

voice, and video across geographically dispersed local-areanetworks, metropolitan-area networks, and wide-area networks. Devices are primarily integrated by Cisco IOS Software and include Routers, Switches, New Products, and Other. Provides services as-

74,200 employees. Officers/Directors hold less than 1.0% of stock; BlackRock, 7.3%, Vanguard, 7.8%. (9/18 proxy). Chrmn. & CEO: Chuck Robbins. Inc.: CA. Address: 170 W. Tasman Drive, San Jose, CA 95134-1706. Tele.: 408-526-4000. Web: www.cisco.com.

ANNUAL RATES Est'd '16-'18 Past 10 Yrs. 6.0% 8.0% 8.0% 5 Yrs. 3.5% 5.0% 6.0% of change (per sh) Revenues to '22-'24 6.5% 7.5% 'Cash Flow 8.0% Earnings Dividends 26.5% 11.5% Book Value

83703

1385

7992

18206

27583

Current Assets

Accts Payable Debt Due

Current Liab.

Other

7889

1904 5238

19893

27035

61837

53117

18087

29479

1655

Fiscal Year Ends			/ENUES (\$ Apr.Per		Full Fiscal Year
2016	12682	11927	12000	12638	49247
2017	12352	11580	11940	12133	48005
2018	12136	11887	12463	12844	49330
2019	13072	12446	12850	13282	51650
2020	13525	12880	13300	13745	53450
Fiscal	EARNINGS PER SHARE AB _Full				
Year Ends	Oct.Per	Jan.Per	Apr.Per	Jul.Per	Fiscal Year
2016	.59	.57	.57	.63	2.36
2017	.61	.57	.60	.61	2.39
2018	.61	.63	.66	.70	2.60
2019	.75	.73	.76	.81	3.05
2020	.84	.81	.85	.90	3.40
Cal-	QUARTERLY DIVIDENDS PAID E				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2015	.40		.21	.21	.82
2016	.21	.26	.26	.26	.99
2017	.26	.29	.29	.29	1.13
2018	.29	.33	.33	.33	1.28
2019	.35				

Cisco Systems continues to execute at a high level. January-quarter revenue of \$12.4 billion rose 7% year over year, matching our estimate, while adjusted earnings per share grew 16%, beating our call by a penny. Core infrastructure sales increased a healthy 6%. The switching category grew at a double-digit pace owing to demand from enterprises and the general success of the flagship Catalyst 9000 product line. One area of weakness was the routing business, which had fever sales to service provider and data center customers. We attribute this to a cyclical downturn in their respective technology upgrade cycles. Elsewhere, Application revenue grew 24%, owing to solid demand for Unified Communications, TelePresence, and AppDynamics products. Finally, the Security division grew revenue a relatively strong 18%. Management is calling for third-quarter revenue to grow 4%-6%, and adjusted earnings per share are expected to range from \$0.76 to \$0.78.

The company is very optimistic about the transition to 5G infrastructure. In its Global Mobile Data Traffic Forecast Update report the company forecast that

by 2022 there will be more than 400 million 5G connections and the standard will comprise 11.8% of total traffic. The technology will enable self-driving cars to communicate with other vehicles and smart cities. The education and healthcare applications also appear robust. There has been a lot of media attention recently surrounding the 5G arms race between China and the U.S., as the U.S. government has banned Huawei infrastructure products and has told European allies it may not be able to communicate with them in certain regards if they do not follow suit. Cisco has seen little impact from those actions thus far. Too, Cisco's CEO doesn't seem that concerned about a threat from Huawei, saying "I would put our innovation against theirs or anyone else in the world." He also recently said he expects the overall geographical market share in 5G to be quite similar to that of 4G.

These shares receive our Highest ranking for Timeliness (1). Cisco's onestop-shopping experience and sophisticated security solutions should ensure demand remains strong. Kevin Downing

March 15, 2019

(A) Fiscal year ends on last Saturday in July (four 13-week quarters). (B) Diluted earnings. Excludes nonrecurring items: '03, (9¢); '04, (14¢). May not sum due to rounding. Next egs.

report due mid-May. GAAP egs. prior to 2011, pro-forma thereafter. **(C)** In millions, adjusted for stock splits. **(D)** Long- and short-term investments in current assets beginning in fiscal

Company's Financial Strength Stock's Price Stability A++ 85 Price Growth Persistence 45 **Earnings Predictability** 100