

| CURAENL. |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 546.5 | 569.7 | 524.3 |
| Receivables | 211.6 | 231.1 | 246.4 |
| lnventory (FIFO) | 189.3 | 216.8 | 207.2 |
| Other | 207.6 | 166.9 | 163.8 |
| Current Assets | $\frac{1155.0}{1154.5}$ | 1141.7 |  |
| Accts Payable | 80.0 | 89.9 | 77.3 |
| Debt Due | 7.5 | 78.0 | 50.0 |
| Other | 62.4 | 75.7 | 100.9 |
| Current Liab. | 149.9 | 243.6 | 228.2 |


| ANNUAL RATES <br> of change (per sh) Sales <br> "Cash Flow" <br> Earnings <br> Dividends <br> Book Value |  | Pas 10 Yrs. 11.5\% $12.0 \%$ 12.0\% 9.5\% | Past Est'd '155'17 <br> 5 Yrs  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 5 Yrs. |  |  |
|  |  |  | 5\% | 9.5\% |
|  |  |  | 5\% | 9.5\% |
|  |  |  | 5\% | 9.0\% |
|  |  |  | 5\% |  |
| $\begin{array}{\|l} \text { Cal- } \\ \text { endar } \\ \hline \end{array}$ | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
|  | Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  |  |
| 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 |  | 443.2 | 438.6 | 459.6 | 1794.9 |
| 2018 | 465.4 |  | 480 | 485 | 499.6 | 1930 |
| 2019 | 510 |  | 515 | 520 | 525 | 2070 |
| Calendar |  |  |  |  | Full Year |
|  | EARNINGS PER SHARE A <br> Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  |  |
| 2015 | . 26 | . 25 | . 27 | . 30 | 1.08 |
| 2016 | . 25 | . 31 | . 32 | . 31 | 1.19 |
| 2017 | . 33 | . 31 | . 31 | . 33 | 1.28 |
| 2018 | . 40 | . 40 | . 40 | . 45 | 1.65 |
| 2019 | . 43 | . 45 | . 45 | . 47 | 1.80 |
| Cal- | QUART | TERLY DIV | VIDENDS | PAID ${ }^{\text {B }}$ | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2014 | . 07 | . 08 | . 08 | . 08 | . 31 |
| 2015 | . 08 | . 085 | . 085 | . 085 | . 335 |
| 2016 | . 085 | . 09 | . 09 | . 09 | . 355 |
| 2017 | . 09 | . 10 | . 10 | . 10 | . 39 |
| 2018 | . 11 | . 11 |  |  |  |

BUSINESS: Gentex Corporation manufactures automatic-dimming
automotive rearview mirrors and electronics for the automotive in-
dustry. These mirrors use sensors to detect glare from trailing ap-
proaching vehicles and darken to protect the driver's vision. It also
makes dimmable aircraft windows for the aviation industry. Sells to
most of the major automakers (has 4 customers who each ac-
Gentex posted decent results to begin
the year. While sales of $\$ 465$ million during the first quarter were $\$ 15$ million below our estimate, they were still $3 \%$ above the previous-year tally. The advance was driven by a $7 \%$ increase in auto-dimming interior and exterior rearview mirror shipments, to 10.6 million units. While North American demand for these products declined, this was more than offset by strong international volumes. However, a supplier production issue for certain electronic components affected Gentex's ability to fully meet demand for Full Display Mirrors during the period. Despite this setback, share earnings still rose $21 \%$ compared to the previous-year figure. This was driven by a lower tax rate and continued share repurchases.

## We still look for good top- and bottom-

 line growth this year. Despite the softer-than-expected sales to begin 2018, management maintained its previously announced guidance for revenues and margins. The aforementioned supplier production issue has been resolved, and this has allowed Gentex to resume normalshipments of the impacted products. Man-
counted for $10 \%$ or more of 2017 total sales). Also makes commercial fire protection products. Has approximately 5,480 employees. Black Rock owns $8.4 \%$ of common stock; Vanguard, $8.2 \%$; officers and directors, less than 1.0\% (3/18 proxy). Incorporated: MI. Address: 600 N. Centennial Street, Zeeland, MI 49464. Telephone: 616-772-1800. Internet: www.gentex.com.
agement looks for flat light-vehicle production in North America, Europe, and Japan \& South K orea, but expects to continue to outpace these industry figures thanks to the ongoing product launches. Gentex's electrochromic technology should drive the advance, as it is embedded in a large number of these new products. Margins ought to widen because the company continues to add electronic content into vehicles at a faster rate. This should more than offset ongoing pricing pressure from automotive customers and competitors. Share earnings should also continue to benefit from additional stock repurchases, along with a lower corporate tax rate.
Management has also reaffirmed its initial sales projections for next year. As a result, we are maintaining our sales and earnings estimates of $\$ 2.07$ billion and $\$ 1.80$ per share, respectively.
The Timeliness rank of Gentex shares has been raised by a notch, to 2 (Above Average). The stock, which has a decent dividend yield of roughly 2.0\%, offers good price appreciation potential over the 3- to 5-year haul.
I ason Dalavagas
J une 15, 2018

