

proaching vehicles at night, and darken accordingly to protect the driver's vision. Sells to most of the major automakers (has 3 customers who accounted for 10% or more of 2013 total sales). Inter-

owned by Chairman & CEO Fred Bauer (3/14 proxy). Incorporated: MI. Address: 600 N. Centennial Street, Zeeland, MI 49464. Telephone: 616-772-1800. Internet: www.gentex.com.

44.8

88.0

120.0

102.7

167.1

Other

Current Liab.

Cal-	QUARTERLY SALES (\$ mill.)				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2011	250.9	243.0	269.5	260.4	1023.8
2012	290.7	280.4	268.2	260.3	1099.6
2013	269.5	287.0	288.6	326.8	1171.9
2014	335.7	335	340	354.3	1365
2015	350	365	375	385	1475
Cal-	EARNINGS PER SHARE A Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2011	.29	.27	.30	.28	1.14
2012	.32	.28	.29	.30	1.19
2013	.32	.37	.38	.48	1.55
2014	.47	.47	.45	.46	1.85
2015	.45	.50	.50	.55	2.00
Cal-	QUARTERLY DIVIDENDS PAID B				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2010	.11	.11	.11	.11	.44
2011	.12	.12	.12	.12	.48
2012	.13	.13	.13	.13	.52
2013	.14	.14	.14	.14	.56
2014	.14	.14			

Gentex began the year with good results. Sales during the first quarter jumped 25% from a year ago, thanks to a 13% rise in automotive mirror unit shipments. While sales of these products declined 1% in North America, largely due to continued weakness in demand for rear camera display mirrors, they rose 23% in international markets, largely because of increased penetration of the company's interior and exterior auto-dimming mirrors. Gross margins during the period widened, thanks to improvements in product mix, purchasing cost reductions, and the company's ability to leverage fixed overhead costs. These factors more than offset annual customer price reductions. This allowed share net to jump 47% compared to last year's tally.

We have raised our 2014 top-line estimate by \$15 million, to \$1.365 billion, while leaving our bottom-line estimate unchanged at \$1.85 per share. Management looks for sales in the second quarter to rise roughly 15%-20% from a year ago, driven by the HomeLink acquisition, which should add close to \$150 million in revenue for the year. The company

expects a modest increase in light-vehicle production in North America in the second quarter, although volumes may fall slightly in Europe and Asia. While R&D and SG&A expenses are expected to rise 10%-15%, we still think earnings growth will improve nicely. All told, we believe share net will rise close to 20% for the year. thanks to an improving product mix, including a higher concentration of its products embedded in luxury European auto brands. However, we still remain concerned about the declining demand for Gentex's rear camera display products. Volumes of these goods will probably fall roughly 20% this year, although management believes they will rebound in 2015, driven by international wins.

Shares of Gentex remain ranked favorably for Timeliness. Good year-overyear sales gains, along with an improving product mix, ought to drive solid earnings gains during this time frame. Over the 3to 5-year stretch, the stock offers good price appreciation potential at the recent quotation. The dividend adds some appeal, too.

Iason Dalavagas

June 20, 2014

(A) Diluted earnings. Next earnings report due

(B) Payments typically made in late January April, July, and October.

(C) In millions, adjusted for stock splits.

Company's Financial Strength Stock's Price Stability B++ 25 Price Growth Persistence 60 **Earnings Predictability** 40

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