

133.4 131.0 169.1 Current Liab. ANNUAL RATES Past Past Est'd '13-'15 10 Yrs. to '19-'21 5 Yrs. of change (per sh) Sales "Cash Flow" 9.0% 12.0% Earnings Dividends Book Value 12.0% 7.5% 9.5% 10.5% 24.5% 7.0% 8.0% 13.5%

71.5

66.4 7.5 57.1 81.8

87.3

Accts Payable Debt Due

Other

QUARTERLY SALES (\$ mill.) Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 Year 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 EARNINGS PER SHARE A Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 enda Year .78 .17 2013 18 19 .24 2014 .23 .26 .25 .24 .98 .27 .26 .25 .30 2015 1.08 2016 .28 .30 .30 .32 1.20 2017 .31 .32 .33 .34 1.30 QUARTERLY DIVIDENDS PAID B Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 2012 .065 .065 .065 .065 .26 2013 .07 .07 .07 .07 .28 .07 .08 .31 2014 .08 .08 2015 .08 .085 .085 .085 .335 2016 .085 .085 .09

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 auto-dimming 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 light-vehicle production to rise 3% in North America, to 18.04 million units; 5% in Europe, to 21.53 million; and decline 1% in Japan 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. Iason Dalavagas September 16, 2016

(A) Diluted earnings. Next earnings report due in late October.

(B) Payments typically made in late January, April, July, and October.

(C) In millions, adjusted for stock splits.

Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability
50