

| 1999 | 2000 | 2001 | 2002 | 2003 | 2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| . 89 | 1.00 | 1.03 | 1.30 | 1.52 |  |
| . 25 | . 28 | . 27 | . 34 | 41 |  |
| . 22 | . 23 | . 22 | . 28 | . 34 |  |
|  |  |  |  | . 04 |  |
| . 07 | . 07 | 15 | . 11 | . 07 |  |
| 1.08 | 1.35 | 1.59 | 1.88 | 2.25 |  |
| 293.65 | 297.16 | 300.69 | 304.89 | 308.16 |  |
| 27.9 | 29.1 | 30.7 | 26.2 | 24.5 |  |
| 1.59 | 1.89 | 1.57 | 1.43 | 1.40 |  |
|  |  |  |  | .4\% |  |
| CAPITAL STRUCTURE as of 12/31/14 |  |  |  |  |  |
| Total Debt $\$ 265.6$ mill. Due in $5 \mathrm{Yrs} \$ 210.0$ mill |  |  |  |  |  |
| LT Debt $\$ 258.1$ mill. Lt Interest $\$ 20.0$ mill. |  |  |  |  |  |
| Leases, Uncapitalized $\$ 1.6$ mill. |  |  |  |  |  |
| Pfd Stock None |  |  |  |  |  |
| Common Stock 295,281,110 shs. as of $2 / 2 / 15$ |  |  |  |  |  |
| MARKET CAP: $\$ 5.2$ billion (Large Cap) |  |  |  |  |  |


| CURRENT POSITION (SMILL.) | ON 2012 | 2013 | 3 12/31/1 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 389.7 | 309.6 | $6 \quad 497.4$ |
| Receivables | 109.6 | 143.0 | 0168.0 |
| Inventory (FIFO) | 159.9 | 120.1 | 1141.8 |
| Other | 85.5 | 28.5 | $5 \quad 49.4$ |
| Current Assets | 744.7 | 601.2 | 2856.6 |
| Accts Payable | 43.2 | 56.5 | 71.5 |
| Debt Due |  | 7.5 |  |
| Other | 44.8 | 56.0 | $0 \quad 54.4$ |
| Current Liab. | 88.0 | 120.0 | $0 \quad 133.4$ |
| ANNUAL RATES of change (per sh) |  |  | d'1 |
| Sales (persh) | 11.5\% | 12.0\% |  |
| "Cash Flow" | 9.0\% | 12.5\% | 12.0\% |
| Earnings | 9.0\% | 14.0\% | 12.0\% |
| Dividends | 7.5\% | 5.5\% | 7.5\% |
| Book Value |  | 9.0\% | 9.5\% |


| Book Value |  | \% 9.0\% |  |  | 9.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cal-endar | QUARTERLY SALES (\$ mill.) |  |  |  | Full |
|  | Mar 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 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 | 338.5 | 350.9 | 350.4 | 1375.5 |
| 2015 | 365 | 375 | 380 | 390 | 1510 |
| 2016 | 400 | 415 | 420 | 435 | 1670 |
| Cal- | $\underset{\text { Mar. } 31}{\text { EAF }}$ | $\begin{aligned} & \text { RNINGS PE } \\ & \text { Jun. } \end{aligned}$ | Ser SHARE | $\begin{aligned} & \text { EA } \\ & \text { Dec. } 31 \end{aligned}$ | Full |
| 2012 | . 16 | . 14 | . 15 | . 15 | . 60 |
| 2013 | . 17 | . 18 | . 19 | . 24 | . 78 |
| 2014 | . 23 | . 26 | . 25 | . 24 | . 98 |
| 2015 | . 25 | . 26 | . 27 | . 27 | 1.05 |
| 2016 | . 28 | . 28 | . 29 | . 30 | 1.15 |
|  | QUAR | TERLY DIV | VIDENDS P | PAID ${ }^{\text {B }}$ | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2011 | . 06 | . 06 | . 06 | . 06 | 24 |
| 2012 | . 065 | . 065 | . 065 | . 065 | . 26 |
| 2013 | . 07 | . 07 | . 07 | . 07 | . 28 |
| 2014 | . 07 | . 08 | . 08 | . 08 | . 31 |
| 2015 | . 08 |  |  |  |  |

BUSINESS: Gentex Corporation manufactures automatic-dimming automotive rearview mirrors. Its Night Vision Safety mirrors use sensors and electronic circuitry to detect glare from trailing approaching vehicles at night, and darken accordingly to protect the driver's vision. Sells to most of the major automakers (has 4 customers who each accounted for $10 \%$ or more of 2014 total sales).
Gentex finished 2014 with mixed results. While sales during the fourth quarter rose $7 \%$ from a year ago, they were nearly $\$ 20$ million below our projection. The shortfall was due to end-of-year inventory adjustments at certain tier-one auto customers. Gross margins narrowed due to higher-than-expected manufacturing costs related to new technology launches. Also weighing on margins was management's inability to leverage fixed overhead costs because of lower-than-anticipated sales levels, as well as annual customer price reductions. These factors more than offset favorable purchasing cost reductions and an improved product mix. As a result share net for the period matched the prioryear tally of \$0.24.
We have lowered our 2015 top- and bottom-line estimates by $\$ 15$ million and a nickel per share, respectively, to $\$ 1.51$ billion and $\$ 1.05$. While management noted that the aforementioned end-of-year inventory adjustments at several tier-one auto customers are not expected to drag into the new year, we still think some of the company's primary markets will remain sluggish. Gentex looks for

International sales represent 68\% of 2014 sales. Also makes commercial fire protection products. Has approximately 4,200 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.

2015 total light-vehicle production in Europe to remain flat, while volumes in Japan and Korea will probably decline roughly 4\%. This is noteworthy because, despite the anticipated modest increase in volumes in North America, roughly twothirds of Gentex's sales are to international customers. However, we think the company will still be able to grow sales around $10 \%$, driven by solid demand for its interior and exterior auto-dimming rearview mirrors. New products, including its Full Display Mirror, which uses a custom, externally mounted camera and mirrorintegrated video display to optimize a vehicle's rearward view, should also support growth.
Shares of Gentex are ranked to track the broader market averages in the coming six to 12 months. While some of the company's markets remain challenging, we think demand for its core auto dimming mirrors should drive decent profitability during this time frame. Over the 3- to 5 -year period, the stock offers worthwhile price appreciation potential at the recent quotation.
I ason Dalavagas
March 20, 2015

[^0]| Company's Financial Strength | B++ |
| :--- | ---: |
| Stock's Price Stability | 25 |
| Price Growth Persistence | 65 |
| Earnings Predictability | 40 |


[^0]:    A) Diluted ear
    in late April.
    (B) Payments typically made in late January April, July, and October.

