

| Cash Assets | 551.6 196.0 | 546.5 211.6 | 562.0 240.5 | 46\% | 97\% | 94\% | 45\% | 41\% | 43\% | 36\% | 30\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inventory (FIFO) | 174.7 | 189.3 | 206.7 | USIN | G | Cor | tion | ufa | au | atic- |  |
| Other | 61.7 | 207.6 | 194.7 | tom |  |  |  | U |  |  |  |

Current Assets
Accts Payable
Debt Due
Other
Current Liab.

| 61.7 | 207.6 | $\frac{194.7}{1203.9}$ |
| ---: | ---: | ---: |
| 984.0 | 1155.0 | 79.9 |

79.9
185.0
264.9
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)

| ANNUAL RATES | Past | Past | Est'd '14-'16 |
| :--- | :--- | :--- | :--- |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '20-'22 | Sales $\begin{array}{lrrr}\text { Sales } & 11.5 \% & 13.5 \% & 7.0 \% \\ \text { "Cash Flow" } & 12.0 \% & 19.0 \% & 8.0 \% \\ \text { Earnings } & 11.5 \% & 20.0 \% & 8.0 \% \\ \text { Dividends } & 7.0 \% & 8.0 \% & 8.5 \%\end{array}$ $\begin{array}{lrrr}\text { Earnings } & 11.5 \% & 20.0 \% & 8.0 \% \\ \text { Dividends } & 7.0 \% & 8.0 \% & 8.5 \% \\ & 9.0 \% & 14.0 \% & 8.5 \%\end{array}$ Book Value

Gentex posted weaker-than-expected third-quarter results. Sales of $\$ 439$ million during the period rose $2 \%$ compared to the previous year, but they were more than $\$ 15$ million below our forecast. Automotive revenues increased 2\%, thanks to a 5\% advance in automotive mirror shipments. The growth was driven by good international demand for the company's interior and exterior auto-dimming mirrors. This was partially offset by lower North American mirror volumes. Margins narrowed, largely due to annual customer price decreases that were not fully offset by purchasing cost reductions. Management's inability to leverage fixed overhead costs due to the lower growth rate in sales also hurt margins. All told, share earnings of $\$ 0.31$ were a penny below both our estimate and the previous year's tally.
We are lowering our 2017 top- and bottom-line estimates by $\$ 30$ million and $\$ 0.03$ a share, respectively, to $\$ 1.79$ billion and $\$ 1.27$. Management has reduced its previous sales guidance for the year, and now looks for the figure to be between $\$ 1.78$ billion and $\$ 1.80$ billion. Gentex still expects total light-vehicle

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.
production in its markets to rise $2 \%$ for the year, to 53.1 million units, a $1 \%$ increase from last year. It believes North American volumes will decline $3 \%$, to 17.28 million, while units in Europe and $J$ apan/South K orea will rise $3 \%$ and $5 \%$, respectively, to 22.27 and 13.51 million. The company's sales should continue to outpace the broader market, thanks to the Iarge number of product launches that had been executed in prior quarters.
We look for a slightly better top- and bottom-line performance in 2018. Management is calling for revenues for the year to rise between $6 \%$ and $10 \%$, based on current light-vehicle production forecasts. We also think the company will benefit from its electrochromic technology, which ought to help drive demand for its new applications, particularly for advanced features on its auto-dimming mirrors.
Shares of Gentex are ranked to track the broader market averages in the coming six to $\mathbf{1 2}$ months. Over the 3- to 5 -year pull, the stock, which has a decent dividend yield, offers wide appreciation potential at the recent quotation. I ason Dalavagas

December 15, 2017

