

**ANNUAL RATES** Past Past Est'd '14-'16 of change (per sh) 10 Yrs. 5 Yrs. to '21-'23 Revenues "Cash Flow" -4.0% -1.0% 2.0% NMF 1.5% 0.5% 10.5% 3.0% -21.0% 3.0% 2.0% 5.5% Earnings 4.0% 3.5% -12.0% **Book Value** 

19362

6489

35052

19593

2645

30340

21232 3453

33037

Accts Payable Debt Due

Current Liab.

QUARTERLY REVENUES (\$ mill.) Full Cal-Mar.31 Jun.30 Sep.30 Dec.31 Year endar 2015 31984 32224 33158 34254 131620 2016 32171 30532 30937 32340 25980 2017 29814 30548 31717 33955 126034 2018 31200 31400 32000 33850 128450 2019 31250 31700 32400 34500 129850 EARNINGS PER SHARE A Cal Full Mar.31 Jun.30 Sep.30 Dec.31 endar Year 2015 1.02 1.04 1.04 .89 3.99 2016 1.06 .94 1.01 .86 3.87 .96 .98 2017 .95 .86 3.75 1.10 1.07 4.50 2018 1.13 1.20 4.60 2019 1.12 1.15 1.23 1.10 QUARTERLY DIVIDENDS PAID B. endar Mar.31 Jun.30 Sep.30 Year Dec.31 2014 2.16 .53 .53 .53 .55 2015 55 .55 .565 .565 2.23 2016 .565 .565 .58 .58 2.29 2017 .58 .58 .58 .59 2.29 2018 .59

of Bell Atlantic and GTE in June of 2000. It is a diversified telecom company with a network that covers a population of about 298 million and provides service to nearly 98.2 million. Acquired MCI, 1/06; Alltel, 1/09; Verizon Wireless, 2/14. Also the largest provider of print and on-line directory information. Has a wireline presence in 28

Verizon's prospects have certainly improved of late. Truth be told, the company's performance throughout the recently completed year was nothing to write home about. Indeed, year-end share net came in 3% below the year-earlier tally, on a flat top-line comparison. This uninspiring performance is attributable to the combined effects of the April, 2016 sale of the company's high-margined wireline operations in California, Florida, and Texas to Frontier Communications: the ongoing shift of wireless customers to device payment plans: and the ramping up of its new business model. However, the tides have seemingly turned, thanks, in large part, to the Tax Cuts and Jobs Act of 2017. The anticipated savings from this recent tax reform should generate a net \$3.5 billion to \$4.0 billion increase in cash flow from operations in 2018, which, in turn, ought to yield a significant increase in 2018 share net. Moreover, the effective tax rate is projected to be in the 24% to 26% range. As a result, we now look for Verizon to post earnings of about \$4.50 a share this year, with a modest increase in the cards states & Washington, D.C.; a wireless presence in 50 states & D.C.; operations in 19 countries. 2017 revenue breakdown: wireline (includes telecom & business), 26%; domestic wireless, 74%. Has approximately 155,400 employees. Chairman and CEO: Lowell McAdam. Inc.: Delaware. Addr.: 1095 Avenue of the Americas, NY, NY 10036. Tel.: 212-395-1000. Internet: www.verizon.com.

The company's finances are certainly no cause for concern. Verizon finished off 2017 with \$2.079 billion in cash on its balance sheet (down from \$2.88 billion a year ago), and long-term debt of \$113.6 billion (up from \$105.4 billion this time last year). And over the coming quarters, we would not be surprised to see the company boost the dividend payout and make bolton acquisitions. To wit, management is committed to bolstering Verizon's strategic capabilities and boosting its spectrum assets.

Verizon stock has moved up a notch in Timeliness since our December review. Nevertheless, it is pegged to merely run in tandem with the year-ahead market.

Investors with an eye toward the early years of the coming decade may wish to stake a position here. Given the aforementioned impact of the recent tax reform, we have upped our earnings projections three to five years hence, and as a result, VZ stocks now offers alluring capital-appreciation potential over that timeframe.

Kenneth A. Nugent

March 16, 2018

(A) Based diluted shares. Excl. n/r gains (losses): '01, (\$2.86); '02, (\$1.56); '03, (\$1.51); '04, \$0.08; '06, (\$0.42). Next earnings report April 24th. (B) Divd paid in early Feb., May,

Aug. & Nov. ■ Div'd reinv. plan avail. (C) In mill. (D) Including financial subsidiary. (E) '06

for next year.

Company's Financial Strength A++
Stock's Price Stability 95
Price Growth Persistence 30
Earnings Predictability 65