



INVESTOR OVERVIEW - 2021

JULY 23, 2021

GENTEX
CORPORATION



SAFE HARBOR FOR FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The statements contained in this communication that are not purely historical are forward-looking statements. Forward-looking statements give the Company's current expectations or forecasts of future events. These forward-looking statements generally can be identified by the use of words such as "anticipate," "believe," "could," "estimate," "expect," "forecast," "future," "goal," "guidance," "hope," "intend," "may," "optimistic," "plan," "poised," "predict," "project," "should," "strategy," "target," "will," and variations of such words and similar expressions. Such statements are subject to risks and uncertainties that are often difficult to predict and beyond the Company's control, and could cause the Company's results to differ materially from those described.

These risks and uncertainties include, without limitation: changes in general industry or regional market conditions; changes in consumer and customer preferences for our products (such as cameras replacing mirrors and/or autonomous driving); our ability to be awarded new business; continued uncertainty in pricing negotiations with customers; loss of business from increased competition; changes in strategic relationships; customer bankruptcies or divestiture of customer brands; fluctuation in vehicle production schedules (including the impact of customer employee strikes); changes in product mix; raw material and other supply shortages; supply chain disruptions; our dependence of information systems; higher raw material, fuel, energy and other costs; unfavorable fluctuations in currencies or interest rates in the regions in which we operate; costs or difficulties related to the integration and/or ability to maximize the value of any new or acquired technologies and businesses; changes in regulatory conditions; warranty and recall claims and other litigation and customer reactions thereto; possible adverse results of pending or future litigation or infringement claims; changes in tax laws; import and export duty and tariff rates in or with the countries with which we conduct business; negative impact of any governmental investigations and associated litigation including securities litigation relating to the conduct of our business; the length and severity of the COVID-19 (coronavirus) pandemic, including its impact across our business on demand, operations, and the global supply chain. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date they are made.

The Company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law or the rules of the NASDAQ Global Select Market. Accordingly, any forward-looking statement should be read in conjunction with the additional information about risks and uncertainties identified under the heading "Risk Factors" in the Company's latest Form 10-K and Form 10-Q filed with the SEC, which risks and uncertainties now include the impacts of COVID-19 (coronavirus) pandemic that has affected, and will continue to affect, general economic and industry conditions, customers, suppliers, and the regulatory environment in which the Company operates. Includes content supplied by IHS Markit Light Vehicle Production Forecast of July 16, 2021 (<http://www.gentex.com/forecast-disclaimer>).

2020 PERFORMANCE

\$1.68B

Revenue

15.6%

Annual Tax Rate

35.9%

Gross Margin Performance

\$51.7M

Capital Expenditures

\$205.9M

Operating Expenses
(E, R&D and S, G&A)

\$104.7M

Depreciation &
Amortization



RETURN TO SHAREHOLDERS - 2020

\$0.48

Dividend Per Share

\$117.2M

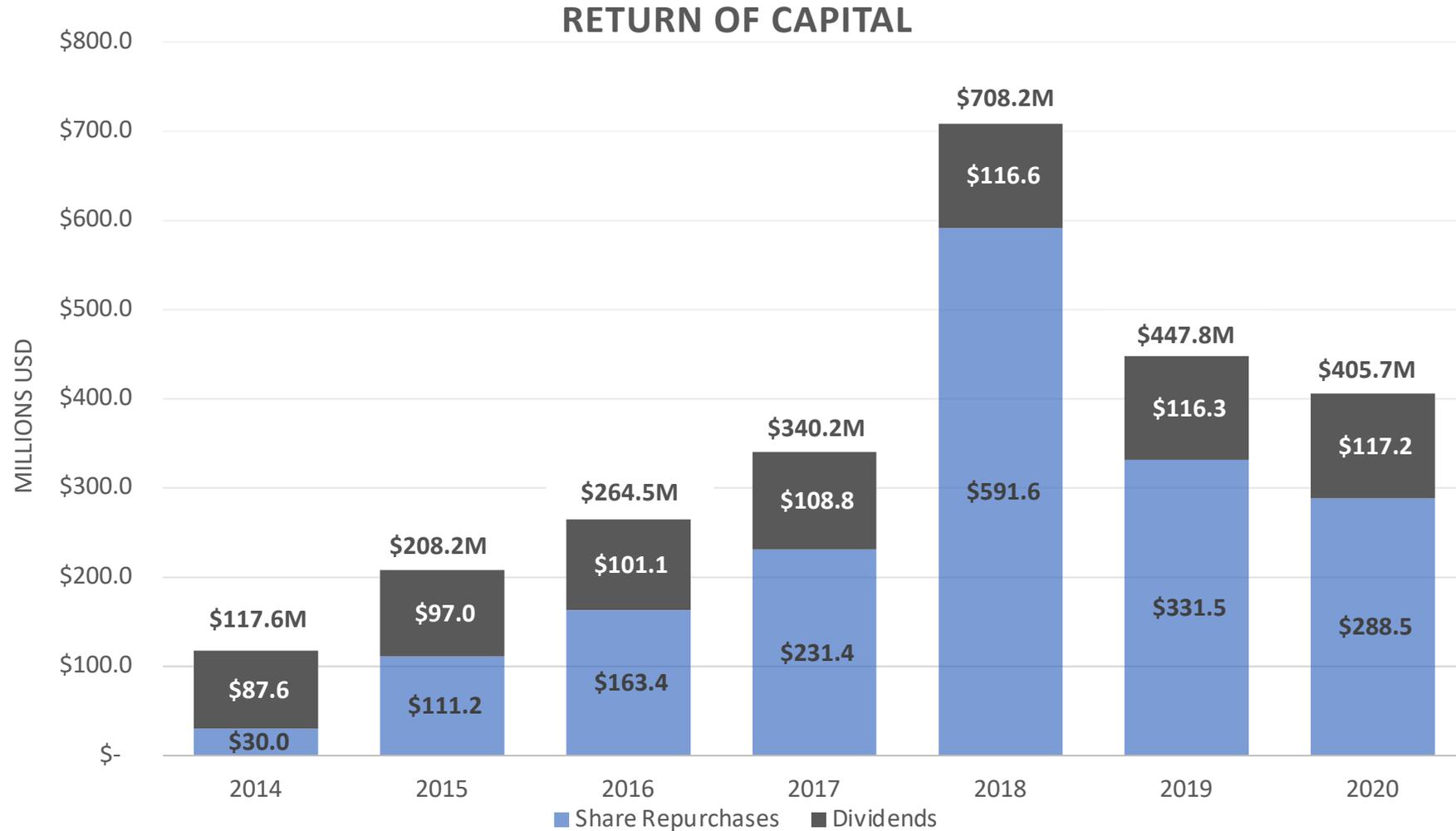
Dividends Paid

10.6M

Shares Repurchased

\$288.5M

Share Repurchases



CAPITAL ALLOCATION STRATEGY

- Utilizing Free Cash Flow
 - Capital Expenditures
 - Dividends
 - Dividend Increase +4% - \$.48 per year (March 2020)
 - Repurchases
 - Additional 25M share authorization (Aug 2021)
 - M&A



ACQUISITIONS/PARTNERSHIPS

- Targets
 - Align with our core competencies
 - Unique/proprietary technology or capabilities
 - Extends product portfolio or market opportunities
- Recent Acquisitions/Partnerships
 - Mayo Clinic – Partnership – 2019
 - PayByCar – Partnership – 2020
 - RetiSpec – Partnership – 2020
 - Simplenight – Partnership – 2020
 - Vaporsens – Acquired – 2020
 - Argil – Acquired – 2020
 - Air-Craftglass – Acquired – 2020
 - Guardian – Acquired 2021



SECOND HALF 2021 GUIDANCE

Updated July 23, 2021

\$970 – 1.07B

Revenue

16 – 18%

Annual Tax Rate

37.5 – 38.5%

Gross Margin

\$50 – 60M

Capital Expenditures

\$105 – 110M

Operating Expenses
(E, R&D and S, G&A)

\$54 - 59M

Depreciation & Amortization

2022 GUIDANCE

Updated July 23, 2021

10-15% Revenue

Growth above 2021



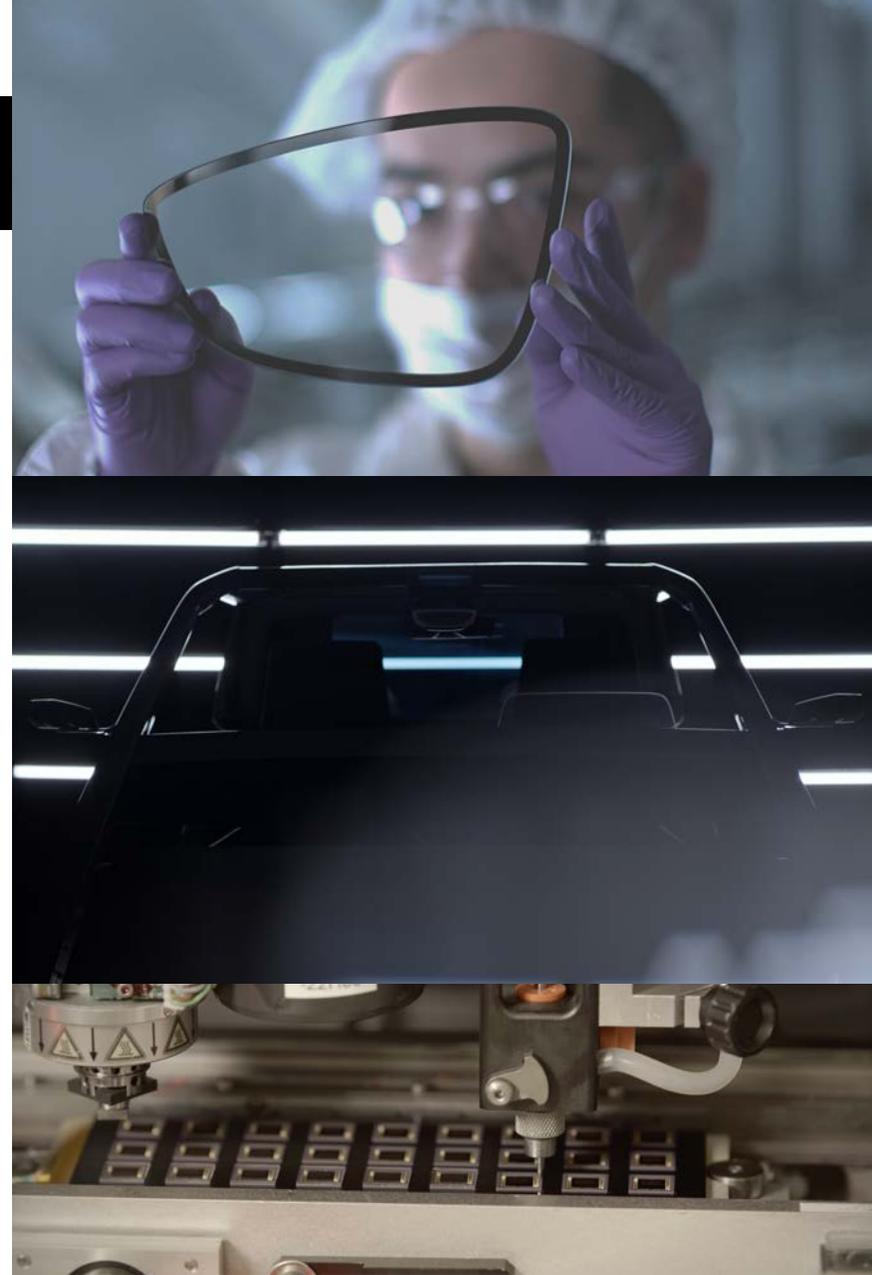
CORE COMPETENCIES

- Electronics & Microelectronics
- Vision Systems, Cameras, & Optics
- Software Design
- Chemistry & Coatings
- Automated Assembly
- Glass Processing



COMPETITIVE ADVANTAGES

- Distinct Products and Locations
- Superior Quality
- Strong Intellectual Property
- Dominant Market Share
- Unique Fusion of Technologies

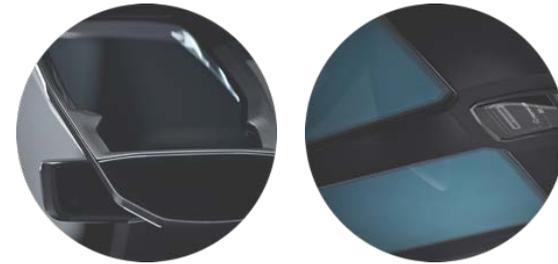


OUR TECHNOLOGY STRATEGY

VISION SYSTEMS



DIMMABLE DEVICES



CONNECTIVITY & SENSING



VISION SYSTEMS

- Strategy
 - Continue our long tradition of mirror growth in emerging markets while benefiting from digital content opportunities in developed regions
- Core Competencies / Competitive Advantages
 - Electronics & Microelectronics
 - Software Design
 - Chemistry & Coatings
 - Glass Processing
 - Distinct Products and Location
 - Unique Fusion of Technologies
- Execution
 - Auto Dimming Mirrors - IEC and OEC
 - Camera Systems - SmartBeam
 - Combination of Cameras and Displays
 - Rear Camera Display (RCD)
 - Full Display Mirror (FDM)
 - Camera Monitoring Systems (CMS)



VISION SYSTEMS

- Updates/News Releases
 - May 27, 2021 - Toyota Launches FDM with In-Mirror Drive Recorder
 - [\[Link\]](#)
 - Updated FDM Website – shows capabilities and launched platforms
 - [\[Link\]](#)
 - CES 2020 - CMS and FDM Updates
 - [\[Link\]](#)
- Key Updates
 - Launch of DVR Platform with Toyota
 - Shipped 1.05M units of FDM in 2020
 - Hybrid and fully digital FDM and CMS prototypes and products
 - Integrated in-vehicle payment, authorization, home automation and connectivity products and concepts



CONNECTIVITY

- Strategy
 - Combine existing HomeLink RF technology with cloud-based functionality and transactional capability to provide car-to-home and car-to-infrastructure solutions.
- Core Competencies / Competitive Advantages
 - Electronics & Microelectronics
 - Software Design
 - Strong IP
 - Unique fusion of technologies
- Execution
 - HomeLink
 - HomeLink Connect
 - Integrated Toll Module
 - Biometrics



CONNECTIVITY

- Updates/News Releases
 - May 20, 2021 - Gentex Announces Volkswagen as the First Automaker to Offer its Bluetooth®-Enabled Mirror for Home Automation
 - [\[Link\]](#)
 - June 29, 2020 – Audi Announces ITM as Standard Feature on Q5
 - [\[Link\]](#)
 - Apr 29, 2020 – Gentex wins PACE Award for ITM
 - [\[Link\]](#)
- Key Updates
 - Launch of HomeLink Connect at Volkswagen
 - Rollout of ITM at Audi continues with Q5
 - Automotive News PACE Award for ITM



DIMMABLE DEVICES

- Strategy
 - Leverage our market-leading position in dimming technology to accelerate growth in aerospace, automotive, and new markets.
- Core Competencies / Competitive Advantages
 - Chemistry & Coatings
 - Glass Processing
 - Distinct Products and Location
 - Superior Quality
 - Strong IP
 - Unique Fusion of Technologies
- Execution
 - 787 and 777x Aerospace Windows
 - Auto-dimming Mirrors
 - Large Area Dimmable Devices for Automotive



DIMMABLE DEVICES

- Updates/News Releases
 - Jan 6, 2020 – Airbus Now Offering Gentex Dimmable Aircraft Windows
 - [\[Link\]](#)
 - Jan 6, 2020 – Gentex Showcases New Dimming Technology at CES
 - [\[Link\]](#)
 - Gentex 2019 Q3 Call – Boeing 777X Shipments of Gen 3 Windows
 - [\[Link\]](#)
- Key Updates
 - Announced sourcing from Airbus
 - Showcased additional uses of dimmable glass in the automotive environment
 - Began shipping Boeing 777X parts



ESG PERFORMANCE

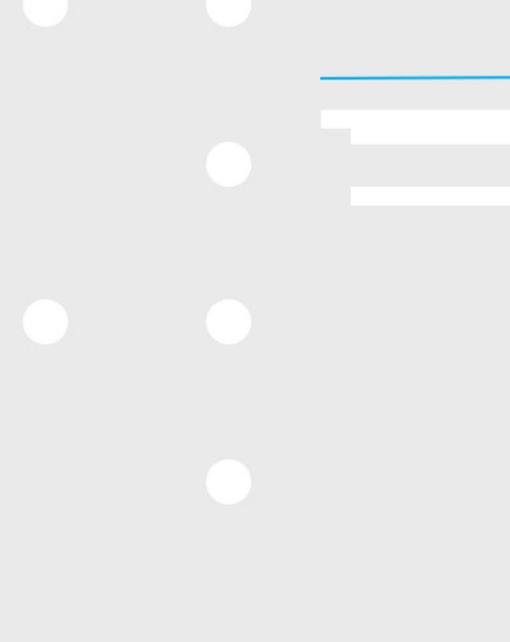
- Updates
 - 2021 Sustainability Report
 - [\[Link\]](#)
 - Sustainability Page on Gentex website
 - [\[Link\]](#)
- Key Updates
 - Updated annual data
 - New goals for carbon reduction/neutrality, landfill avoidance, and
 - New location for Environmental, Social and Governance (ESG) Resources [\[Link\]](#)





THANK YOU

FOR MORE INFORMATION VISIT [IR.GENTEX.COM](https://ir.gentex.com), [GENTEX.COM](https://gentex.com), AND [FULLDISPLAYMIRROR.COM](https://fulldisplaymirror.com)



GENTEX
CORPORATION

