



# **Q2 2026 CONFERENCE CALL SUMMARY**

# 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," "likely", "may," "opinion," "optimistic," "plan," "poised," "predict," "project," "should," "strategy," "target," "will," "work to," 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, including the impact of inflation; import and export duty and tariff rates with the countries with which we conduct business; 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 and suppliers; 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; labor shortages, supply chain constraints and disruptions; our dependence on 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; negative impact of any governmental investigations and associated litigation, including securities litigation relating to the conduct of our business; and force majeure events. 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 include, tariffs and supply chain constraints that have affected, are affecting 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 Mobility Global Light Vehicle Production Forecast of July 16, 2026 (<http://www.gentex.com/forecast-disclaimer>).

# 2026 Q2 HIGHLIGHTS

- Net sales: \$651.3 million
- Gross margin: 37%
- Income from operations:
  - GAAP \$141.3 million
  - Non-GAAP: \$141.7 million
- Net income attributable to Gentex:
  - GAAP: \$114.7 million
  - Non-GAAP: \$122.9 million
- Earnings per diluted share attributable to Gentex:
  - GAAP: \$0.54
  - Non-GAAP: \$0.58
- Shares repurchased in the quarter: 2.7 million
  - \$66 million in repurchases

# 2026 GUIDANCE\*

**\$2.65 – 2.75B (Unchanged)**  
Revenue

**34.5 – 35.5% (Prev 34 – 35%)**  
Gross Margin

**\$405 – 415M (Prev \$410 – 420M)**  
Operating Expenses (E, R&D and S, G&A)  
(Excluding Severance and Impairments)

**16 – 17% (Prev 16 – 18%)**  
Annual Tax Rate

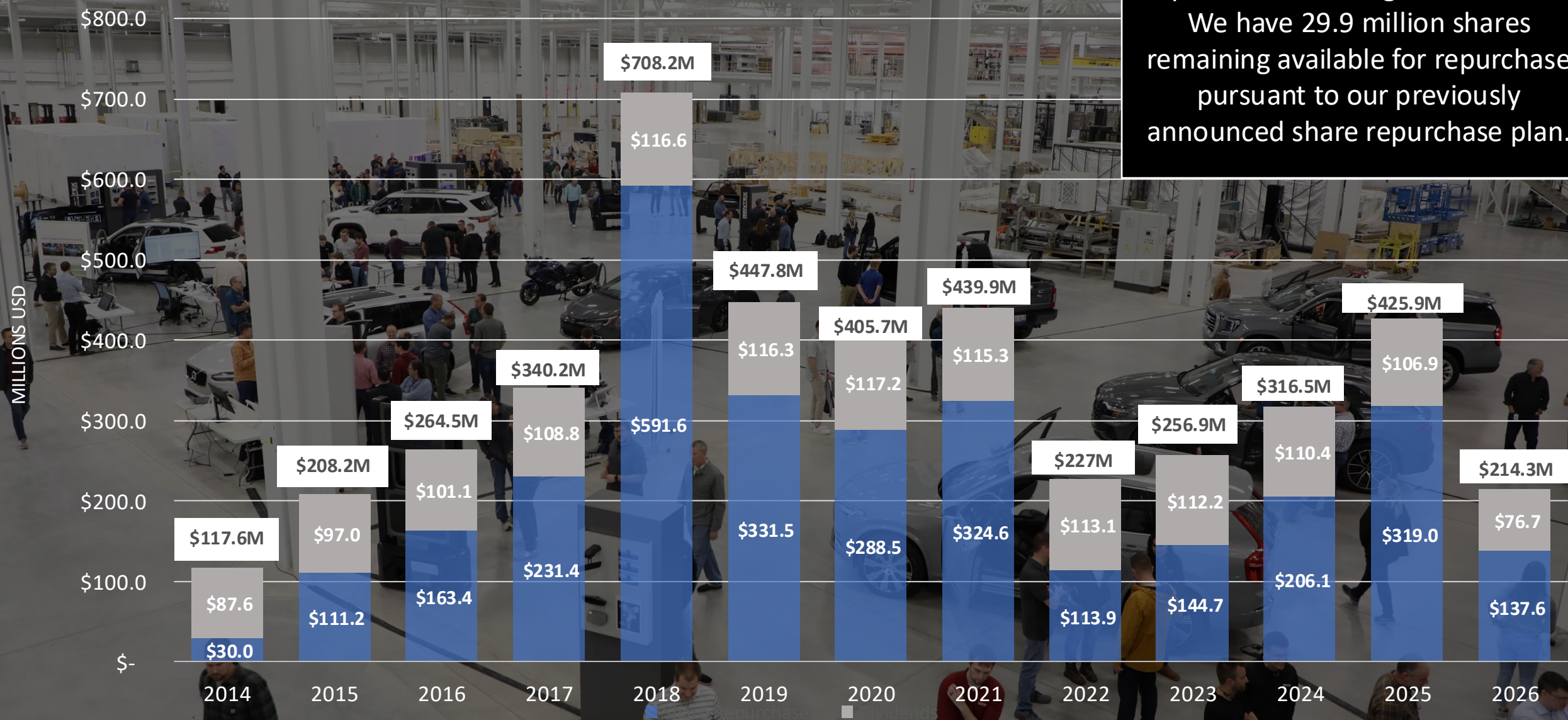
**\$115 – 125M (Prev \$125 – 140M)**  
Capital Expenditures

**\$100 – 110M (unchanged)**  
Depreciation & Amortization

**2027 REVENUE GUIDE\***  
**\$2.8 – 2.9B (Prev. 2.75 - 2.85B)**

\*Updated July 24, 2026

# RETURN TO SHAREHOLDERS



In Q2, we bought back 2.7 million shares at an average price of \$24.48 per share, totaling \$66 million.

We have 29.9 million shares remaining available for repurchase pursuant to our previously announced share repurchase plan.

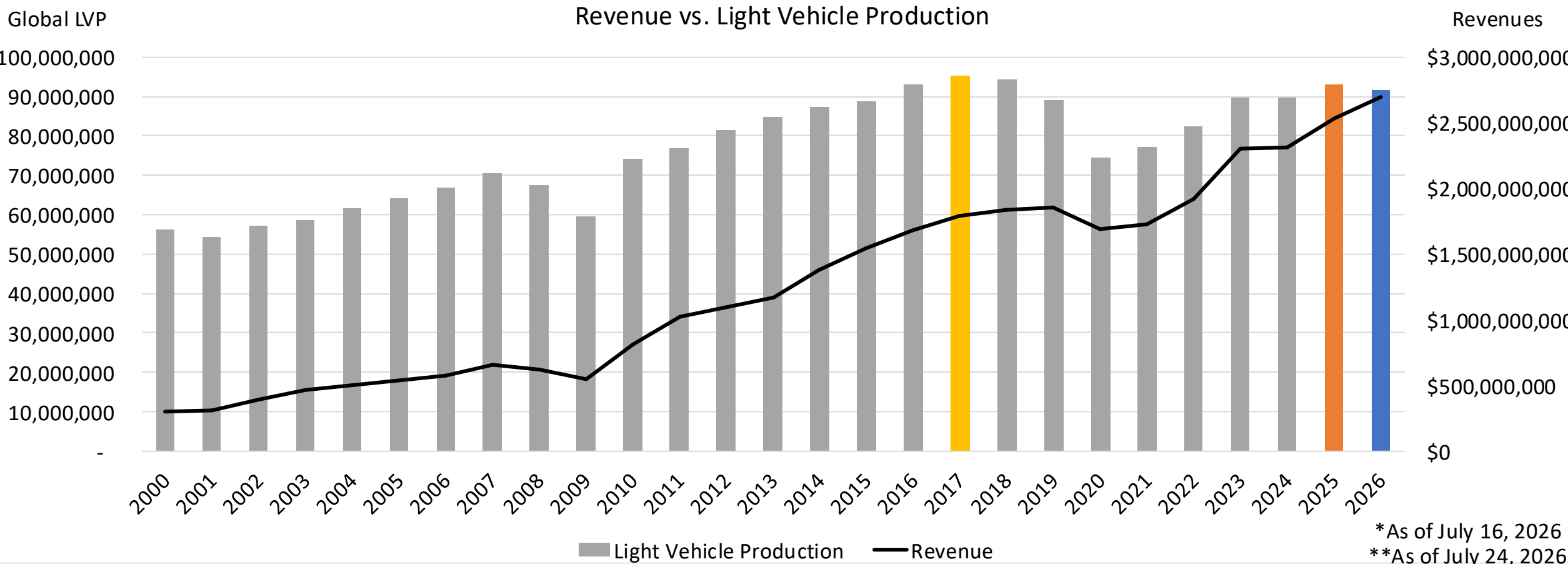
\*As of July 24, 2026

# GROWTH THROUGH FEATURES AND CONTENT, NOT LVP

**2017** 95.1M Vehicles Globally  
28M China (29.4%)  
\$1.79B Revenue

**2025** 93.1M Vehicles Globally  
33.1M China (35.6%)  
\$2.53B Revenue

**2026** 91.1M Vehicles Globally\*  
31.6M China (34.7%)\*  
\$2.65-2.75B Revenue\*\*



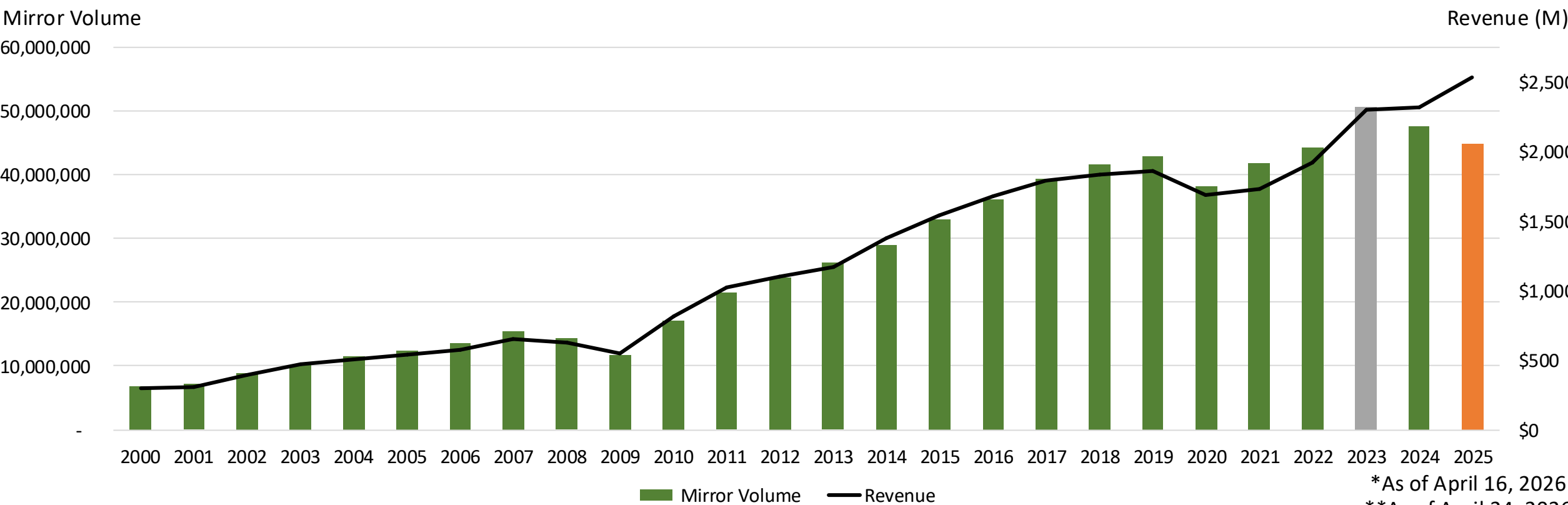
\*As of July 16, 2026

\*\*As of July 24, 2026

# MARKET SHARE IS NOT THE ONLY METRIC

- Headwinds in volume due to China and EU vehicle pricing competition
- Advanced feature mirrors drive revenue growth

|      |                                          |      |                                           |
|------|------------------------------------------|------|-------------------------------------------|
| 2023 | 31.7M IEC<br>18.8M OEC<br>\$2.3B Revenue | 2025 | 28.6M IEC<br>16.2M OEC<br>\$2.53B Revenue |
|------|------------------------------------------|------|-------------------------------------------|

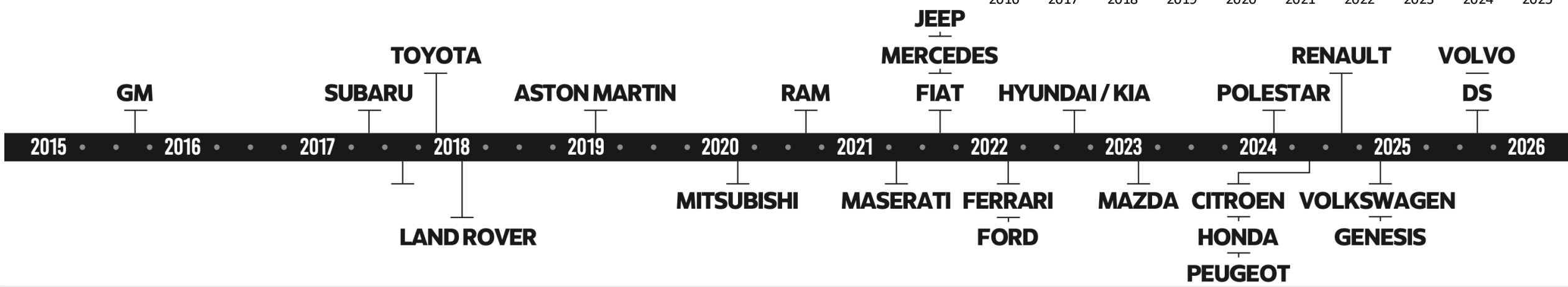
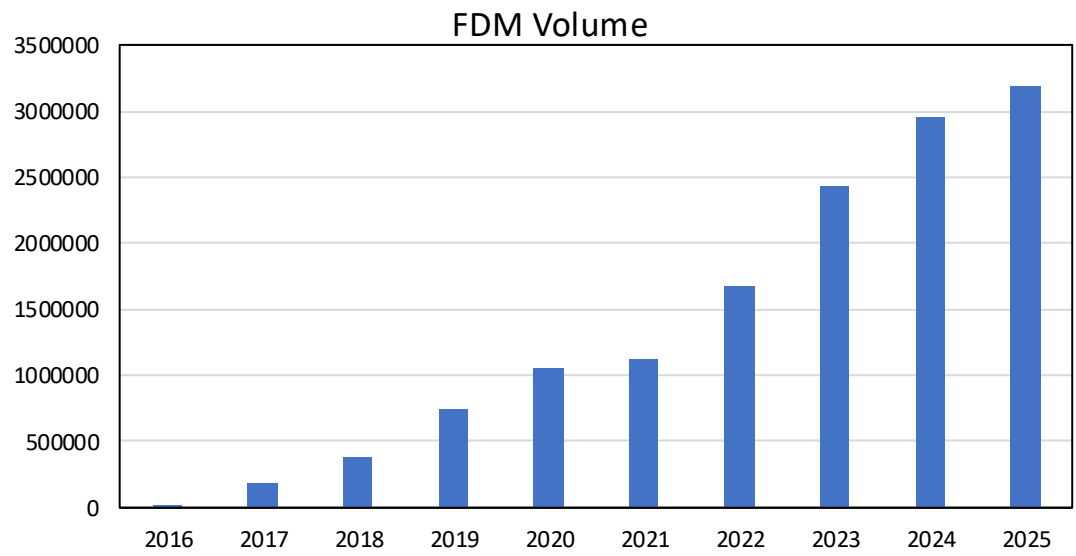


\*As of April 16, 2026

\*\*As of April 24, 2026

# FULL DISPLAY MIRROR GROWTH

- Combines digital and traditional mirrors to enhance driver visibility and OEM profitability
- Industry-leading visibility solution
  - 3.19M units in 2025 (+7% from 2024)
  - 17 new model launches in 2025
  - On 22 brands and 140+ vehicle models
  - Shipping +200-400k units in 2026



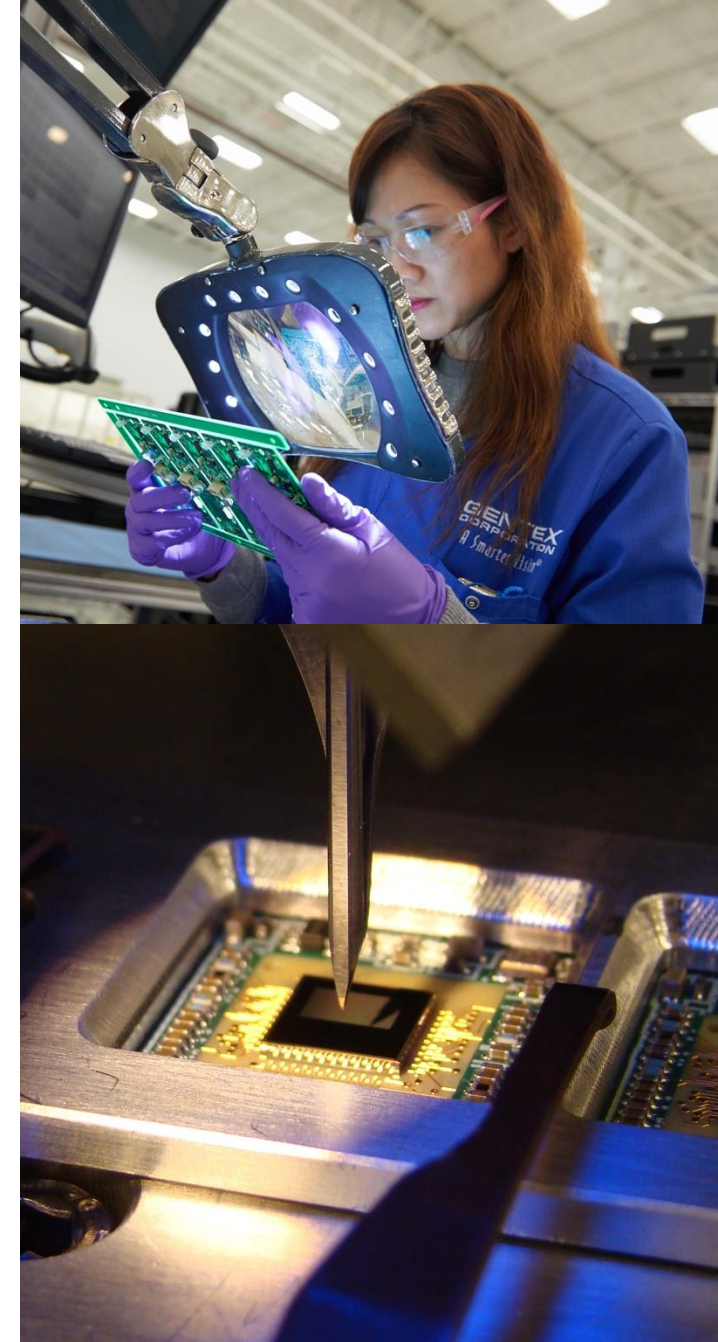
# DRIVER AND IN-CABIN MONITORING

- Provides a scalable multi-function driver and cabin monitoring system to enable autonomous driving and enhance safety
- Camera located in the mirror either behind the glass or below the glass – depending on other content
- Launched with Rivian, Volvo, Polestar, Hyundai/Kia, and BMW
- 2026 revenue estimates - \$40-60M
- 2027 revenue estimates - \$80-100M
- Future product advances could provide cognitive state recognition, impairment detection, vital signs monitoring and post-crash communications



# ADVANCED ELECTRONIC MANUFACTURING

- Increased interest from existing customers on US-focused electronics manufacturing and assembly
- Vertically integrated to manufacture our own cameras and sensors, populate circuit boards
- Gentex currently populates 40+ million PCBs annually
- Macro- and geopolitically influenced, but not dependent
- Initial targets on control modules, limited capital requirements to support first programs, and low capital-to-revenue requirements on follow-on programs
- First programs launching Late '28/Early '29



# MOROCCO MANUFACTURING FACILITY

- Increased interest from existing customers outside of US, focused on localizing supply chain
- Defensive play with growth opportunities
- Geopolitically influenced but not dependent
- Similar to our operations in China, we will focus on final assembly, with auto-dimming mirror elements being manufactured in the US (freight cost reduction due to smaller shipped items rather than whole mirrors)
- Sourcing labor, plastics, metals, wiring, etc. locally
- Modest capital requirement, with potential to ship existing equipment from other locations

