

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

approximately 137,000 employees. Off./dir. own less than 1.0% of common stock; Vanguard, 7.7%; BlackRock, 6.8% (1/20 Proxy). CEO: Tim Cook. Inc.: CA. Addr.: One Apple Park Way, Cupertino, CA 95014. Tel.: 408-996-1010. Internet: www.apple.com.

ANNUAL RATES Past Past Est'd '17-'19 of change (per sh) to '23-'25 26.5% 32.5% Sales "Cash Flow" 14.0% 11.5% "Casıı Earnings "dends 13.5% 13.0% 12.5% 16.5% 14.0% 12.0% 13.0% 31.0% Dividends Book Value 21.0% 4.0%

131339

55888

20748 40230

116866

162819

46236 16240

105718

16323

45111 15214

102161

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends		RTERLY S r Mar.Per		nill.) ^A Sep.Per	Full Fiscal Year
2017	78351	52896	45408	52579	229234
2018	88293	61137	53265	62900	265595
2019	84310	58015	53809	64040	260174
2020	91819	60681	56500	67500	276500
2021	03000	67000	62000	73000	305000
Fiscal Year		RNINGS P			Full Fiscal
Ends	Dec.Pe	r Mar.Per	Jun.Per	Sep.Per	Year
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	3.03	11.89
2020	4.99	2.71	2.40	3.25	13.35
2021	5.65	3.35	2.95	3.75	15.70
Cal-	QUARTERLY DIVIDENDS PAID Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
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	.77	3.04
2020	.77				

Apple has been on a wild ride since our last full-page review three months ago. The stock surged to a record high in the upper \$320s after the tech giant posted better-than-expected results for the first quarter of fiscal 2020 (year ends September 26th), including an 8% rise in smartphone revenue (the competitively priced iPhone 11 series has proven to be a big hit) and a 19% jump in share earnings (to \$4.99 versus our \$4.55 call). The company also issued strong March-period guidance at that time, calling for the top line to come in between \$63 billion and \$67 billion. This suggested that the good momentum would persist, especially with the services and wearables businesses gaining traction and accounting for an even larger percentage of the sales mix. Only a few weeks later, however . . .

The company pulled its guidance, indicating that headwinds from the coronavirus outbreak in China had become stiffer than it had initially anticipated. Indeed, the viral illness, which has since spread throughout much of the world, has forced many temporary store closures and disrupted Apple's sup-

ply chain. And while conditions in the Greater China region now look to be improving, severe stress on the broader global economy will likely weigh on results in the coming quarters. Still, we are optimistic that fiscal 2020 will be a growth year for the company, with the share net, aided by aggressive stock buybacks, apt to reach \$13.35. What's more . . .

We're still quite bullish on the longerterm prospects here. The *iPhone* franchise ought to remain a cash cow, with upcoming 5G devices likely to usher in another powerful replacement cycle. The popular Apple Watch and AirPods lines should keep demand running high across the wearables category. And the highmargined services segment should keep chugging along, with the latest catalyst being a bold move into video streaming.

Buy-and-hold investors would do well to take advantage of the current entry **point.** Though still not a bargain, this timely (1) issue will probably produce solid risk-adjusted returns to 2023-2025. And the company's excellent finances make the shares suitable for most accounts. Justin Hellman

March 27, 2020

(A) Fiscal year ends last Saturday in September. (B) Diluted earnings. Quarters may not add to total due to rounding/changes in the share count. Excludes nonrecurring gain: '05,

2¢. Next earnings report due in late April. (C) In ruary, May, August, and November. millions, adjusted for splits. (D) Depreciation on accelerated basis. (E) New dividend policy adopted 3/12. Payments typically made in Feb-

Company's Financial Strength Stock's Price Stability A++ 70 Price Growth Persistence 85 **Earnings Predictability** 80