

| (SMILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 217.0 | 296.3 | 400.5 |
| Receivables | 213.5 | 235.4 | 268.5 |
| Inventory (FIFO) | 225.3 | 248.9 | 233.4 |
| Other | 195.1 | 169.7 | 72.9 |
| Current Assets | 850.9 | 950.3 | 975.3 |
| Accts Payable | 92.8 | 97.6 | 90.3 |
| Debt Due |  |  | 25.0 |
| Other | 76.4 | 74.2 | 121.2 |
| Current Liab. | 169.2 | 171.8 | 236.5 |



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 3 customers who each ac-
Gentex posted better-than-expected third-quarter results. While sales of $\$ 475$ million were just shy of the previousyear tally, they were $\$ 25$ million above our estimate. Total auto-dimming mirror unit volumes were down $3 \%$, to 10,559 , largely due to the ongoing impact from COVID-19, but the top line benefited from continued revenue growth from the company's Full Display Mirror product. Margins widened thanks to ongoing cost-reduction initiatives and lower tariff-related costs, which more than offset annual customer price reductions. This allowed share net of $\$ 0.48$ to rise $9 \%$ compared to the previous-year tally, while coming in $\$ 0.08$ above our forecast.
We are raising our 2020 top- and bottom-line estimates by $\$ 35$ million and $\$ 0.15$ per share, respectively, to $\$ 1.635$ billion and $\$ 1.35$. Management believes total light-vehicle production in its primary markets will decline $2 \%$ in the December quarter, to 19.1 million units, which would mark an improved outlook from last quarter. While demand for autodimming mirror products will likely remain muted in the final period, we still
counted for $10 \%$ or more of 2019 total sales). Also makes commercial fire protection products. Has approximately 5,875 employees. Vanguard owns $9.9 \%$ of common stock; BlackRock, $9.7 \%$; officers and directors, less than 1.0\% (3/20 proxy). Pres. and CEO: Steve Downing. Inc.: MI. Address: 600 N . Centennial Street, Zeeland, MI 49464. Telephone: 616-772-1800. Internet: www.gentex.com.
anticipate good volumes for the Full Display Mirror products. Share earnings ought to continue to benefit from recent cost-cutting initiatives, particularly to SG\&A and R\&D, as well as from ongoing stock repurchases.
Management is reintroducing revenue guidance for 2021. While it acknowledged that there continues to be significant uncertainty related to the impact of COVID-19 on consumer demand for light vehicles, it expects revenues next year to rise $15 \%-20 \%$ compared to the anticipated 2020 tally. Gentex thinks the rapid recovery in light-vehicle production over the last few months is a positive sign for next year. Its ongoing focus on cost control and new product innovation should help drive strong top- and bottom-line growth.
Shares of Gentex are ranked to track the broader market averages in the coming six to 12 months. The stock, which has a dividend yield moderately below the Value Line median, offers aboutaverage price appreciation potential over the 3 - to 5 -year haul.
Iason Dalavagas
December 11, 2020

April, July, and October.

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

