

| Cash Assets | 389.7 | 309.6 | 374.7 |
| :---: | :---: | :---: | :---: |
| Receivables | 109.6 | 143.0 | 171.3 |
| Inventory (FIFO) | 159.9 | 120.1 | 128.3 |
| Other | 85.5 | 28.5 | 29.3 |
| Current Assets | 744.7 | 601.2 | 703.6 |
| Accts Payable | 43.2 | 56.5 | 64.4 |
| Debt Due |  | 7.5 |  |
| Other | 44.8 | 56.0 | 102.7 |
| Current Liab. | 88.0 | 120.0 | 167.1 |


| ANNUAL RATES | Past | Past |  |
| :--- | ---: | ---: | ---: |
| Est'd '11''13 |  |  |  |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '17.19 |
| Sales | $11.5 \%$ | $12.0 \%$ | $9.0 \%$ |
| "Cash Flow"' | $9.0 \%$ | $12.5 \%$ | $12.0 \%$ |
| Earrings | $9.0 \%$ | $14.0 \%$ | $12.0 \%$ |
| Dividends | -0 | $5.5 \%$ | $7.5 \%$ |
| Book Value | $7.5 \%$ | $9.0 \%$ | $9.5 \%$ |


| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 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 |
| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | $\begin{aligned} \mathrm{EA} \\ \text { Mar. } 31 \end{aligned}$ | RNINGS J | ER SHAR | $\begin{aligned} & \hline \text { EA } \\ & \text { Dec. } 31 \end{aligned}$ | Full 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 |
| Calendar | $\begin{array}{\|c} \hline \text { QUAR } \\ \text { Mar. } 31 \end{array}$ | $\begin{aligned} & \text { RTERLY DII } \\ & \text { Jun. } 30 \end{aligned}$ | $\begin{aligned} & \text { VIDENDS F } \\ & \text { Sep. } 30 \end{aligned}$ | $\begin{aligned} & \text { PAID B } \\ & \text { Dec. } 31 \end{aligned}$ | Full 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 |  |  |  |

BUSINESS: Gentex Corporation manufactures automatic-dimming
automotive rearview mirrors. Its Night Vision Safety mirrors use
sensors and electronic circuitry to detect glare from trailing ap-
proaching vehicles at night, and darken accordingly to protect the
driver's vision. Sells to most of the major automakers (has 3 cus-
tomers who accounted for 10\% or more of 2013 total sales). Inter-
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 $\$ 15 \mathrm{million}$, to $\$ 1.365$ billion, while leaving our bottom-line estimate unchanged at $\mathbf{\$ 1 . 8 5}$ 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 $\$ 150$ mil lion in revenue for the year. The company
national sales represent $66 \%$ of 2013 sales. Also makes commercial fire protection products. Has approximately 3,800 employees. Officers and directors own 3.6\% of common stock, including 3.1\% 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.
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
in late July.
(B) Payments typically made in late January, April, July, and October.

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

