycle, one that will probably last for several quarters, especially as supply of the *iPhone X* improves. Moreover, we see the company gaining further share in the high-end smartphone market, where it has few rivals besides Samsung. The smaller iPhone SE, meanwhile, ought to help Apple maintain its momentum in China and other emerging geographies. And the services business should remain in high gear, which, we think, will be a major plus for margins over time. All in all, we now look for share earnings to jump over 20% in fiscal 2018, to \$11.10, and to reach \$17.50 by early next decade. Given these projections . .

We still like this issue as a core longterm holding, one suitable for most accounts. The shares are currently topranked (1) for Timeliness, too.

Justin Hellman December 29, 2017

(A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes non-recurring gains: '01, 1¢; '05, 2¢; loss: '02, 1¢.

Next earnings report due late January. (C) In mill., adjusted for splits. (D) Depreciation on accelerated basis. (E) Includes intangibles. In 2017, \$8015 mill., \$1.56 a share. (F) New divi-

dend policy adopted 3/12. Payments typically made in February, May, August, and November

Company's Financial Strength A++
Stock's Price Stability 60
Price Growth Persistence 85
Earnings Predictability 60

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