



INVESTOR OVERVIEW

APRIL 2019



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," "goal," "hope," "may," "plan," "project," "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; changes in product mix; raw material shortages; 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; and negative impact of any governmental investigations and associated litigations including securities litigations relating to the conduct of our business. 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. Includes content supplied by IHS Markit Light Vehicle Production Forecast (October 16, 2018 and January 17, 2019) (www.gentex.com/forecast-disclaimer).

2018 PERFORMANCE

\$1.834B

Revenue

16.1%

Annual Tax Rate

37.6%

Gross Margin Performance

\$86M

Capital Expenditures

\$182M

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

\$102M

Depreciation &
Amortization

6%

Unit Shipment Growth

8%

Net Income Growth

2%

Revenue Growth

15%

Diluted EPS Growth



2019 GUIDANCE

\$1.83 – 1.93B
Revenue

36 – 37%
Gross Margin

\$195 – 200M
Operating Expenses
(E, R&D and S, G&A)

16 – 18%
Annual Tax Rate

\$90 – 100M
Capital Expenditures

\$105 - 115M
Depreciation & Amortization

2020
GUIDANCE

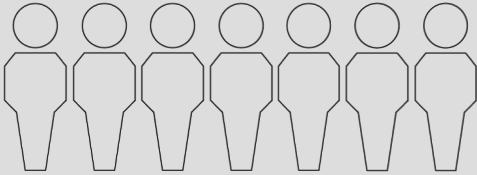
3-8% Revenue
Growth above 2019



COMPANY SNAPSHOT

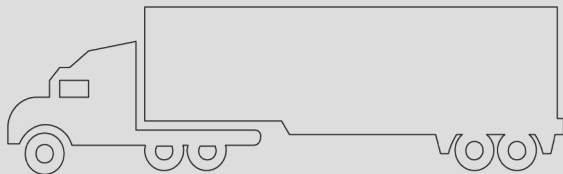


Sales and Support Offices:
United States, Germany, France, United Kingdom,
Sweden, Korea, Japan, and China



Employee Count:
5,707

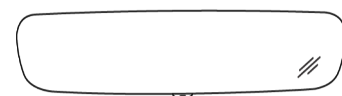
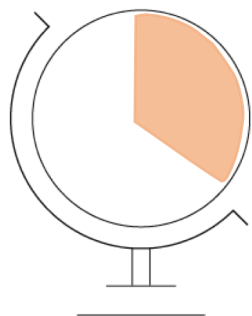
Shipping to:
30+ OEMs



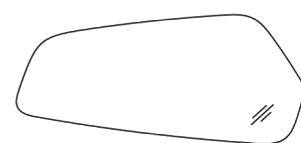
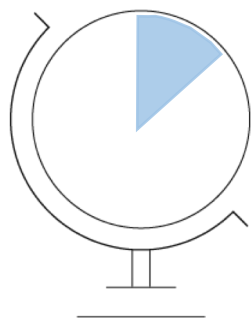
Available on:
500+ Nameplates



PRODUCT PERFORMANCE



31.3% (Global Penetration)
Interior Auto-Dimming Mirrors (IEC)



12.6% (Global Penetration)
Outside Auto-Dimming Mirrors (OEC)

AUTO-DIMMING MIRROR SHIPMENTS

(thousands)

+

29,651 IECs (+5%)
28,332 in 2017

=

11,954 OECs (+9%)
11,010 in 2017

41,605 TOTAL MIRRORS (+6%)
39,343 in 2017

RETURN TO SHAREHOLDERS

\$0.44

Dividend Per Share

\$116.6M

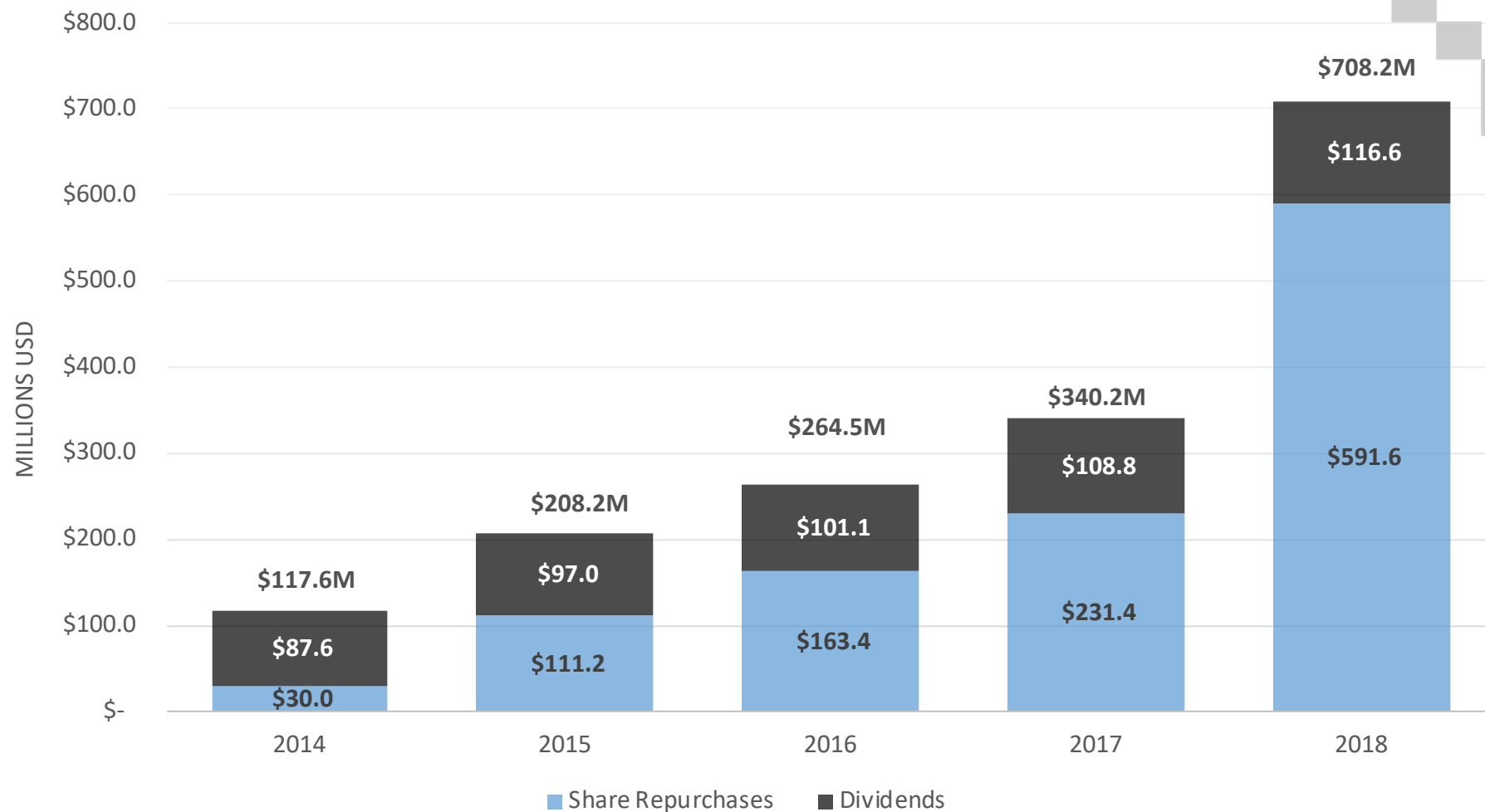
Dividends Paid

26.4M

Shares Repurchased

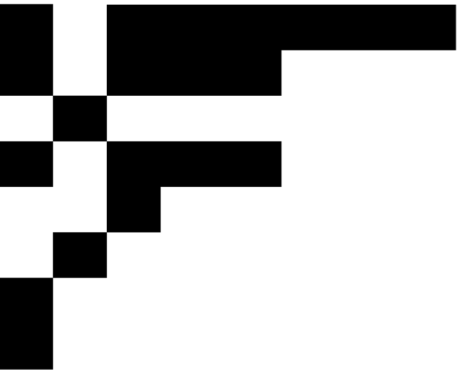
\$591.6M

Share Repurchases



CAPITAL ALLOCATION STRATEGY

- New Share Authorization- March 8, 2019
 - 25M additional share repurchase authorization
- Utilizing Free Cash Flow
 - Capital Expenditures
 - Dividends
 - Repurchases
 - M&A



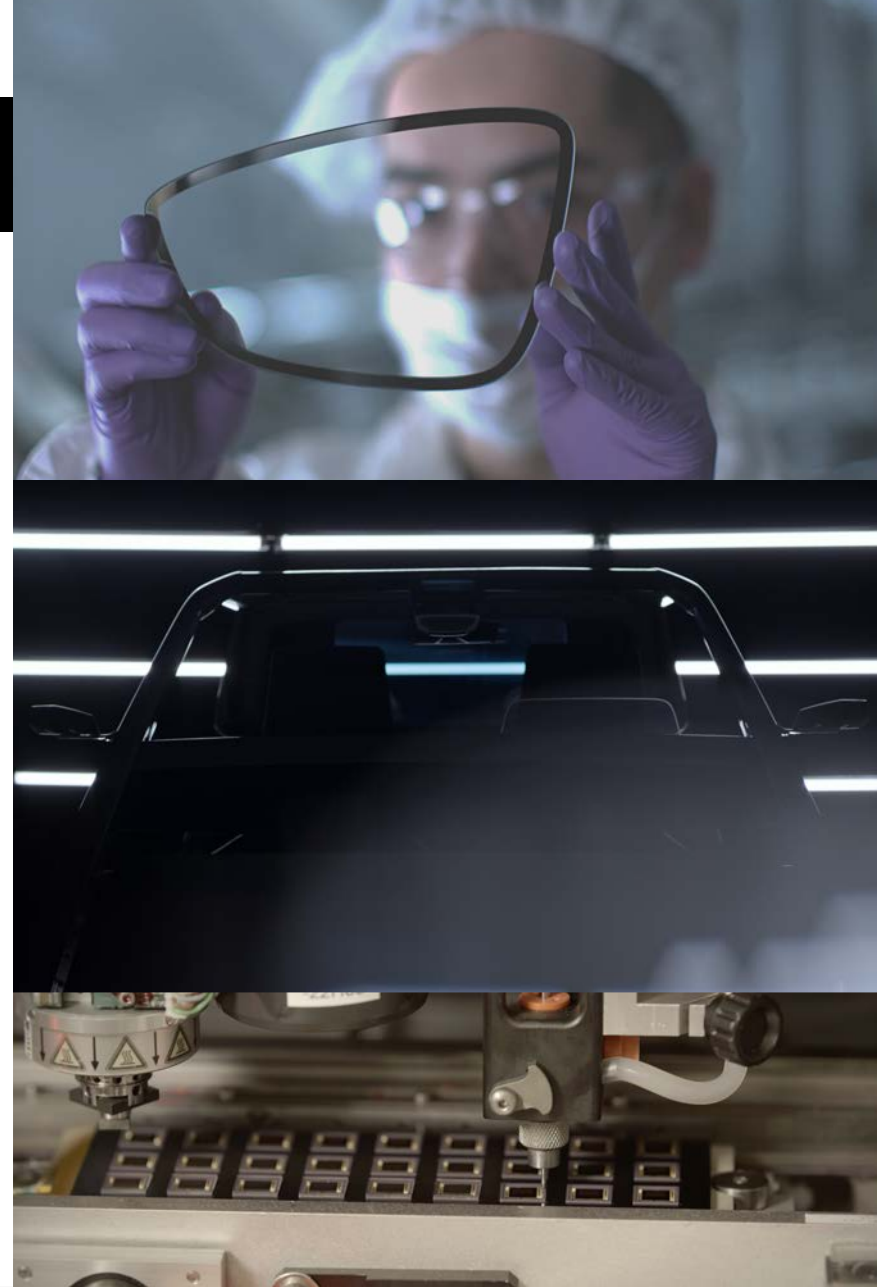
CORE COMPETENCIES

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



COMPETITIVE ADVANTAGES

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



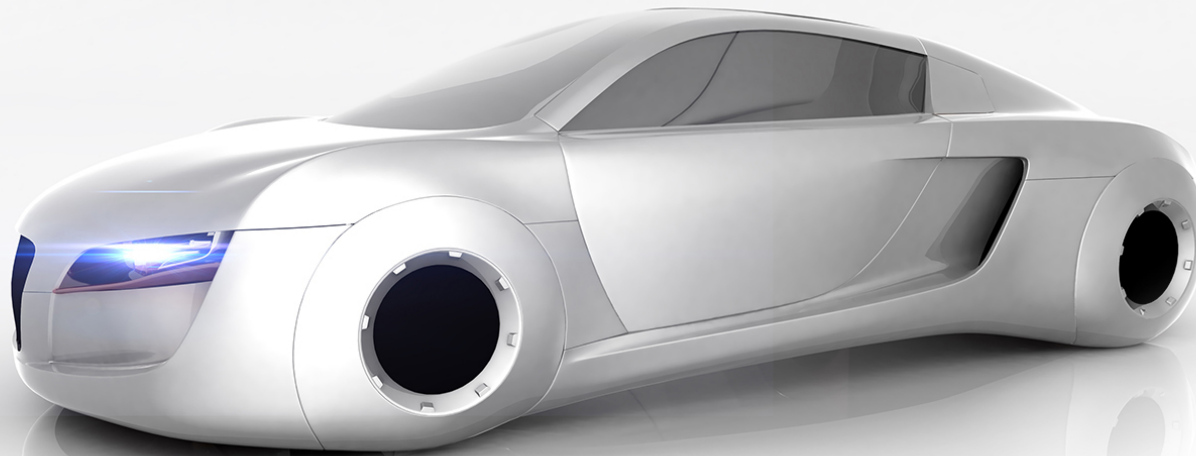
THE BEAR CASE



Cameras
replace mirrors



Apps replace
HomeLink



Autonomous cars
remove mirrors



Ride sharing reduces
vehicle sales

OUR TECHNOLOGY STRATEGY



Our hybrid vision solutions
continue to proliferate



Our connectivity solutions
grow to include new products



Autonomous cars and new industries
utilize our advanced features



Ride sharing vehicles and new verticals
create product opportunities

CAR OWNERSHIP

- From David Leiker, Baird
- “City transit authorities are seeing private vehicle ownership increase at a faster rate than population growth, despite implementing progressive public transit strategies. Even among Millennials, the generation most likely to use new transportation modes, car buying is increasing rapidly (per our estimates, at a rate of growth almost 2x the broader market).”
 - March 25, 2019



DIGITAL VISION

- Core Competencies
 - Leverages all core competencies
- Products / Features
 - Auto-dimming mirrors
 - SmartBeam
 - Rear Camera Display (RCD)
 - Full Display Mirror (FDM)
 - Camera Monitoring Systems (CMS)
- Partnerships / Investments / Acquisitions
 - Photobit



CONNECTIVITY

- Core Competencies
 - Software Design
 - Automated Assembly
- Products / Features
 - HomeLink
 - HomeLink Connect
 - Integrated Toll Module
 - Bluetooth Low Energy
- Partnerships / Investments / Acquisitions
 - HomeLink
 - Yonomi
 - TransCore
 - Visa



SENSING PRODUCTS

- Core Competencies
 - Leverages all core competencies
- Products / Features
 - Fire Protection
 - Auto-dimming mirrors
 - SmartBeam
 - Biometrics
- Partnerships / Investments / Acquisitions
 - Photobit
 - Delta ID / Fingerprint Cards AB



DIMMABLE DEVICES

- Core Competencies
 - Chemistry & Coatings
 - Glass Processing
 - Automated Assembly
- Products / Features
 - Aerospace Windows
 - Auto-dimming mirrors
 - Rear Camera Display (RCD)
 - Full Display Mirror (FDM)
 - Camera Monitoring Systems (CMS)
 - Large Area Dimmable Devices



GENTEX TECH IN THE NEWS

- CNET Reviews the Full display mirror:
 - <https://www.cnet.com/roadshow/videos/take-a-look-at-what-your-next-cars-rearview-mirror-will-do/>
- Audi's new Integrated Toll Module:
 - <https://www.cnet.com/roadshow/news/2019-audi-e-tron-integrated-toll-module/>
- In-vehicle Biometrics:
 - <https://www.freep.com/story/money/cars/mark-phelan/2018/12/22/gentex-high-tech-car-mirrors-ces/2380325002/>





THANK YOU

FOR MORE INFORMATION VISIT [GENTEXTECH.COM](https://gentex.tech)



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