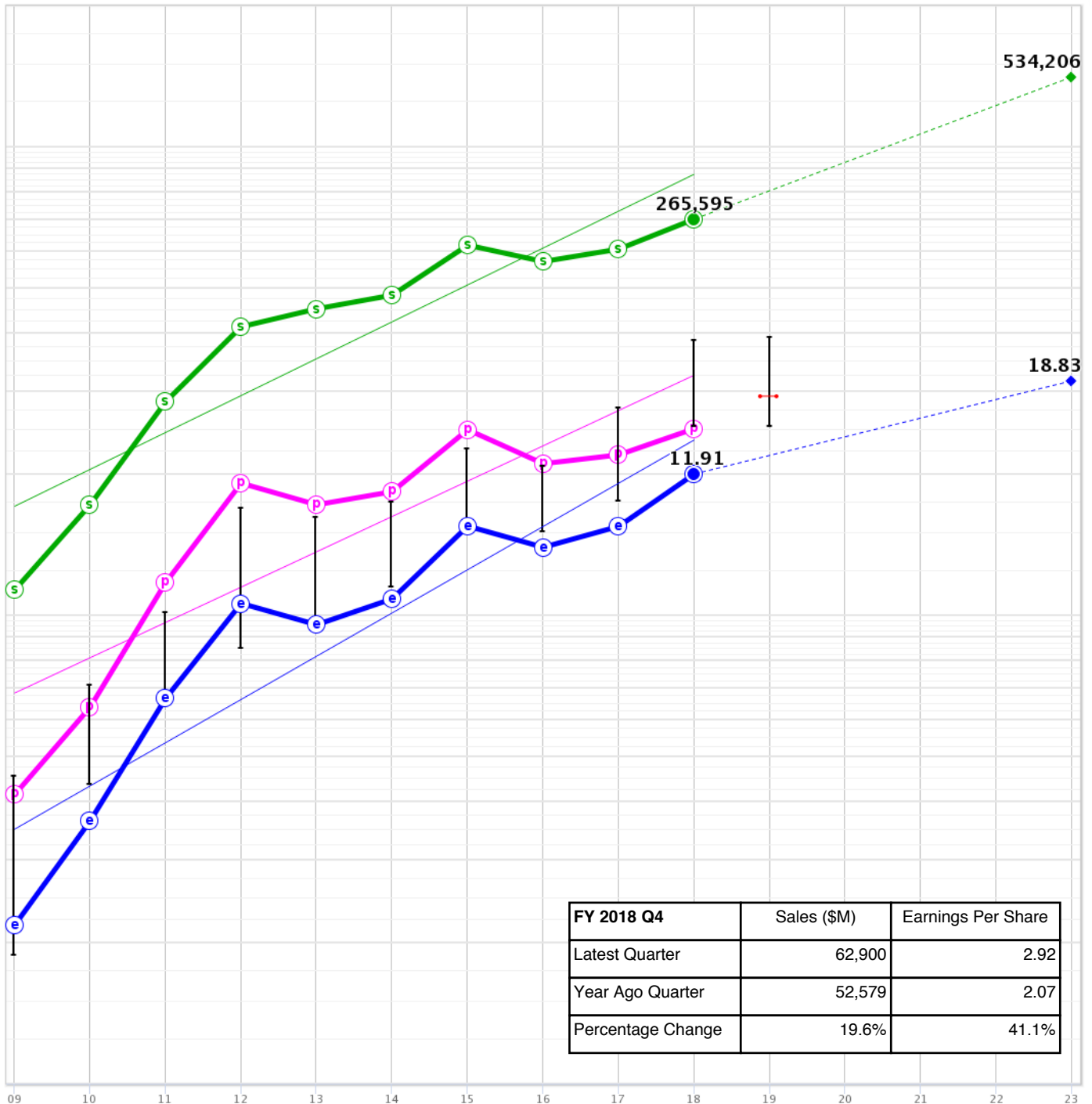


Company	Apple		Date	11/26/18	
Prepared by	Fitts		Data taken from	BI Stock Data	
Where traded	NAS	Industry	Consumer Electronics		
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	4,847.5	0.2	60.7		
Debt (\$M)	114,483.0	% to Tot Cap	51.7	% Pot Dil	1.0

Stock Selection Guide

Symbol: AAPL

1 VISUAL ANALYSIS of Sales, Earnings, and Price



- | | | | |
|-----------------------------------|-------|--|-------|
| (1) Historical Sales Growth | 19.9% | (3) Historical Earnings Per Share Growth | 23.7% |
| (2) Estimated Future Sales Growth | 15.0% | (4) Estimated Future Earnings Per Share Growth | 9.6% |

2 EVALUATING Management

Apple

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Last 5 Year Avg.
Pre-tax Profit on Sales	28.1%	28.4%	31.6%	35.6%	29.3%	29.3%	31.0%	28.5%	28.0%	27.4%	28.8%
% Earned on Equity	25.8%	29.0%	33.6%	37.1%	29.0%	31.3%	40.9%	35.0%	35.7%	50.0%	38.6%
% Debt To Capital	0.0%	0.0%	0.0%	0.0%	12.1%	24.0%	35.1%	40.4%	46.3%	51.7%	39.5%

3 PRICE-EARNINGS HISTORY as an indicator of the future

This shows how stock prices have fluctuated with earnings and dividends. It is building block for translating earnings into future stock prices.

CLOSING PRICE 174.62 (11/26/18)

HIGH THIS YEAR 233.47

LOW THIS YEAR 150.24

	A	B	C	D	E	F	G	H
Year	Price		Earnings	Price Earnings Ratio		Dividend	% Payout	% High Yield
	High	Low	Per Share	High A / C	Low B / C	Per Share	F / C * 100	F / B * 100
2014	103.7	68.3	6.45	16.1	10.6	1.81	28.1	2.7
2015	134.5	92.0	9.22	14.6	10.0	1.98	21.5	2.2
2016	123.8	89.5	8.31	14.9	10.8	2.18	26.2	2.4
2017	164.5	104.1	9.21	17.9	11.3	2.40	26.1	2.3
2018	229.7	150.2	11.91	19.3	12.6	2.72	22.8	1.8
AVERAGE		100.8		16.5	11.1		24.9	
CURRENT/TTM			11.88			2.92	24.6	
AVERAGE PRICE EARNINGS RATIO: 13.8				CURRENT PRICE EARNINGS RATIO: 14.7				

4 EVALUATING RISK and REWARD over the next 5 years

Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.

A HIGH PRICE - NEXT 5 YEARS

Avg. High P/E 15.0 X Estimate High Earnings/Share 18.83 = Forecasted High Price \$ 282.5

B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 11.0 X Estimate Low Earnings/Share 11.91 = Forecasted Low Price \$ 131.0

(b) Avg. Low Price of Last 5 Years 100.8

(c) Recent Market Low Price 104.1

(d) Price Dividend Will Support $\frac{\text{Indicated Dividend}}{\text{High Yield}} = \frac{2.92}{2.65\%} = 110.2$

Selected Forecasted Low Price \$ 150.0

C ZONING using 25%-50%-25%

Forecasted High Price 282.5 Minus Forecasted Low Price 150.0 = 132.5 Range. 25% of Range 33.1

Buy Zone 150.0 to 183.1

Hold Zone 183.1 to 249.4

Sell Zone 249.4 to 282.5

Present Market Price of 174.62 is in the **BUY** Zone

D UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{282.5 - 174.62}{174.62 - 150.0} = \frac{107.90}{24.62} = 4.4$ To 1

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

$\frac{\text{High Price} - \text{Closing Price}}{\text{Closing Price}} = \frac{282.5 - 174.62}{174.62} = 1.6179$ X 100 = 161.79 - 100 = 61.8 % Appreciation

5 5-YEAR POTENTIAL

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

A $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{2.72}{174.62} = 0.0167 = 1.7\%$ Current Yield

B AVERAGE YIELD - USING FORECAST HIGH P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast High PE}} = \frac{25.0\%}{15.00} = 1.7\%$

AVERAGE YIELD - USING FORECAST AVERAGE P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{25.0\%}{13.00} = 1.9\%$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Appreciation 10.1 %
Average Yield 1.7 %
Annualized Rate of Return 11.8 %

COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 7.0 %
Average Yield 1.9 %
Annualized Rate of Return 8.9 %