1 Rased 12817 TECHNCAL 2 Lovered 122947 BETA $.90 \quad(1.00=$ Market $)$

 \begin{tabular}{|ccccccc|}
\hline Insider Decisions \\
F M A M J J A S O \\
to \& \\
\hline

 

\& F \& M \& A \& M \& J \& J \& A \& S \& 0 \\
to Buy \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \\
Options \& 8 \& 1 \& 10 \& 3 \& 1 \& 0 \& 3 \& 0 \& 10 \\
to Sell \& 8 \& 1 \& 2 \& 6 \& 2 \& 1 \& 6 \& 0 \& 2 \\
\hline Institutional \& \&

 Institutional Decisions 

\hline \& 1 Q2017 \& 2 Q2017 \& 3 Q2017 \\
to Buy \& 900 \& 953 \& 958 \\
to Sell \& 1454 \& 1407 \& 1361 \\
Hld's(000) \& 355688134488173394805 \\
\hline $\mathbf{2 0 0 1}$ \& $\mathbf{2 0 0 2}$ \& $\mathbf{2 0 0 3}$ \& $\mathbf{2 0 0 4}$ \\
\hline
\end{tabular}

| 2001 | 2002 | 2003 | 2004 | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1.09 | 1.14 | 1.21 | 1.51 | 2.38 |  |
| . 00 | . 05 | . 04 | . 08 | 25 |  |
| d. 02 | . 02 | . 01 | . 05 | . 21 |  |
| . 05 | 03 | 03 | 03 | . 04 |  |
| 80 | 81 | 82 | . 93 | 1.28 |  |
| 4912.9 | 5025.4 | 5134.2 | 5480.2 | 5845.1 |  |
|  | NMF | NMF | 38.0 | 26.2 |  |
| - | NMF | NMF | 2.01 | 1.40 |  |
|  |  |  |  |  |  |
| CAPITAL STRUCTURE as of 9/30/17 Total Debt $\$ 115680$ mill. Due in 5 Yrs $\$ 42630$ mill. <br> LT Debt $\$ 97207$ mill. <br> LT Interest $\$ 5000$ mill. (42\% of Cap'l) |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  | Leases, Uncapitalized Annual rentals $\$ 1223$ mill.

No Defined Benefit Pension Plan Pfd Stock None

Common Stock 5,134,312,000 shs. as of 10/20/17
MARKET CAP: $\$ 896$ billion (Large Cap)

| CURRENT POSITION <br> (\$MILL.) | 2015 | 2016 | $\mathbf{9 / 3 0 / 1 7}$ |
| :--- | ---: | ---: | ---: |
| Cash Assets | 41601 | 67155 | 74181 |
| Receivables | 16849 | 15754 | 17874 |
| Inventory (FIFO) | 2349 | 2132 | 4855 |
| Other | $\underline{28579}$ | $\underline{21828}$ | $\underline{31735}$ |
| Current Assets | 89378 | 106869 | 128645 |
| Accts Payable | 35490 | 37294 | 49049 |
| Debt Due | 10999 | 11605 | 18473 |
| Other | $\frac{34121}{80610}$ | $\underline{30107}$ | $\underline{33292}$ |
| Current Liab. | $\mathbf{7 9 0 0 6}$ | 100814 |  |


| ANNUAL RATES | Past | Past | Est'd '15-'17 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'20-'22 |
| Sales | $29.5 \%$ | $20.0 \%$ | $11.5 \%$ |
| "Cash Flow" | $39.0 \%$ | $20.0 \%$ | $13.0 \%$ |
| Earnings | $37.5 \%$ | $16.5 \%$ | $14.5 \%$ |
| Dividends | --- | -- | $13.0 \%$ |
| Book Value | $29.5 \%$ | $14.0 \%$ | $16.0 \%$ |


| 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 | 52579 | 229234 |
| 2018 | 85500 | 66000 | 56500 | 60000 | 268000 |
| Fiscal | EARNINGS PER SHARE A B |  |  |  | Full |
| Year |  |  |  |  |  |
| Ends | 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 | 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 |  |

[^0]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.
$\$ 84$ 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.
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, 14;' '05, 2¢; loss: '02, 14.

