| TIMELINESS |
| :--- |
| SAFETY |



 Institutional Decisions | 1081 |
| :--- | :--- | :--- | $\begin{array}{llll}2003 & 2004 & 2005 & 2006\end{array}$



Total Debt $\$ 108418$ mill. Due in 5 Yrs $\$ 55000$ mill.
LT Debt $\$ 84936$ mill. LT Interest $\$ 4000$ mill. (47\% of Cap'l)
Leases, Uncapitalized Annual rentals $\$ 1298$ mill.
No Defined Benefit Pension Plan Pfd Stock None

Common Stock $4,519,180,000$ shs. as of 7/19/19
MARKET CAP: $\$ 997$ billion (Large Cap)

| CURRENT POSITION | 2017 | 2018 | $6 / 29 / 19$ |
| :--- | ---: | ---: | ---: |
| (\$MILL.) | 74181 | 66301 | 94614 |
| Cash Assets | 17874 | 23186 | 14148 |
| Receivables | 4855 | 3956 | 3355 |
| lnventory (FIFO) | $\underline{31735}$ | $\underline{37896}$ | $\underline{22856}$ |
| Other | 128645 | 131339 | 134973 |
| Current Assets | 49049 | 55888 | 29115 |
| Accts Payable | 18473 | 20748 | 23482 |
| Debt Due | $\underline{33292}$ | $\underline{40230}$ | $\underline{37107}$ |
| Other | 100814 | 116866 | $\mathbf{8 9 7 0 4}$ |
| Current Liab. |  |  |  |


| ANNUAL RATES | Past | Past | Est'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 | $25.5 \%$ | $8.0 \%$ | $12.5 \%$ |


| Fiscal <br> Year <br> Ends | QUARTERLY SALES (\$ mill.) A <br> Dec.Per Mar.Per Jun.Per Sep.Per | Full <br> Fiscal <br> Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | ---: |
| 2016 | 75872 | 50557 | 42358 | 46852 | 215639 |
| 2017 | 78351 | 52896 | 45408 | 52579 | 229234 |
| 2018 | 88293 | 61137 | 53265 | 62900 | 265595 |
| 2019 | 84310 | 58015 | 53809 | 62866 | 259900 |
| 2020 | 89400 | 64100 | 59300 | 66200 | 279000 |
| Fiscal | EARNINGS PER SHARE A B |  |  |  | Full |
| Year |  |  |  |  |  |
| Ends | Dec.Per Mar.Per Jun.Per Sep.Per | Fiscal <br> 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 | 2.18 | 2.83 | 11.65 |
| 2020 | 4.70 | 3.00 | 2.70 | 3.20 | 13.60 |
| Cal- | QUARTERLY DIVIDENDS PAID E | 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 | .77 |  |  |
|  |  |  |  |  |  |


| -- | -- | -- | $.5 \%$ | $2.3 \%$ | $2.2 \%$ | $1.7 \%$ | $2.1 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 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 stock has exhibited great resilience since our June report. The Dow component has rallied around $11 \%$ in value over the three-month stretch (and about 40\% year to date), despite lingering trade uncertainty that has left investors feeling quite jittery at times. What's more, recent results have been solid, notwithstanding a sluggish performance from the mature smartphone franchise. In fact, share net of $\$ 2.18$ for the third quarter of fiscal 2019 (year ends September 28th) clocked in nicely ahead of our $\$ 2.10$ estimate, thanks to steady progress from the company's non-iPhone businesses, including the wearables and high-margined services segments. And Apple issued better-than-anticipated fourth-quarter guidance, calling for revenues to come in between $\$ 61$ billion and $\$ 64$ billion. This suggests that the company is on the verge of returning to a growth mode, even with tariff threats looming and challenges persisting across the macroeconomic landscape.
We have raised our near-term topand bottom-line estimates. A modest profit retreat is still likely this year, to $\$ 11.65$ a share, mainly because of the

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.
smartphone softness. (iPhone sales dropped $12 \%$ in the J une interim.) But, as we head into the new fiscal year, iPhone trends appear to be stabilizing, especially in China, where Apple has gotten more aggressive on pricing and introduced attractive trade-in and financing initiatives. The just-announced next-generation models, the iPhone 11, 11 Pro, and 11 Pro Max, which feature improved camera systems and relatively attractive price points, should also lend support to smartphone sales in the coming periods. And we have high hopes for the tech giant's new streaming platform, Apple TV + . The video-on-demand service looks well positioned in the marketplace, with a cost of just $\$ 4.99$ a month. And it will probably enable the company to leverage its huge installed customer base and quickly gain ground on the likes of Netflix and Hulu. All in all, we remain bullish on the growth prospects here, and we see share earnings rebounding sharply, to \$13.60, in fiscal 2020.
This good-quality issue still seems appealing for the pull to 2022-2024. It's merely Average for Timeliness, however. J ustin Hellman

[^0]Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability


[^0]:    A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding. Excludes nonrecurring gain: ' $05,2 \mathrm{c}$. Next earnings report

