# SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549

FORM 10-Q

EXCHANGE ACT OF 1934 FOR TH	O SECTION 13 OR 15(d) OF THE SECURITIES E QUARTERLY PERIOD ENDED JUNE 30, 1996, OR TO SECTION 13 OR 15(d) OF THE SECURITIES E TRANSITION PERIOD FROM TO
00000700700 5715 NO 0 40005	
COMMISSION FILE NO. 0-10235	
	TEX CORPORATION rant as specified in its charter)
MICHIGAN (State or other jurisdiction of incorporation or organization)	38-2030505 (I.R.S. Employer Identification No.)
600 N. CENTENNIAL, ZEELAND, MIC (Address of principal executive o	
	616) 772-1800 one number, including area code)
(Former name, former address and	former fiscal year, if changed since last report)
required to be filed by Section 13 1934 during the preceding 12 month	registrant (1) has filed all reports or 15(d) of the Securities Exchange Act of s (or for such shorter period that the ch reports), and (2) has been subject to such 9 days.
Yes x No	
	O IN BANKRUPTCY PROCEEDINGS DURING THE
reports required to be filed by Se	registrant has filed all documents and ctions 12, 13 or 15(d) of the Securities the distribution of securities under a plan
APPLICABLE ONLY TO CORPORATE USERS	:
Indicate the number of shares outs common stock, as of the latest pra	tanding of each of the issuer's classes of cticable date.
Class	Shares Outstanding at July 16, 1996

Common Stock, \$0.06 Par Value 34,498,244

Exhibit Index located at page 10

## PART I. FINANCIAL INFORMATION

## ITEM 1. CONSOLIDATED FINANCIAL STATEMENTS

GENTEX CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS

At June 30, 1996 and December 31, 1995

## **ASSETS**

	June 30, 1996	December 31, 1995
CURRENT ACCETO		
CURRENT ASSETS Cash and cash equivalents	\$ 20,205,685	\$ 14,115,041
Short term investments	18,143,041	20,162,189
Accounts receivable, net	17,592,916	14,706,156
Inventories	6,577,947	5,735,519
Prepaid expenses and other	684,038	1,342,640
Total current assets	63,203,627	56,061,545
PLANT AND EQUIPMENT - NET	26,509,856	18,942,115
OTHER ASSETS		
Long-term investments	36,063,852	32,146,422
Patents and other assets, net	2,148,366	2,093,439
Total other assets	38,212,218	34,239,861
Total assets	\$127,925,701	\$109,243,521
Total assets	\$127,925,701 ========	\$109,243,321 ========
LIABILITIES AND SHAREHOLDERS		
CURRENT LIABILITIES	ф 10 170 100	Ф Б 422 СБО
Accounts payable Accrued liabilities	\$ 10,172,189 5,718,662	\$ 5,422,658 8,627,409
Accided Habilities		
Total current liabilities	15,890,851	14,050,067
DEFERRED INCOME TAXES	1,057,493	521,674
DEFERRED INCOME TAXES	1,037,433	321,014
SHAREHOLDERS' INVESTMENT		
Common stock	2,069,895	1,013,752
Additional paid-in capital	42,021,136	37,128,320
Other shareholder's equity	66,886,326	56,529,708
Total shareholders' investment	110,977,357	94,671,780
Total liabilities and		
shareholders' investment	\$127,925,701	\$109,243,521
	=========	=========

See accompanying notes to condensed consolidated financial statements.

## GENTEX CORPORATION AND SUBSIDIARIES

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME

	Three Months Ended June 30		Six Months Ended June 30	
		1995	1996	
NET SALES	\$38,672,711	\$26,020,719	\$74,580,794	\$52,063,687
COST OF GOODS SOLD	24,181,145	15,947,030	46,559,097	31, 373, 435
Gross profit	14,491,566	10,073,689	28,021,697	20,690,252
OPERATING EXPENSES:				
Research and development	1,907,698	1,530,822	3,634,932	2,919,372
Selling, general & administrative Patent settlement	Θ	3,344,416 0	6,370,011 4,000,000	0
Total operating expenses		4,875,238	14,004,943	
Income from operations	9,855,861	5,198,451	14,016,754	11,357,580
OTHER INCOME (EXPENSE) Interest and dividend income Other, net	768,705 (282)	686,720 (9,735)	1,583,980 17,199	1,313,937 52,101
Total other income		676,985	1,601,179	1,366,038
Income before provision for federal income taxes		5,875,436		12,723,618
PROVISION FOR FEDERAL INCOME TAXES	3,400,000	1,879,000	5,048,000	4,140,000
NET INCOME	\$ 7,224,284 ========	\$ 3,996,436 ======	\$10,569,933	\$ 8,583,618 =======
EARNINGS PER SHARE	\$0.20	\$0.12	\$0.30	\$0.25
WEIGHTED DAILY AVERAGE OF COMMON STOCK OUTSTANDING	35,606,575	34,164,904	35,214,307	34,149,390

See accompanying notes to condensed consolidated financial statements.

## GENTEX CORPORATION AND SUBSIDIARIES

# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Six Months Ended June 30, 1996 and 1995

	1996	1995
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income Adjustments to reconcile net income to net cash provided by operating activities-	\$10,569,933	\$ 8,583,618
Depreciation and amortization Gain on disposal of equipment	1,990,480 (81)	1,588,834 (9,040)
Deferred income taxes Amortization of deferred compensation Change in assets and liabilities:	1,372,259 235,200	(9,040) 655,379 147,299
Accounts receivable, net Inventories	(2,886,760) (842,428)	(1,096,358) (21,646)
Prepaid expenses and other Accounts payable Accrued liabilities	(177,838) 4,749,531 (2,908,747)	(1,636,336) (21,646) (124,168) 1,804,420 211,388
Net cash provided by operating activities		
	12,101,549	
CASH FLOWS FROM INVESTING ACTIVITIES:  Decrease (Increase) in short-term investments  Plant and equipment additions	2,019,148 (9,465,242)	(7,536,507) (2,279,044)
Proceeds from sale of plant and equipment Decrease (Increase) in long-term investments Increase in other assets	627 (3,817,935) (136,024)	(2,279,044) 5,000 2,212,415 (1,548,403)
Net cash used for investing activities		(9,146,539)
CASH FLOWS FROM FINANCING ACTIVITIES:  Issuance of common stock and tax benefit of		
stock plan transactions	5,388,521 	2,521,511
Net cash provided by financing activities	5,388,521	2,521,511
NET INCREASE IN CASH AND CASH EQUIVALENTS	6,090,644	5,114,698
CASH AND CASH EQUIVALENTS, beginning of period	14,115,041	11,183,991
CASH AND CASH EQUIVALENTS, end of period	\$20,205,685 ========	

See accompanying notes to condensed consolidated financial statements.

#### GENTEX CORPORATION AND SUBSIDIARIES

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

- (1) The condensed consolidated financial statements included herein have been prepared by the Registrant, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations, although the Registrant believes that the disclosures are adequate to make the information presented not misleading. It is suggested that these condensed consolidated financial statements be read in conjunction with the financial statements and notes thereto included in the Registrant's 1995 annual report on Form 10-K.
- (2) In the opinion of management, the accompanying unaudited condensed consolidated financial statements contain all adjustments, consisting of only a normal and recurring nature, necessary to present fairly the financial position of the Registrant as of June 30, 1996, and December 31, 1995, and the results of operations and cash flows for the interim periods presented.
- (3) Inventories consisted of the following at the respective quarter end:

	June 30, 1996	December 31, 1995
Raw materials	\$3,503,079	\$3,294,254
Work-in-process	362,985	358,206
Finished goods	2,711,883	2,083,059
	\$6,577,947	\$5,735,519
	========	========

- (4) All earnings per share amounts and weighted daily average of shares of common stock outstanding have been restated, to reflect the two-for-one stock split effected in the form of a 100 percent common stock dividend issued to shareholders on June 24, 1996.
- (5) The Company has been involved in patent litigation with Donnelly Corporation since 1990 concerning a number of patents relating to electrochromic mirrors owned by the Company and Donnelly.

During the first quarter, the Company reached a settlement agreement with Donnelly to resolve all of the patent litigation between the two companies. Under the agreement:

The companies have cross-licensed certain patents (for the life of the patents) that each company may practice within its own "core" electrochromic technology area.

The Company paid Donnelly \$6 million in April 1996 (plus a \$200,000 contingent payment if Donnelly prevails in its lighted mirror patent appeal) as full and complete satisfaction of all of Donnelly's patent infringement claims.

The companies agreed not to pursue litigation against each other on certain other patents for a period of four years.

The Company recorded a one-time charge of \$4,000,000 (\$6,000,000 payment, net of accrued reserves) during the first quarter in connection with the settlement of its patent litigation with Donnelly.

# ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

#### RESULTS OF OPERATIONS:

SECOND QUARTER 1996 VERSUS SECOND QUARTER 1995

Net Sales. Net sales for the second quarter of 1996 increased by approximately \$12,652,000, or 49%, when compared with the second quarter last year. Net sales of the Company's automotive mirrors increased by 56% as automatic mirror unit shipments increased from approximately 506,000 in the second quarter of 1995 to 811,000 in the current quarter. This increase primarily reflected increased penetration on domestic and foreign 1996 model year vehicles for interior and exterior electrochromic Night Vision Safety(TM) (NVS(R)) Mirrors. Net sales of the Company's fire protection products increased 14%, primarily due to increased sales of its AC/DC smoke detectors and strobe related products.

Cost of Goods Sold. As a percentage of net sales, cost of goods sold increased from 61% in the first quarter of 1995 to 63% for the comparable period in 1996. This increased percentage primarily reflects automotive customer price reductions for the 1996 model year, as well as changes in the Company's product mix of automotive mirror shipments.

Operating Expenses. Research and development expenses increased approximately \$377,000, but decreased from 6% to 5% of net sales, when compared with the same quarter last year, primarily reflecting additional staffing. Selling, general and administrative expenses decreased approximately \$616,000, and decreased from 13% to 7% of net sales, when compared with the second quarter of 1995. This decreased expense primarily reflected lower patent litigation legal expense accruals of \$300,000, compared to \$1,200,000 last year.

Other Income - Net. Investment income increased by approximately \$82,000 when compared with the second quarter of 1995, primarily due to the higher investable fund balances and higher interest rates.

SIX MONTHS ENDED JUNE 30, 1996 VERSUS SIX MONTHS ENDED JUNE 30, 1995

Net Sales. Net sales for the six months ended June 30, 1996, increased by approximately \$22,517,000, or 43%, when compared with the same period last year. Automatic mirror unit shipments increased from approximately 1,025,000 in the first six months of 1995 to 1,531,000 in first six months of 1996. This increase primarily reflected increased penetration on domestic and foreign 1996 model year vehicles for interior and exterior electrochromic Night Vision Safety(TM) (NVS(R)) Mirrors. Net sales of the Company's fire protection products increased 13%, as increased sales to other customers offset reduced shipments of its strobe warning light to a major customer that has developed its own strobe product.

Cost of Goods Sold. As a percentage of net sales, cost of goods sold increased from 60% in the first six months of 1995 to 62% for the comparable period in 1996. This increased percentage primarily reflects automotive customer price reductions for the 1996 model year and changes to the Company's product mix of automotive mirror shipments.

Operating Expenses. For the six months ended June 30, 1996, research and development expenses increased approximately \$716,000, but decreased from 6% to 5% of net sales, when compared with the same period last year, primarily reflecting additional staffing. Selling, general and administrative expenses decreased approximately \$43,000, and decreased from 12% to 9% of net sales, when compared with the first six months of 1995. This decreased expense primarily reflected higher selling expenses associated with the sales growth, offset by lower patent litigation accruals of \$1,500,000, compared to \$2,100,000 last year, as a result of the patent litigation settlement at the end of the first quarter.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION (CONT.)

SIX MONTHS ENDED JUNE 30, 1996 VERSUS SIX MONTHS ENDED JUNE 30, 1995 (CONT.)

Other Income - Net. Other income for the six months ended June 30, 1996, increased by approximately \$270,000 as compared to the first six months of 1995, primarily due to the higher investable fund balances and higher interest rates.

#### FINANCIAL CONDITION:

Management considers the Company's working capital and long-term investments totaling approximately \$83,377,000 at June 30, 1996, together with internally generated cash flow and an unsecured \$5,000,000 line of credit from a bank, to be sufficient to cover anticipated cash needs for the foreseeable future.

## TRENDS AND DEVELOPMENTS:

The Company currently supplies NVS(R) Mirrors to BMW, Chrysler Corporation, Ford Motor Company and General Motors Corporation under long-term contracts. The General Motors contract is through the 1998 model year, and the contracts with BMW are for the four-year period ending March 31, 1999. The term of the Ford contract is through December 1999, and the Chrysler contract runs through the 1999 Model Year.

The Company has agreed to price reductions over the life of its long-term contracts and continues to experience pricing pressures from its automotive customers, which have affected, and which will continue to affect its margins to the extent that the Company is unable to offset the price reductions with productivity improvements, engineering cost reductions and increases in unit sales volume. In addition, the Company continues to experience some pressure for raw material cost increases.

Item 4. Submission of Matters to a Vote of Security Holders

The annual meeting of the shareholders of the Company was held on May 9, 1996, at which:

(i) The following nominees were elected to serve three-year terms on the Company's Board of Directors by the following votes:

	Arlyn Lanting	Kenneth La Grand	Ted Thompson
For	14,369,343	14,370,543	14,371,518
Against	-	-	-
Withheld	500,694	499,494	498,519
Broker Non-Votes	· -	· -	<u>-</u>

The terms of office for incumbent Directors Fred Bauer, Harlan Byker, Mickey E Fouts, John Mulder and Leo Weber, continued after the meeting.

(ii) A proposal to amend the Articles of Incorporation to increase the authorized shares of common stock was approved by the following vote:

For	13,489,554
Against	1,329,350
Abstain	51,133
Broker Non-Votes	-

## Item 6. Exhibits and Reports on Form 8-K

- (a) See Exhibit Index on Page 10.
- (b) No reports on Form 8-K were filed during the three months ended June 30, 1996.

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## GENTEX CORPORATION

Date 07/31/96 /s/ Fred T. Bauer

Fred T. Bauer Chairman and Chief Executive Officer

Date 07/31/96 /s/ Enoch C. Jen

Enoch C. Jen Vice President-Finance, Principal Financial and Accounting Officer

EXHIBIT NO.	DESCRIPTION	PAGE
3(a)(1)	Registrant's Articles of Incorporation were filed in 1981 as Exhibit 2(a) to a Registration Statement on Form S-18 (Registration No. 2-74226C), an Amendment to those Articles was filed as Exhibit 3 to Registrant's Report on Form 10-Q in August of 1985, an additional Amendment to those Articles was filed as Exhibit 3(a)(i) to Registrant's Report on Form 10-Q in August of 1987, and an additional Amendment to those Articles was filed as Exhibit 3(a)(2) to Registrant's Report on Form 10-K dated March 10, 1992, all of which are hereby incorporated herein by reference.	
3(a)(2)	Amendment to Articles of Incorporation, adopted on May 9, 1996.	12
3(b)	Registrant's Bylaws as amended and restated August 18, 1995 were filed as Exhibit 3(b) to Registrant's Report on Form 10-Q dated November 1, 1995, and the same is incororated herein by reference.	
4(a)	A specimen form of certificate for the Registrant's common stock, par value \$.06 per share, was filed as part of a Registration Statement on Form S-18 (Registration No. 2-74226C) as Exhibit 3(a), as amended by Amendment No. 3 to such Registration Statement, and the same is hereby incorporated herein by reference.	
4(b)	Shareholder Protection Rights Agreement, dated as of August 26, 1991, including as Exhibit A the form of Certificate of Adoption of Resolution Establishing Series of Shares of Junior Participating Preferred Stock of the Company, and as Exhibit B the form of Rights Certificate and of Election to Exercise, was filed as Exhibit 4(b) to Registrant's report on Form 8-K on August 20, 1991, and the same is hereby incorporated herein by reference.	
4(b)(1)	First Amendment to Shareholder Protection Rights Agreement, effective April 1, 1994, was filed as Exhibit 4(b)(1) to Registrant's report on Form 10-Q on April 29, 1994, and the same is hereby incorporated herein by reference.	
10(a)(1)	A Lease dated August 15, 1981, was filed as part of a Registration Statement (Registration Number 2-74226C) as Exhibit 9(a)(1), and the same is hereby incorporated herein by reference.	
10(a)(2)	A First Amendment to Lease dated June 28, 1985, was filed as Exhibit 10(m) to Registrant's Report on Form 10-K dated March 18, 1986, and the same is hereby incorporated herein by reference.	
*10(b)(1)	Gentex Corporation Qualified Stock Option Plan (as amended and restated, effective May 11, 1995), was filed as Exhibit 10(b)(1) to Registrant's Report on Form 10-Q dated August 1, 1995, and the same is hereby incorporated herein by reference.	
*10(b)(2)	Gentex Corporation 1987 Incentive Stock Option Plan (as amended through May 24, 1989), was filed as Exhibit 10(g)(3) to Registrant's Report on Form 10-K dated March 1, 1990, and the same is hereby incorporated herein by reference.	

EXHIBIT NO.	DESCRIPTION	PAGE 
*10(b)(3)	Gentex Corporation Restricted Stock Plan was filed as Exhibit 10(b)(3) to Registrant's Report on Form 10-K dated March 10, 1992, and the same is hereby incorporated herein by reference.	
*10(b)(4)	Gentex Corporation Non-Employee Director Stock Option Plan as amended through March 5, 1993, was filed as Exhibit 10(b)(4) to Registrant's Report on Form 10-K dated March 5, 1993, and the same is incorporated herein in reference.	
10(e)	The form of Indemnity Agreement between Registrant and each of the Registrant's directors was filed as a part of a Registration Statement on Form S-2 (Registration No. 33-30353) as Exhibit 10(k) and the same is hereby incorporated herein by reference.	
27	Financial Data Schedule	

Indicates a compensatory plan or arrangement.

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#### ARTICLE III

The total number of shares of all classes of stock which the Corporation shall have the authority to issue is 55,000,000 shares, consisting of 50,000,000 shares of Common Stock, par value \$.06 per share and 5,000,000 shares of Preferred Stock, no par value.

The authorized shares of Common Stock of the par value of \$.06 per share are all of one class with equal voting power, and each such share shall be equal to every other such share.

The shares of Preferred Stock may be divided into and issued in one or more series. The Board of Directors is hereby authorized to cause the Preferred Stock to be issued from time to time in one or more series with such designations and such relative voting, dividend, liquidation and other rights, preferences and limitations as shall be stated and expressed in the resolution providing for the issue of such Preferred Stock adopted by the Board of Directors. The Board of Directors by vote of a majority of the whole Board is expressly authorized to adopt such resolution or resolutions and issue such stock from time to time as it may deem desirable.

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6-MOS
          DEC-31-1996
               JUN-30-1996
                    20,205,685
                18,143,041
               17,592,916
                      0
                 6,577,947
            63,203,627
40,670,332
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             127,925,701
       15,890,851
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                     2,069,895
                 108,907,462
127,925,701
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             15,617,933
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