

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 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.

Current Liab. 100814 88548 ANNUAL RATES Past Past Est'd '15-'17 to '21-'23 12.5% of change (per sh) 5 Yrs. 20.0% 20.0% Sales "Cash Flow" 29.5% 39.0% 14.5% Earnings 37.5% 16.5% 16.5% Dividends Book Value 29.5% 14.0% 15.0%

106869

37294 11605

79006

128645

49049

18473

115761

38489 17472

Current Assets

Accts Payable Debt Due

Fiscal Year Ends		ARTERLY S er Mar.Per		nill.) A Sep.Per	Full Fiscal 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	EA	RNINGS P	ER SHARE	АВ	_Full _
Year Ends	Dec.Pe	r Mar.Per	r Jun.Per	Sep.Per	Fiscal 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-	QUA	RTERLY D	IVIDENDS	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		
1	1				1

Apple stock has continued to power ahead in recent months, pushing the company's market cap past the \$1 tril**lion 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 roughly 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,

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 June quarter, should continue to chug along, led by the *Apple Pay* digital-wallet 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.

Justin Hellman September 28, 2018

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

ings report due late October. (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 Novem-

Company's Financial Strength Stock's Price Stability A++ 70 Price Growth Persistence 85 **Earnings Predictability** 70