

Apple Inc.

**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)**

(In millions, except number of shares which are reflected in thousands and per share amounts)

	Three Months Ended		Twelve Months Ended	
	September 28, 2019	September 29, 2018	September 28, 2019	September 29, 2018
Net sales:				
Products	\$ 51,529	\$ 52,301	\$ 213,883	\$ 225,847
Services	12,511	10,599	46,291	39,748
Total net sales <sup>(1)</sup>	64,040	62,900	260,174	265,595
Cost of sales:				
Products	35,238	34,697	144,996	148,164
Services	4,489	4,119	16,786	15,592
Total cost of sales	39,727	38,816	161,782	163,756
Gross margin	24,313	24,084	98,392	101,839
Operating expenses:				
Research and development	4,110	3,750	16,217	14,236
Selling, general and administrative	4,578	4,216	18,245	16,705
Total operating expenses	8,688	7,966	34,462	30,941
Operating income	15,625	16,118	63,930	70,898
Other income/(expense), net	502	303	1,807	2,005
Income before provision for income taxes	16,127	16,421	65,737	72,903
Provision for income taxes	2,441	2,296	10,481	13,372
Net income	\$ 13,686	\$ 14,125	\$ 55,256	\$ 59,531
Earnings per share:				
Basic	\$ 3.05	\$ 2.94	\$ 11.97	\$ 12.01
Diluted	\$ 3.03	\$ 2.91	\$ 11.89	\$ 11.91
Shares used in computing earnings per share:				
Basic	4,490,812	4,801,589	4,617,834	4,955,377
Diluted	4,520,373	4,847,547	4,648,913	5,000,109
<sup>(1)</sup> Net sales by reportable segment:				
Americas	\$ 29,322	\$ 27,517	\$ 116,914	\$ 112,093
Europe	14,946	15,382	60,288	62,420
Greater China	11,134	11,411	43,678	51,942
Japan	4,982	5,161	21,506	21,733
Rest of Asia Pacific	3,656	3,429	17,788	17,407
Total net sales	\$ 64,040	\$ 62,900	\$ 260,174	\$ 265,595
<sup>(1)</sup> Net sales by category:				
iPhone	\$ 33,362	\$ 36,755	\$ 142,381	\$ 164,888
Mac	6,991	7,340	25,740	25,198
iPad	4,656	3,983	21,280	18,380
Wearables, Home and Accessories	6,520	4,223	24,482	17,381
Services	12,511	10,599	46,291	39,748
Total net sales	\$ 64,040	\$ 62,900	\$ 260,174	\$ 265,595

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**CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)**

(In millions, except number of shares which are reflected in thousands and par value)

	September 28, 2019	September 29, 2018
<b>ASSETS:</b>		
Current assets:		
Cash and cash equivalents	\$ 48,844	\$ 25,913
Marketable securities	51,713	40,388
Accounts receivable, net	22,926	23,186
Inventories	4,106	3,956
Vendor non-trade receivables	22,878	25,809
Other current assets	12,352	12,087
Total current assets	<u>162,819</u>	<u>131,339</u>
Non-current assets:		
Marketable securities	105,341	170,799
Property, plant and equipment, net	37,378	41,304
Other non-current assets	32,978	22,283
Total non-current assets	<u>175,697</u>	<u>234,386</u>
Total assets	<u>\$ 338,516</u>	<u>\$ 365,725</u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY:</b>		
Current liabilities:		
Accounts payable	\$ 46,236	\$ 55,888
Other current liabilities	37,720	33,327
Deferred revenue	5,522	5,966
Commercial paper	5,980	11,964
Term debt	10,260	8,784
Total current liabilities	<u>105,718</u>	<u>115,929</u>
Non-current liabilities:		
Term debt	91,807	93,735
Other non-current liabilities	50,503	48,914
Total non-current liabilities	<u>142,310</u>	<u>142,649</u>
Total liabilities	<u>248,028</u>	<u>258,578</u>
Commitments and contingencies		
Shareholders' equity:		
Common stock and additional paid-in capital, \$0.00001 par value: 12,600,000 shares authorized; 4,443,236 and 4,754,986 shares issued and outstanding, respectively	45,174	40,201
Retained earnings	45,898	70,400
Accumulated other comprehensive income/(loss)	(584)	(3,454)
Total shareholders' equity	<u>90,488</u>	<u>107,147</u>
Total liabilities and shareholders' equity	<u>\$ 338,516</u>	<u>\$ 365,725</u>

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CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

(In millions)

	Twelve Months Ended	
	September 28, 2019	September 29, 2018
Cash, cash equivalents and restricted cash, beginning balances	\$ 25,913	\$ 20,289
Operating activities:		
Net income	55,256	59,531
Adjustments to reconcile net income to cash generated by operating activities:		
Depreciation and amortization	12,547	10,903
Share-based compensation expense	6,068	5,340
Deferred income tax benefit	(340)	(32,590)
Other	(652)	(444)
Changes in operating assets and liabilities:		
Accounts receivable, net	245	(5,322)
Inventories	(289)	828
Vendor non-trade receivables	2,931	(8,010)
Other current and non-current assets	873	(423)
Accounts payable	(1,923)	9,175
Deferred revenue	(625)	(3)
Other current and non-current liabilities	(4,700)	38,449
Cash generated by operating activities	<u>69,391</u>	<u>77,434</u>
Investing activities:		
Purchases of marketable securities	(39,630)	(71,356)
Proceeds from maturities of marketable securities	40,102	55,881
Proceeds from sales of marketable securities	56,988	47,838
Payments for acquisition of property, plant and equipment	(10,495)	(13,313)
Payments made in connection with business acquisitions, net	(624)	(721)
Purchases of non-marketable securities	(1,001)	(1,871)
Proceeds from non-marketable securities	1,634	353
Other	(1,078)	(745)
Cash generated by investing activities	<u>45,896</u>	<u>16,066</u>
Financing activities:		
Proceeds from issuance of common stock	781	669
Payments for taxes related to net share settlement of equity awards	(2,817)	(2,527)
Payments for dividends and dividend equivalents	(14,119)	(13,712)
Repurchases of common stock	(66,897)	(72,738)
Proceeds from issuance of term debt, net	6,963	6,969
Repayments of term debt	(8,805)	(6,500)
Repayments of commercial paper, net	(5,977)	(37)
Other	(105)	—
Cash used in financing activities	<u>(90,976)</u>	<u>(87,876)</u>
Increase in cash, cash equivalents and restricted cash	24,311	5,624
Cash, cash equivalents and restricted cash, ending balances	<u>\$ 50,224</u>	<u>\$ 25,913</u>
Supplemental cash flow disclosure:		
Cash paid for income taxes, net	\$ 15,263	\$ 10,417
Cash paid for interest	\$ 3,423	\$ 3,022