1 VISUAL ANALYSIS of Sales, Earnings, and Price

Symbol: GNTX

<table>
<thead>
<tr>
<th>FY 2018 Q2</th>
<th>Sales ($M)</th>
<th>Earnings Per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latest Quarter</td>
<td>455</td>
<td>0.40</td>
</tr>
<tr>
<td>Year Ago Quarter</td>
<td>443</td>
<td>0.31</td>
</tr>
<tr>
<td>Percentage Change</td>
<td>2.7%</td>
<td>29.0%</td>
</tr>
</tbody>
</table>

(1) Historical Sales Growth 13.9%  
(2) Estimated Future Sales Growth 6.0%  
(3) Historical Earnings Per Share Growth 22.8%  
(4) Estimated Future Earnings Per Share Growth 7.0%
This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

5-Year Potential

A)
B)
C)
D)
E)

This shows how stock prices have fluctuated with earnings and dividends. It is building block for translating earnings into future stock prices.

Evaluating Risk and Reward over the Next 5 Years

Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.

A) High Price - Next 5 Years

B) Low Price - Next 5 Years

C) Zoning

D) Upside Downside Ratio (Potential Gain vs. Risk or Loss)

E) Price Target

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

A) Indicated Annual Dividend

B) Average Yield - Using Forecast High P/E

C) Compound Annual Return - Using Forecast High P/E

D) Average Yield - Using Forecast Average P/E

E) Compound Annual Return - Using Forecast Avg P/E

Gentex