

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 2016 total sales).

International sales represent 67% of 2016 sales. Also makes commercial fire protection products. Has approximately 5,315 employees. Officers and directors own 2.5% of common stock, including 2.3% owned by Chairman & CEO Fred Bauer (3/17 proxy). Incorporated: MI. Address: 600 N. Centennial Street, Zeeland, MI 49464. Telephone: 616-772-1800. Internet: www.gentex.com.

Past Est'd '14-'16 ANNUAL RATES Past of change (per sh) 5 Yrs. to '20-'22 Sales "Cash Flow" 13.5% 7.0% 8.0% 11.5% 12.0% 19.0% Earnings 11.5% 20.0% 8.5% 7.0% 9.0% 8.0% 14.0% 8.5% 9.0% **Book Value**

984.0

66.4

131.0

1155.0

80.0 7.5

149.9

1194.6

77.7

196.7

274.4

Current Assets

Accts Payable Debt Due

Current Liab.

Cal-	QUARTERLY SALES (\$ mill.) Mar.31 Jun.30 Sep.30 Dec.31				Full
endar	Mar.31	Jun.30	5ep.30	Dec.31	Year
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	429.6	419.9	1678.9
2017	453.5	445	450	471.5	1820
2018	480	490	495	500	1965
Cal-	EARNINGS PER SHARE A Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2014	.23	.26	.25	.24	.98
2015	.26	.25	.27	.30	1.08
2016	.25	.30	.32	.31	1.19
2017	.33	.32	.32	.33	1.30
2018	.35	.36	.36	.38	1.45
Cal-	QUARTERLY DIVIDENDS PAID B				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2013	.07	.07	.07	.07	.28
2014	.07	.08	.08	.08	.31
2015	.08	.085	.085	.085	.335
2016	.085	.09	.09	.09	.355
2017	.09	.09			
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Gentex began 2017 with good results. Sales during the first quarter increased 12% compared to the previous year, driven by a 12% rise in auto-dimming interior and exterior rearview mirror shipments. This was a stellar showing, particularly given the fact that overall industry lightvehicle production in the company's primary markets increased only 3% during the period. International demand was particularly strong, as volumes abroad jumped 16%, thanks to higher penetration of the company's mirrors. While margins were pressured by annual customer price reductions, this was partially offset by a favorable product mix and purchasing cost reductions. All told, share net for the quarter was \$0.02 higher than our projection.

We anticipate solid top- and bottomline growth this year. Management maintained its previous projections for the year, but it still looks for unit growth to outpace industry vehicle production growth. This is likely due to the company's many different product launches that have been executed in prior quarters. Gentex's electrochromic technology ought to drive demand for its new applications, particularly for advanced features on its autodimming mirrors. All told, management looks for 2017 total light-vehicle production to rise 3% in Japan and South Korea, to 13.31 million units; climb 2% in Europe, to 21.89 million; and decline 2% in North America, to 17.55 million. Annual customer price reductions will remain a headwind, but the company believes it can offset these with a favorable product mix toward auto-dimming mirrors with advanced features, purchasing cost reductions, and operational efficiency improvements.

The company paid down a large portion of its outstanding debt. As of March 31st, long-term debt stood at \$36 million, compared to \$195 million in the sequential quarter. The move should lower interest payments, which should help boost earnings in the coming qarters.

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, the stock offers wide total return potential at the recent quotation.

Iason Dalavagas

June 16, 2017

(A) Diluted earnings. Quarterly earnings may not sum due to rounding. Next earnings report due in late July

April, July, and October. **(C)** In millions, adjusted for stock splits.

Company's Financial Strength Stock's Price Stability 45
Price Growth Persistence 70
Earnings Predictability 90