

| Cash Assets | 497.4 | 551.6 | 499.5 |
| :---: | :---: | :---: | :---: |
| Receivables | 168.0 | 196.0 | 219.4 |
| Inventory (FIFO) | 141.8 | 174.7 | 176.2 |
| Other | 49.4 | 61.7 | 160.5 |
| Current Assets | 856.6 | 984.0 | 1055.6 |
| Accts Payable | 71.5 | 66.4 | 81.8 |
| Debt Due | 7.5 | 7.5 |  |
| Other | 54.4 | 57.1 | 87.3 |
| Current Liab. | 133.4 | 131.0 | 169.1 |



| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2013 | 269.5 | 287.0 | 288.6 | 326.8 | 1171.9 |
| 2014 | 335.7 | 338.5 | 350.9 | 350.4 | 1375.5 |
| 2015 | 368.9 | 379.3 | 389.8 | 405.6 | 1543.6 |
| 2016 | 405.6 | 423.8 | 430 | 440.6 | 1700 |
| 2017 | 440 | 450 | 460 | 470 | 1820 |
| $\begin{array}{\|l} \text { Cal- } \\ \text { endar } \\ \hline \end{array}$ | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2013 | . 17 | . 18 | . 19 | . 24 | 78 |
| 2014 | . 23 | . 26 | . 25 | . 24 | 98 |
| 2015 | . 26 | . 25 | . 27 | . 30 | 1.08 |
| 2016 | . 28 | . 30 | . 30 | . 32 | 1.20 |
| 2017 | . 31 | . 32 | . 33 | . 34 | 1.30 |
| al- | QUARTERLY DIVIDENDS PAID B |  |  |  | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2012 | . 065 | . 065 | . 065 | . 065 | . 26 |
| 2013 | . 07 | . 07 | . 07 | . 07 | . 28 |
| 2014 | . 07 | . 08 | . 08 | . 08 | . 31 |
| 2015 | . 08 | . 085 | . 085 | . 085 | . 335 |
| 2016 | . 085 | . 085 | . 09 |  |  |

(A) Diluted earnings. Next earnings report due
in late October.
(B) Payments typically made in late January,

April, July, and October.

BUSINESS: Gentex Corporation manufactures automatic-dimming automotive rearview mirrors. Its Night Vision Safety mirrors use sensors and electronic circuitry to detect glare from trailing approaching vehicles at night, and darken accordingly to protect the driver's vision. Sells to most of the major automakers (has 3 customers who each accounted for $10 \%$ or more of 2015 total sales).
Gentex posted good second-quarter results. Sales during the period increased 12\% compared to the prior year, driven by a $13 \%$ rise in North American autodimming mirror unit shipments. Demand was particularly robust from international customers. Margins during the quarter widened, thanks largely to purchasing cost reductions, as well as a favorable product mix, which more than offset annual customer price reductions. Management continued to maintain good financial discipline, and this allowed share net to come in a nickel higher than the previous-year tally, at \$0.30.
We look for $10 \%$ growth in both the top and bottom lines in 2016. Management now anticipates 2016 total lightvehicle production to rise $3 \%$ in North America, to 18.04 million units; $5 \%$ in Europe, to 21.53 million; and decline $1 \%$ in J apan and Korea, to 13.03 million. Based on this production forecast, the company slightly raised its sales estimate for the year, by $\$ 40$ million, to between $\$ 1.68$ billion and $\$ 1.72$ billion. Gentex will likely continue to outpace industry vehicle production, mostly due to the large number of

International sales represent $68 \%$ of 2015 sales. Also makes commercial fire protection products. Has approximately 4,757 employees. Officers and directors own 2.9\% of common stock, including $2.6 \%$ owned by Chairman \& CEO Fred Bauer (3/16 proxy). Incorporated: MI. Address: 600 N. Centennial Street, Zeeland, MI 49464. Telephone: 616-772-1800. Internet: www.gentex.com.
product launches in the coming months. Demand for interior and exterior autodimming mirrors and advanced electronic features ought to remain robust during the year, thanks to increased penetration of these products in new automobiles across the globe. Share net should continue to benefit from the higher volumes, costcutting initiatives, and ongoing share repurchases.

## Gentex is beginning to see a trend

 toward auto-dimming mirrors with advanced electronic features. Over the past three years, roughly two-thirds of launches have been mirrors with no added electronic features. However, in recent months, two-thirds of these products had these advanced features. This is a good sign for the company, as these goods typically offer higher margins, which should help to support earnings in the years to come.Shares of Gentex are ranked to track the broader market averages in the coming six to 12 months. Over the 3- to 5-year period, these shares offer wide total return potential at the recent quotation. I ason Dalavagas

September 16, 2016

