

|  | 4Q2017 | 1 Q2018 | 2 Q2018 |
| :---: | :---: | :---: | :---: |
| to Buy | 1018 | 1125 | 1122 |
| to Sell | 1209 | 1476 | 1419 |
| Hld's(000)309717529708322891570 |  |  |  | | 2002 | 2003 | 2004 | 2005 |  |
| :--- | :--- | :--- | :--- | :--- |
|  | 14 |  |  |  |


| 1.14 | 1.21 | 1.51 | 2.38 |
| ---: | ---: | ---: | ---: |
| .05 | .04 | .08 | .25 |
| .02 | .01 | .05 | .21 |
| -- | -- | -- | -- |
| .03 | .03 | .03 | .04 |
| .81 | .82 | .93 | 1.28 |
| 5025.4 | 5134.2 | 5480.2 | 5845.1 |
| 61.5 | 83.8 | 38.0 | 26.2 |
| 3.36 | 4.78 | 2.01 | 1.40 |
| -- | -- | -- | -- |
| CAPITAL STRUCTURE as of $6 / 30 / 18$ |  |  |  |

Total Debt $\$ 114600$ mill. Due in 5 Yrs $\$ 50000$ mill.
LT Debt $\$ 97128$ mill. LT Interest $\$ 5000$ mill. ( $46 \%$ of Cap') Leases, Uncapitalized Annual rentals $\$ 1223$ mill.

No Defined Benefit Pension Plan Pfd Stock None

Common Stock 4,829,926,000 shs as of 7/20/18
MARKET CAP: $\$ 1.1$ trillion (Large Cap) $\begin{array}{cccc}\begin{array}{c}\text { CURRENT POSITION } \\ \text { (SMILL.) }\end{array} & 2016 & 2017 & \text { 6/30/18 }\end{array}$ Cash Assets Cash Assets Receivables
Inventory (FIFO) Inventory
Other
Current Assets Accts Payable Debt Due Other Current Liab.

| ANNUAL RATES | Past | Past | Est'd '15-'17 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'211.23 |
| Sales | $29.5 \%$ | $20.0 \%$ | $12.5 \%$ |
| "Cash Flow" | $39.0 \%$ | $20.0 \%$ | $14.5 \%$ |
| Earnings | $37.5 \%$ | $16.5 \%$ | $16.5 \%$ |
| Dividends | $39 .-$ | $15.0 \%$ |  |
| Book Value | $29.5 \%$ | $14.0 \%$ | $15.0 \%$ |


| Fiscal <br> Year <br> Ends | QUARTERLY SALES (\$ mill.) A <br> Dec.PerMar.Per Jun.Per Sep.Per | Full <br> Fiscal <br> Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | 74599 | 58010 | 49605 | 51501 | 233715 |
| 2016 | 75872 | 50557 | 42358 | 46852 | 215639 |
| 2017 | 78351 | 52896 | 45408 | 52579 | 229234 |
| 2018 | 88293 | 61137 | 53265 | 61205 | 263900 |
| 2019 | 94350 | 65350 | 56900 | 65400 | 282000 |
| Fiscal | EARNINGS PER SHARE A B |  |  |  | Full <br> Year <br> Ends |
| Dec.Per Mar.Per Jun.Per Sep.Per | Year |  |  |  |  |
| Year |  |  |  |  |  |
| 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 | 3.89 | 2.73 | 2.34 | 2.74 | 11.70 |
| 2019 | 4.55 | 3.20 | 2.75 | 3.20 | 13.70 |
| Cal- | QUARTERLY DIVIDENDS PAID F | Full |  |  |  |
| endar | Mar.31 Jun.30 | Sep.30 | Dec.31 | Year |  |
| 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 | 2.46 |
| 2018 | .63 | .73 | .73 |  |  |
|  |  |  |  |  |  |


| 67155 | 74181 | 70970 |
| ---: | ---: | ---: |
| 15754 | 17874 | 14104 |
| 2132 | 4855 | 5751 |


| 15754 | 17874 | 14104 |
| ---: | ---: | ---: |
| 2132 | 4855 | 5936 | $\begin{array}{rrr}2132 & 4855 & 5936 \\ 21828 & 31735 & 24751\end{array}$ $106869 \quad \frac{31755}{128645} \quad \frac{24751}{115761}$ $37294 \quad 49049 \quad 38489$ $\begin{array}{lll}11605 & 18473 & 17472\end{array}$ $30107 \quad 33292 \quad 32587$ 88548

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Apple stock has continued to power ahead in recent months, pushing the company's market cap past the $\$ 1$ trillion mark. The shares have benefited from strength in the tech sector (the Nasdaq Composite has handily outperformed the S\&P 500 Index this year), and from the backing of legendary investor Warren Buffett (Berkshire Hathaway owns roughIy $5 \%$ of the Silicon Valley giant). But Apple is also executing very well under CEO Tim Cook's leadership. And
The company continues to post results ahead of Wall Street's expectations, suggesting that there are still many chapters to come in this historic growth story. For the third quarter of fiscal 2018 (year ends September 29th), earnings surged a better-than-anticipated $40 \%$, to $\$ 2.34$ a share, thanks to solid sales of the ultrapremium iPhone $X$. Demand for this top-of-the-line product has driven up the average selling price (ASP) of the company's smartphones, even as overall unit sales have cooled a bit. And we think that ASPs will continue to trend higher in the coming periods, as the company ramps up production of its just-announced devices,

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, 6.6\%; BlackRock, 6.3\% (12/17 Proxy). CEO: Tim Cook. Inc.: CA. Addr.: 1 Infinite Loop, Cupertino, CA 95014. Tel.: 408-996-1010. Internet: www.apple.com.
the iPhone XR (starting at \$749), iPhone Xs (\$999), and iPhone Xs Max (\$1,099). The upgraded Apple Watch series, meanwhile, which features heart monitoring and other useful health-oriented apps, promises to be a big hit, with that franchise now serving a much-larger addressable market. And the company's highmargined services business, which grew $28 \%$ in the J une quarter, should continue to chug along, led by the Apple Pay digitalwallet platform. All in all, given the momentum and the company's aggressive stock-buyback program, we see share net climbing 27\% in fiscal 2018 (to \$11.70) and another $17 \%$ in the year ahead (to \$13.70). Further out, profits of $\$ 22.00$ a share appear achievable by 2021-2023, particularly as the company garners benefits from content investments that are meant to help it better compete with Amazon and Netflix.
We continue to like this timely Dow component for both short- and longterm investors. There may be some volatility here, however, with the ongoing trade dispute between the U.S. and China being the major headline risk.
J ustin Helman
September 28, 2018

