

## Apple: Summary of Financials

Income Statement - Annual						Income Statement - Quarterly					
	FY17A	FY18A	FY19E	FY20E	FY21E		1Q19A	2Q19E	3Q19E	4Q19E	
Revenue	229,234	265,995	254,993	270,226	288,963	Revenue	84,310A	86,677	91,720	92,287	
COGS	(141,048)	(163,756)	(158,716)	(167,342)	(178,489)	COGS	(52,279)A	(35,402)	(32,242)	(38,792)	
Gross profit	88,186	101,839	96,278	102,884	110,474	Gross profit	32,031A	21,274	19,477	23,495	
SG&A	(15,261)	(16,705)	(18,762)	(18,587)	(19,998)	SG&A	(4,783)A	(4,704)	(4,603)	(4,672)	
Adj. EBITDA	71,501	81,801	73,286	78,752	84,448	Adj. EBITDA	26,741A	15,352	13,581	17,612	
D&A	(10,157)	(10,903)	(11,671)	(11,422)	(12,222)	D&A	(3,395)A	(2,607)	(2,741)	(2,927)	
Adj. EBIT	61,344	70,898	61,615	67,330	72,226	Adj. EBIT	23,346A	12,744	10,840	14,684	
Net Interest	-	-	-	-	-	Net Interest	-	-	-	-	
Adj. PBT	64,089	72,903	63,075	68,430	73,326	Adj. PBT	23,906A	13,044	11,140	14,984	
Tax	(15,738)	(13,372)	(10,561)	(11,633)	(12,355)	Tax	(3,941)A	(2,205)	(1,883)	(2,532)	
Minority Interest	-	-	-	-	-	Minority Interest	-	-	-	-	
Adj. Net Income	48,351	59,531	52,514	56,797	60,971	Adj. Net Income	19,965A	10,840	9,257	12,452	
Reported EPS	9.19	11.87	11.35	13.45	15.70	Reported EPS	4.18A	2.32	2.03	2.81	
Adj. EPS	9.19	11.87	11.35	13.45	15.70	Adj. EPS	4.18A	2.32	2.03	2.81	
DPS	-	-	-	-	-	DPS	-	-	-	-	
Payout ratio	-	-	-	-	-	Payout ratio	-	-	-	-	
Shares outstanding	5,263	5,016	4,628	4,224	3,883	Shares outstanding	4,773A	4,673	4,550	4,432	
Balance Sheet & Cash Flow Statement						Ratio Analysis					
	FY17A	FY18A	FY19E	FY20E	FY21E		FY17A	FY18A	FY19E	FY20E	FY21E
Cash and cash equivalents	20,289	25,913	20,000	20,000	20,000	Gross margin	38.5%	38.3%	37.8%	38.1%	38.2%
Accounts receivable	17,874	23,186	24,223	23,828	22,989	EBITDA margin	31.2%	30.8%	28.7%	29.1%	29.2%
Inventories	4,855	3,956	6,896	7,996	8,646	EBIT margin	26.8%	26.7%	24.2%	24.9%	25.0%
Other current assets	85,627	78,284	72,992	72,992	72,992	Net profit margin	21.1%	22.4%	20.6%	21.0%	21.1%
Current assets	128,645	131,339	124,111	124,817	124,627	ROE	36.9%	49.4%	56.1%	85.0%	143.7%
PP&E	33,783	41,304	41,251	43,478	45,075	ROA	13.9%	16.1%	14.7%	16.7%	18.8%
LT investments	194,714	170,799	148,634	129,500	110,895	ROCE	19.9%	24.6%	24.6%	30.8%	38.2%
Other non current assets	18,177	22,283	34,686	34,686	34,686	SG&A/Sales	6.7%	6.3%	7.4%	6.9%	6.9%
Total assets	375,319	365,725	348,682	332,481	315,283	Net debt/equity	71.2%	82.7%	118.3%	177.1%	302.1%
Short term borrowings	18,473	20,748	21,741	21,741	21,741	P/E (x)	18.1	14.0	14.7	12.4	10.6
Payables	49,049	55,888	53,878	59,973	63,705	P/BV (x)	6.5	7.8	9.6	13.1	20.6
Other short term liabilities	33,292	40,230	45,410	49,737	50,931	EV/EBITDA (x)	9.0	7.8	8.8	8.1	7.6
Current liabilities	100,814	116,866	121,029	131,451	136,377	Dividend Yield	-	-	-	-	-
Long-term debt	97,207	93,735	92,989	92,989	92,989	Sales/Assets (x)	0.7	0.7	0.7	0.8	0.9
Other long term liabilities	43,251	47,977	54,555	54,555	54,555	Interest cover (x)	-	-	-	-	-
Total liabilities	241,272	258,578	268,573	278,995	283,921	Operating leverage	47.8%	98.2%	328.0%	155.3%	104.9%
Shareholders' equity	134,047	107,147	80,109	53,486	31,362	Revenue y/y Growth	6.6%	15.9%	(4.0%)	6.0%	6.9%
Minority interests	-	-	-	-	-	EBITDA y/y Growth	2.2%	14.4%	(10.4%)	7.5%	7.2%
Total liabilities & equity	375,319	365,725	348,682	332,481	315,283	Tax rate	24.6%	18.3%	16.7%	17.0%	16.9%
BVPS	25.47	21.36	17.31	12.66	8.08	Adj. Net Income y/y Growth	7.1%	23.1%	(11.8%)	8.2%	7.3%
y/y Growth	9.6%	(16.1%)	(19.0%)	(26.8%)	(36.2%)	EPS y/y Growth	12.3%	29.2%	(4.4%)	18.5%	16.8%
Net debt/(cash)	95,391	88,570	94,730	94,730	94,730	DPS y/y Growth	-	-	-	-	-
Cash flow from operating activities	63,598	77,434	72,207	77,935	78,309						
o/w Depreciation & amortization	10,157	10,903	11,671	11,422	12,222						
o/w Changes in working capital	(5,550)	34,694	6,464	9,717	5,116						
Cash flow from investing activities	(46,446)	16,066	(4,086)	(13,649)	(13,819)						
o/w Capital expenditure	(12,451)	(13,313)	(13,285)	(13,649)	(13,819)						
as % of sales	5.4%	5.0%	5.2%	5.1%	4.8%						
Cash flow from financing activities	(17,347)	(87,876)	(84,008)	(83,421)	(83,094)						
o/w Dividends paid	(12,769)	(13,712)	(13,900)	(13,421)	(13,094)						
o/w Net debt issued/(repaid)	29,014	432	6	0	0						
Net change in cash	(195)	5,624	(15,887)	(19,135)	(18,604)						
Adj. Free cash flow to firm	51,147	64,121	58,922	64,286	64,490						
y/y Growth	(3.7%)	25.4%	(8.1%)	9.1%	0.3%						

Source: Company reports and J.P. Morgan estimates.  
Note: \$ in millions (except per-share data). Fiscal year ends Sep. o/w - out of which