|  | $3 Q 2018$ | $4 Q 2018$ | 1 Q2019 |
| :--- | ---: | ---: | ---: |
| to Buy | 1069 | 1533 | 1446 |
| to Sell | 1522 | 1324 | 1418 |
| Hld's(000) 281735227765562697914 |  |  |  |
| $\mathbf{2 0 0 3}$ | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 6}$ |


| $\mathbf{2 0 0 3}$ | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0}$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 1.21 | 1.51 | 2.38 | 3.23 | 3.93 |  |
| .04 | .08 | .25 | .37 | .62 |  |
| .01 | .05 | .21 | .32 | .56 | -- |
| -- | -- | -- | -- | -- | .12 |
| .03 | .03 | .04 | .11 | .28 |  |
| .82 | .93 | 1.28 | 1.67 | 2.38 |  |
| 5134.2 | 5480.2 | 5845.1 | 5986.8 | 6106.3 | 62 |
| NMF | 38.0 | 26.2 | 29.1 | 26.3 |  |
| NMF | 2.01 | 1.40 | 1.57 | 1.40 | --- |
| -- | -- | -- | -- | -- |  |
| CAPITAL STRUCTURE as of 3/30/19 |  |  |  |  |  |
| Total Debt \$112630 mill. Due in 5 Yrs \$55000 |  |  |  |  |  |
| mill. |  |  |  |  |  |
| LT Debt \$90201 mill. LT Interest \$4000 mill. |  |  |  |  |  |
| Leases, Uncapitalized Annual rental) \$1298 mill |  |  |  |  |  |

Leases, Uncapitalized Annual rentals $\$ 1298$ mill.
No Defined Benefit Pension Plan Pfd Stock None

Common Stock 4,601,075,000 shs. as of $4 / 22 / 19$
MARKET CAP: $\$ 913$ billion (Large Cap)

| CURRENT POSITION <br> (\$MILL.) | 2017 | 2018 | $3 / 30 / 19$ |
| :---: | :---: | :---: | :---: |


| Cash Assets | 74181 | 66301 | 80092 |
| :---: | :---: | :---: | :---: |
| Receivables | 17874 | 23186 | 15085 |
| Inventory (FIFO) | 4855 | 3956 | 4884 |
| Other | 31735 | 37896 | 23285 |
| Current Assets | 128645 | 131339 | 123346 |
| Accts Payable | 49049 | 55888 | 30443 |
| Debt Due | 18473 | 20748 | 22429 |
| Other | 33292 | 40230 | 40900 |
| Current Liab. | 100814 | 116866 | 93772 |
| ANNUAL RATES | Past | Past | d'16-'18 |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '22-'24 |
| Sales | 27.5\% | 16.0\% | 9.5\% |
| "Cash Flow" | 35.0\% | 15.5\% | 12.0\% |
| Earnings | 33.5\% | 13.0\% | 12.5\% |
| Dividends | -- | 29.5\% | 12.0\% |
| Book Value | 25.5\% | 8.0\% | 12.5\% |




$\begin{array}{llllll}2016 & 75872 & 50557 & 42358 & 46852 & 215639\end{array}$ $\begin{array}{lllllll}2017 & 78351 & 52896 & 45408 & 52579 & 229234\end{array}$ | 2018 |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2019 | 88293 | 61137 | 53265 | 62900 | 265595 |
| 84310 | 58015 | 53275 | 60100 | 255700 |  | $\begin{array}{llllll}2020 & 87700 & 60400 & 55400 & 62500 & 266000\end{array}$ | Fiscal | EARNNGS PER SHARE AB | Full |
| :--- | :--- | :--- |
| Year |  |  | | year |
| :--- | :--- | :--- |
| Ends | Dec.Per Mar.Per Jun.Per Sep.Per \(\begin{aligned} \& Fiscal \\

\& Year\end{aligned}\)

| Ends | 3016 | 3.28 | 1.90 | 1.42 | 1.67 | 8.31 | r |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2017 | 3.36 | 2.10 | 1.67 | 2.07 | 9.21 | r |  |
| 2018 | 3.89 | 2.73 | 2.34 | 2.01 | 1101 |  |  |


| 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 |


| $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | QUARTERLY DIVIDENDS PAID E |  | Full |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | .47 | Mun.30 | Sep.30 | Dec. 31 |$)$


|  | -. | -. | .5\% | 2.3\% | 2.2\% | 1.7\% | 2.1\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 36537 | 65225 | 108249 | 156508 | 170910 | 182795 | 233715 | 215639 |
| 22.9\% | 29.8\% | 32.9\% | 37.4\% | 32.6\% | 33.1\% | 35.3\% | 32.7\% |
| 703.0 | 1027.0 | 1814.0 | 3277.0 | 6757.0 | 7946.0 | 11257 | 10505 |
| 5704.0 | 14013 | 25922 | 41733 | 37037 | 39510 | 53394 | 45687 |
| 28.6\% | 24.4\% | 24.2\% | 25.2\% | 26.2\% | 26.1\% | 26.4\% | 25.6\% |
| 15.6\% | 21.5\% | 23.9\% | 26.7\% | 21.7\% | 21.6\% | 22.8\% | 21.2\% |
| 16983 | 20956 | 17018 | 19111 | 29628 | 5083.0 | 8768.0 | 27863 |
|  |  |  |  | 16960 | 28987 | 53463 | 75427 |
| 27832 | 47791 | 76615 | 118210 | 123549 | 111547 | 119355 | 128249 |
| 20.5\% | 29.3\% | 33.8\% | 35.3\% | 26.5\% | 28.4\% | 31.3\% | 23.2\% |
| 20.5\% | 29.3\% | 33.8\% | 35.3\% | 30.0\% | 35.4\% | 44.7\% | 35.6\% |
| 20.5\% | 29.3\% | 33.8\% | 33.2\% | 21.4\% | 25.4\% | 35.0\% | 26.2\% |
|  | .- | .- | 6\% | 29\% | 28\% | 22\% | 27\% |

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
Apple shares have been on a wild ride since our last full-page review in March. The Dow component climbed nicely into the $\$ 200 \mathrm{~s}$ 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

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.
We remain upbeat about the longterm prospects here. iPhone sales will probably remain uneven, given the 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 AirPods 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 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. J ustin Hellman

June 28, 2019

| (A) Fiscal year ends last Saturday in Septem- | due in late July. (C) In millions, adjusted for |
| :--- | :--- |
| ber. (B) Diluted earnings. Quarters may not | splits. (D) Depreciation on accelerated basis. |
| add to total due to rounding. Excludes non- | (E) New dividend policy adopted 3/1. Pay- |
| recurring gain: '05, 2c. Next earnings report | ments typically made in February, May, Au- |

gust, and November.

| Company's Financial Strength |
| :--- |
| Stock's Price Stability |
| Price Growth Persistence |
| Earnings Predictability |

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