

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 3 customers who each ac-

cial 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.

171.8 Past Est'd '17-'19 **ANNUAL RATES** Past 10 Yrs. 12.5% 5 Yrs. 11.0% of change (per sh) to '23-'25 6.0% 8.5% 9.5% Sales "Cash Flow" 16.5% 18.0% 14.5% 14.5% Earnings Dividends Book Value 8.0% 6.0% 10.0%

195.1

850.9

92.8

76.4

169.2

950.3

97.6

975.3

90.3 25.0

121.2

236.5

Current Assets

Accts Payable Debt Due

Current Liab.

Cal-	QUARTERLY SALES (\$ mill.)				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2017	453.5	443.2	438.6	459.6	1794.9
2018	465.4	455.0	460.3	453.4	1834.1
2019	468.6	468.7	477.8	443.8	1858.9
2020	453.8	229.9	474.6	476.7	1635
2021	480	480	490	490	1940
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2017	.33	.31	.31	.33	1.28
2018	.40	.40	.41	.41	1.62
2019	.40	.45	.44	.39	1.68
2020	.36	.02	.48	.49	1.35
2021	.45	.50	.50	.50	1.95
Cal-	QUARTERLY DIVIDENDS PAID B				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2016	.085	.09	.09	.09	.355
2017	.09	.10	.10	.10	.39
2018	.11	.11	.11	.11	.44
2019	.11	.115	.115	.115	.455
2020	.115	.12	.12	.12	

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

anticipate good volumes for the Full Display Mirror products. Share earnings ought to continue to benefit from recent cost-cutting initiatives, particularly 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

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

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

Company's Financial Strength Stock's Price Stability B++ 85 Price Growth Persistence 70 **Earnings Predictability** 80