

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.

Dividends Book Value 29.5% 8.0% 12.0% 12.5% 25.5% Full Fisca Year QUARTERLY SALES (\$ mill.) A **Fiscal** Year Ends Dec.Per Mar.Per Jun.Per Sep.Per 75872 50557 215639 2016 42358 46852 45408 229234 2017 78351 52896 52579 53265 2018 188293 61137 62900 265595 84310 58015 62866 259000 2019 53809 279000 2020 89400 64100 59300 66200 Full Fisca Year Fiscal Year Ends EARNINGS PER SHARE A B Dec.Per Mar.Per Jun.Per Sep.Per 3.28 1.90 1.42 2016 1.67 8.3 9.21 2017 3.36 2.10 1.67 2.07 2.73 2.34 3.89 2.91 2018 11.91 2019 2 46 2 18 11.65 4 18 2.83 2020 4.70 3.00 2.70 3.20 13.60 QUARTERLY DIVIDENDS PAID E Cal-Mar.31 Jun.30 Sep.30 endar Dec.31 Year 2015 .52 2.03 .52 .52 .57 .57 .57 2016 .52 2.23 .57 .63 2017 .63 .63 2.46

128645

49049

18473

100814

Past

10 Yrs.

27.5%

35.0%

33.5%

131339

55888

20748

116866

5 Yrs.

16.0% 15.5%

13.0%

Past Est'd '16-'18

134973

29115 23482

89704

to '22-'24

9.5%

12.0%

12 5%

Current Assets

Accts Payable Debt Due

Current Liab.

ANNUAL RATES

of change (per sh)

'Cash Flow"

Earnings

Sales

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 betterthan-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

smartphone softness. (iPhone dropped 12% in the June 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 videoon-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.

Justin Hellman September 27, 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

.73 .77

.63

2018

2019

.73 .77 .73

2.82

due in early November. (C) In millions, adjusted for splits. (D) Depreciation on accelerated basis. (E) New dividend policy adopted 3/12. Payments typically made in Feb-

ruary, May, August, and November.

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