| 13.6 | 13.1 | 12.5 |
| :---: | :---: | :---: |
| 7.2 | 6.7 |  |


| 75.5 |
| :--- | :--- |
| 31.3 |


| 326.2 | 203.0 | 200.3 | 214.0 | 326.7 | 426.7 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 644.0 |  |  |  |  |  |
| .2 | 81.9 | 79.1 | 78.2 | 190.3 | 310.5 |
| 409.0 |  |  |  |  |  |


| (000) |  |  | 29980 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | © VALUE LINE PUB. LLC | 15-17 |
| 19.75 | 13.84 | 10.99 | 9.54 | 11.89 | 7.64 | 8.00 | 8.46 | 10.58 | 16.68 | 22.58 | 27.52 | 36.56 | 40.61 | 71.21 | 116.49 | 176.80 | 205.25 | Sales per sh A | 271.80 |
| d1.18 | d. 51 | . 73 | . 79 | 1.04 | . 03 | . 33 | . 26 | . 54 | 1.72 | 2.59 | 4.37 | 5.97 | 7.12 | 16.42 | 29.85 | 52.25 | 60.20 | "Cash Flow" per sh | 84.10 |
| d1.50 | d. 75 | . 49 | . 65 | . 85 | d. 14 | . 17 | . 10 | . 36 | 1.44 | 2.27 | 3.93 | 5.36 | 6.29 | 15.15 | 27.68 | 49.60 | 57.00 | Earnings per sh B | 80.00 |
| . 03 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2.65 | 10.60 | Div'ds Decl'd per sh F | 16.00 |
| . 13 | . 10 | . 09 | . 07 | . 16 | . 33 | . 24 | . 22 | . 22 | . 31 | . 77 | . 84 | 1.23 | 1.27 | 2.19 | 4.58 | 5.65 | 6.00 | Cap'I Spending per sh | 7.00 |
| 4.13 | 2.05 | 2.76 | 4.59 | 6.00 | 5.59 | 5.70 | 5.76 | 6.48 | 8.94 | 11.67 | 16.66 | 23.67 | 30.93 | 52.18 | 82.45 | 137.75 | 190.55 | Book Value per sh E | 291.30 |
| 497.99 | 511.80 | 540.77 | 643.20 | 671.35 | 701.84 | 717.92 | 733.45 | 782.89 | 835.02 | 855.26 | 872.33 | 888.33 | 899.81 | 915.97 | 929.28 | 940.00 | 950.00 | Common Shs Outst'g ${ }^{\text {c }}$ | 975.00 |
|  |  | 13.3 | 17.3 | 30.8 |  | NMF | NMF | 37.9 | 26.2 | 29.1 | 26.3 | 30.4 | 19.2 | 15.2 | 12.4 | Id | re | Avg Ann'I P/E Ratio | 16.0 |
|  |  | . 69 | . 99 | 2.00 |  | NMF | NMF | 2.00 | 1.40 | 1.57 | 1.40 | 1.83 | 1.28 | . 97 | . 78 |  | Line | Relative P/E Ratio | 1.05 |
| .4\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Avg Ann'I Div'd Yield | 1.3\% |
| CAPITAL STRUCTURE as of 3/31/12 |  |  |  |  |  | 5742.0 | 6207.0 | 8279.0 | 13931 | 19315 | 24006 | 32479 | 36537 | 65225 | 108249 | 166200 | 195000 | Sales (\$mill) A | 265000 |
| Total Debt None |  |  |  |  |  | 2.9\% | 2.2\% | 5.7\% | 13.1\% | 13.9\% | 19.7\% | 20.8\% | 22.9\% | 29.8\% | 32.9\% | 37.0\% | 37.0\% | Operating Margin | 38.5\% |
|  |  |  |  |  |  | 118.0 | 113.0 | 150.0 | 179.0 | 225.0 | 317.0 | 473.0 | 703.0 | 1027.0 | 1814.0 | 2500 | 3000 | Depreciation (\$mill) D | 4000 |
| Leases, Uncapitalized Annual rentals \$338 mill. |  |  |  |  |  | 117.0 | 76.0 | 276.0 | 1254.0 | 1989.0 | 3496.0 | 4834.0 | 5704.0 | 14013 | 25922 | 46600 | 54200 | Net Profit (\$mill) | 78000 |
|  |  |  |  |  |  | 25.9\% | 26.2\% | 27.9\% | 30.9\% | 29.4\% | 30.2\% | 29.9\% | 28.6\% | 24.4\% | 24.2\% | 25.0\% | 25.0\% | Income Tax Rate | 25.0\% |
| No Defined Benefit Pension Plan Pfd Stock None |  |  |  |  |  | 2.0\% | 1.2\% | 3.3\% | 9.0\% | 10.3\% | 14.6\% | 14.9\% | 15.6\% | 21.5\% | 23.9\% | 28.0\% | 27.8\% | Net Profit Margin | 29.4\% |
|  |  |  |  |  |  | 3730.0 | 3530.0 | 4375.0 | 6816.0 | 8038.0 | 12657 | 20598 | 16983 | 20956 | 17018 | 20500 | 23000 | Working Cap'l (\$mill) | 30000 |
| Common Stock $935,062,000$ shs. as of $4 / 13 / 12$ |  |  |  |  |  | 316.0 |  |  |  |  |  |  |  |  |  | Nil | Nil | Long-Term Debt (\$mill) | Nil |
|  |  |  |  |  |  | 4095.0 | 4223.0 | 5076.0 | 7466.0 | 9984.0 | 14532 | 21030 | 27832 | 47791 | 76615 | 129500 | 181000 | Shr. Equity (\$mill) E | 284000 |
|  |  |  |  |  |  | 2.8\% | 1.8\% | 5.4\% | 16.8\% | 19.9\% | 24.1\% | 23.0\% | 20.5\% | 29.3\% | 33.8\% | 36.0\% | 30.0\% | Return on Total Cap'l | 27.5\% |
| Market Cap: $\$ 535$ billion (Large Cap) |  |  |  |  |  | 2.9\% | 1.8\% | 5.4\% | 16.8\% | 19.9\% | 24.1\% | 23.0\% | 20.5\% | 29.3\% | 33.8\% | 36.0\% | 30.0\% | Return on Shr. Equity | 27.5\% |
| CURRENT (\$MILL.) |  | ON | 2010 | $2011$ | 3/31/12 | 2.9\% | 1.8\% | 5.4\% | 16.8\% | 19.9\% | 24.1\% | 23.0\% | 20.5\% | 29.3\% | 33.8\% | $\begin{array}{r} 34.0 \% \\ 5 \% \end{array}$ | $\begin{array}{r} \hline 24.5 \% \\ 19 \% \end{array}$ | Retained to Com Eq All Div'ds to Net Prof | $\begin{array}{r} \hline 22.0 \% \\ 20 \% \end{array}$ |


| Cash Assets | 25620 | 25952 | 28 |
| :---: | :---: | :---: | :---: |
| Receivable | 5510 | 5369 | 7042 |
| Inventory (FIFO) | 1051 | 776 | 1102 |
| Other | 9497 | 12891 | 14030 |
| Current Assets | 41678 | 44988 | 50712 |
| Accts Payable | 12015 | 14632 | 17011 |
| Debt Due |  |  |  |
| Other | 8707 | 13338 | 15025 |
| Current Liab. | 20722 | 27970 | O 32036 |
| ANNUAL RATES | Past | Past | st'd '09-'11 |
| of change (per sh) | 10 Yrs. | 5 Yrs . | 0'15-17 |
| Sales | 23.0\% | 35.5\% | 23.5\% |
| "Cash Flow" | 40.0\% | 61.5\% | 29.5\% |
| Earnings | 43.0\% | 64.5\% | 30.5\% |
| Dividends |  |  | NMF |
| Book Value | 26.0\% | 43.5\% | 32.0\% |

Fiscal $\quad$ QUARTERLY SALES (\$ mill.) A \begin{tabular}{l|l|l|}
$\begin{array}{c}\text { Year } \\
\text { Ends }\end{array}$ \& $\begin{array}{c}\text { Qec.Per Mar.Per Jun.Per Sep.Per }\end{array}$ \& $\begin{array}{c}\text { Fiscal } \\
\text { Year }\end{array}$ \\
\hline

 

\hline 2009 \& 10167 \& 8163 \& 8337 \& 9870 \& 36537 \\
\hline

 $\begin{array}{lllllr}2010 & 15683 & 13499 & 15700 & 20343 & 65225 \\ 2011 & 26741 & 24667 & 28571 & 28270 & 108249\end{array}$ 2012 

\hline 46333 \& 39186 \& 38681 \& 42000 \& 166200
\end{tabular} $\begin{array}{llllll}2013 & 52600 & 45700 & 46500 & 50200 & 195000\end{array}$



| 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 | $\mathbf{1 3 . 2 5}$ | $\mathbf{1 3 . 5 0}$ | $\mathbf{1 4 . 5 0}$ | $\mathbf{5 7 . 0 0}$ |

Cal-
endar QaUARTERLY DIVIDENDS PAID F 31 Full endar 2008 2010
2012

BUSINESS: Apple Inc. is one of the world's largest makers of personal computers and peripheral and consumer products, such as 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
Apple is on track for another remarkable 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 J anuary, and Apple just inked a key distribution agreement with

September 24, 2011, Apple operated a total of 357 retail outlets, including 245 stores in the U.S. and 112 in international markets. 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

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 MacBook 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.
J ustin Helman
July 6, 2012

