

BUSINESS: Apple Inc., established in 1977, is one of the world's 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*

Pay, and a host of digital content from the popular *iTunes* store and other portals. Research and development: 5.4% of '18 sales. Has approximately 132,000 employees. Off./dir. own less than 1.0% of common stock; Vanguard, 7.4%; BlackRock, 6.8% (1/19 Proxy). CEO: Tim Cook. Inc.: CA. Addr.: One Apple Park Way, Cupertino, CA 95014. Tel.: 408-996-1010. Internet: www.apple.com.

Past ANNUAL RATES Past Est'd '16-'18 of change (per sh) 5 Yrs. to '22-'24 Sales "Cash Flow" 27.5% 16.0% 15.5% 9.5% 35.0% 12.0% Earnings Dividends Book Value 12.5% 12.0% 12.5% 33.5% 13.0% 29.5% 8.0% 25.5%

128645

49049

18473

100814

131339

55888

20748 40230

116866

123346

30443 22429

40900

93772

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends	QUARTERLY SALES (\$ mill.) A Dec.Per Mar.Per Jun.Per Sep.Per				Full Fiscal Year
2016	75872	50557		46852	215639
2017	78351			52579	229234
2018	88293	61137	53265	62900	265595
2019	84310	58015	53275	60100	255700
2020	87700	60400	55400	62500	266000
Fiscal	EARNINGS PER SHARE A B _Full .				
Year Ends	Dec.Pe	r Mar.Pei	Jun.Per	Sep.Per	Fiscal Year
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	2.91	11.91
2019	4.18	2.46	2.10	2.66	11.40
2020	4.60	2.75	2.40	2.95	12.70
Cal-	QUARTERLY DIVIDENDS PAID Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
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	.73	2.82
2019	.73	.77			

Apple shares have been on a wild ride since our last full-page review in March. The Dow component climbed nicely into the \$200s after results for the second quarter of fiscal 2019 (year ends September 28th) showed welcome progress. Indeed, share net of \$2.46 for the period sailed past our \$2.32 estimate, as efforts to diversify the business beyond the core iPhone franchise continued to pay off. The stock fell back to earth during the month of May, however, as trade tensions between the U.S. and China appeared to worsen. And it's now unclear just how long the high-stakes trade dispute will persist. This is bad news for Apple for a couple of reasons. First, the company generates roughly 20% of its top line from Greater China, so a slowdown in that country's economy would likely hurt sales there. And, second, further tariffs on goods imported from China, if implemented, may drive up Apple's production costs, forcing the tech giant to either absorb the added expenses or pass them along to customers. None of these outcomes is desirable, which explains, we think, the heightened shareprice volatility. That said . .

We remain upbeat about the longterm prospects here. iPhone sales will probably remain uneven, given maturity of the global smartphone market and the trade overhang. But the highmargined services segment should continue to gain traction (service revenues jumped 16% during the March term), particularly as new offerings, like the recently unveiled subscription video service and Goldman Sachs-backed credit card, are rolled out. And the Wearables unit, which looks to be flying under the Street's radar, ought to be a powerful growth driver, with the latest-generation Apple Watch and Air-*Pods* wireless headphones proving to be smash hits. All in all, though fiscal 2019 will probably be a down year, and visibility is limited at present, we expect solid earnings growth to resume in fiscal 2020. We also still see share net reaching the \$20.00 mark by 2022-2024. This untimely (4) issue seems attrac-

This untimely (4) issue seems attractive for buy-and-hold investors. The decent dividend yield is a notable plus, and Apple should continue to enhance shareholder value via stock buybacks.

Justin Hellman

June 28, 2019

(A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes non-recurring gain: '05, 2¢. Next earnings report

due in late July. **(C)** In millions, adjusted for splits. **(D)** Depreciation on accelerated basis. **(E)** New dividend policy adopted 3/12. Payments typically made in February, May, Au-

gust, and November.

Company's Financial Strength A++
Stock's Price Stability 70
Price Growth Persistence 85
Earnings Predictability 75