

BUSINESS: Gentex Corporation manufactures automatic-dimming automotive rearview mirrors and electronics for the automotive industry. These mirrors use sensors to detect glare from trailing approaching 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 achieves)

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.

243.6 Current Liab. 149.9 228.2 **ANNUAL RATES** Est'd '15-'17 Past Past 10 Yrs. 11.5% of change (per sh) **5 Yrs.** 11.5% to '21-'23 6.5% 9.5% 9.5% Sales "Cash Flow" 12.0% 12.0% 12.0% 7.0% 9.5% 16.5% 16.5% Earnings Dividends Book Value 8.5% 13.5% 9.0% 8.5%

1155.0

80.0

62.4

1184.5

89.9 78.0 1141.7

77.3 50.0

100.9

Current Assets

Accts Payable Debt Due

Cal- endar	QU/ Mar.31		1 \$) SALES OE.qoS		Full Year
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
Cal-	EARNINGS PER SHARE A Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
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-	QUARTERLY DIVIDENDS PAID 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			

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 bottomline 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 normal shipments of the impacted products. Management looks for flat light-vehicle production in North America, Europe, and Japan & South Korea, 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.

Iason Dalavagas June 15, 2018

(A) Diluted earnings. Quarterly earnings may not sum due to rounding. Next earnings report due in late July.
(B) Payments typically made in late January,

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

Company's Financial Strength 8++
Stock's Price Stability 65
Price Growth Persistence 65
Earnings Predictability 90