

the iPod digital music player, the iPad tablet, and the iPhone smartphone, for sale primarily to the business, creative, education, government, and consumer markets. It also sells operating systems, utilities, languages, developer tools, and database software. As of

R&D: 2.2% of '11 revenues. Has about 60,400 full-time employees. Officers & directors own less than 1.0% of common (1/12 Proxy). CEO: Tim Cook. Inc.: CA. Address: 1 Infinite Loop, Cupertino, CA 95014. Telephone: 408-996-1010. Internet: www.apple.com.

ANNUAL RATES Past Past Est'd '09-'11 to '15-'17 of change (per sh) 5 Yrs. Sales "Cash Flow" 23.0% 35.5% 23.5% 29.5% 40.0% 61.5% Earnings Dividends Book Value 43.0% 64.5% 30.5% NMF 32.0% 26.0% 43.5%

12015

8707

20722

14632

13338

27970

17011

15025

32036

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends		RTERLY S r Mar.Per		nill.) <sup>A</sup> Sep.Per	Full Fiscal Year
2009	10167	8163	8337	9870	36537
2010	15683	13499	15700	20343	65225
2011	26741	24667	28571	28270	108249
2012	46333	39186	38681	42000	166200
2013	52600	45700	46500	50200	195000
Fiscal	EARNINGS PER SHARE A B Full				
Year Ends	Dec.Pe	r Mar.Per	Jun.Per	Sep.Per	Fiscal Year
2009	1.78	1.33	1.35	1.82	6.29
2010	3.67	3.33	3.51	4.64	15.15
2011	6.43	6.40	7.79	7.05	27.68
2012	13.87	12.30	11.25	12.18	49.60
2013	15.75	13.25	13.50	14.50	57.00
Cal-	QUARTERLY DIVIDENDS PAID F Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2008					
2009					
2010					
2011					
2012			2.65		

Apple is on track for another remark**able year**, with the bottom line likely to tack on nearly 80% in fiscal 2012 (ends September 29th). The second quarter marked another blowout performance for the tech giant, as share net of \$12.30 trounced our \$9.73 estimate. The upside was due to favorable component pricing (it helped the gross margin) and big smartphone gains in the Chinese market. In fact, strong demand in China fueled a staggering 88% jump in *iPhone* units sold during the period. This strength offset weaker-than-anticipated sales of Apple's latest tablet PC, the new iPad, which were hampered by supply constraints. And it overshadowed a subdued showing from the Mac line, which was up against difficult comparisons and may have been hurt by *iPad* cannibalization. Looking ahead .

We see the momentum persisting through fiscal 2013, even though topand bottom-line growth rates are almost certain to come down to earth at some point. The China story is only beginning, in our view, as the iPhone 4S was just launched there in January, and Apple just inked a key distribution agreement with

China Telecom in March. (China Telecom is China's third-largest mobile carrier.) What's more, iPad sales will likely pick up in the coming quarters as the supply situation, particularly for HD retina displays, gradually improves. And the *Mac* franchise ought to get a boost from newly unveiled updates to the popular MacBook

*Air* and *MâcBook Pro* laptops.

Product introductions will probably support growth over the long haul, along with share advances (in the handset and PC markets) and deeper inroads in China. The iPhone 5 should debut this fall and keep the company a step ahead of rivals that rely on Google's Android operating system. And an Apple-branded smart TV is apt to make an appearance in 2013, as the company tries to get a stranglehold on the world of home entertainment.

This timely issue makes a great core holding, and investors would do well to build positions at current levels. The stock is also suitable for most accounts, especially since Apple is set to start paying a modest quarterly cash dividend during the September period. Justin Hellman

July 6, 2012

(A) Fiscal year ends last Saturday in September. (B) Primary earnings through fiscal '97. then diluted. Quarters may not add to total due to rounding. Excludes nonrecurring gains: '96,

11¢; '98, 4¢; '99, 26¢; '00, 24¢; '01, 8¢; '05, 12¢; losses: '96, 26¢; '97, \$1.32; '02, 8¢. Next earnings report due late July. **(C)** In mill., adjusted for splits. (D) Depreciation on ac-

celerated basis. **(E)** Includes intangibles. In 2011, \$4432 mill., \$4.77 a share. **(F)** New dividend policy adopted 3/12. First quarterly payment likely to be made in September quarter.

Company's Financial Strength Stock's Price Stability A++ 65 Price Growth Persistence **Earnings Predictability**