



Financial Tear Sheet

(updated 11/7/17)

Cavco Industries, Inc.
1001 North Central Avenue, Suite 800
Phoenix, Arizona 85004

Telephone: (602) 256-6263
Facsimile: (602) 256-6176

www.cavco.com
email: investor_relations@cavco.com

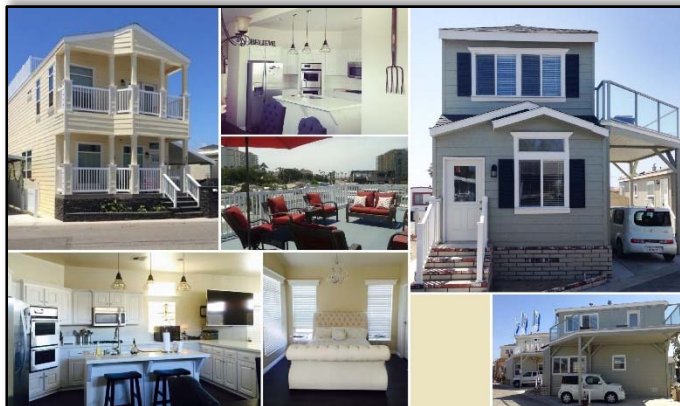
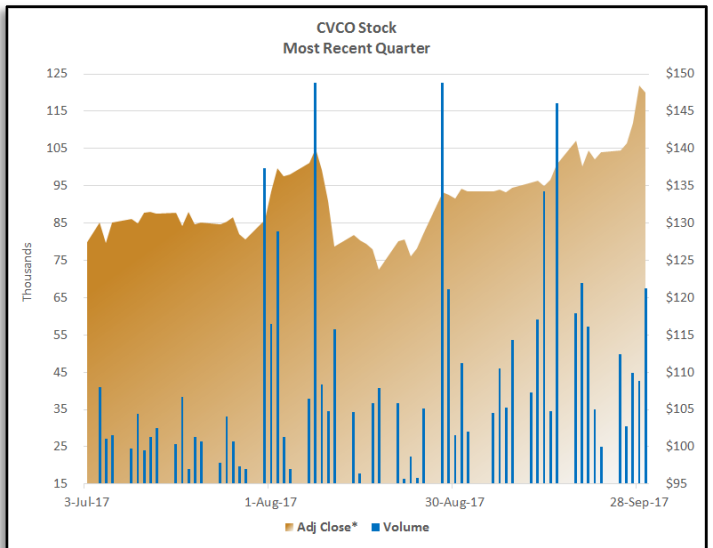
Who We Are

Cavco is a leading designer and builder of systems-built structures including manufactured homes, modular homes, commercial buildings, park model RV's, and vacation cabins. The Company employs approximately 4,300 people and operates 20 manufacturing facilities across the nation, which build four of the most widely recognized brand names in the industry: Cavco Homes, Fleetwood Homes, Palm Harbor Homes, Nationwide Homes, Fairmont Homes, Friendship Homes, Chariot Eagle and Lexington Homes. Our homes are primarily distributed through a network of independent and Company-owned retailers. The company's insurance group, Standard Casualty, offers a wide range of insurance products for manufactured home owners and its finance subsidiary, CountryPlace Mortgage, offers a variety of homebuyer financing options.

As a corporation publicly traded on the NASDAQ Global Select Market (symbol CVCO), we have a commitment to our stockholders, our people, and our homebuyers to provide quality housing and exceptional service.

Stock Information (Most recent quarter)

CVCO Common Stock - 2nd Quarter (7/02/17 - 09/30/17)	
Average Daily Volume	41,916
Quarter High	\$ 150.00
Quarter Low	\$ 123.10
Market Cap (09/30/17)	\$ 1,332,021,522
Shares Outstanding (09/30/17)	9,027,594



Numbers of Homes Sold

Q2 FY18	Q1 FY18	Q4 FY17	Q3 FY17	Q2 FY17
3,298	3,475	3,697	3,486	3,242



Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended		Six Months Ended	
	September 30, 2017	October 1, 2016	September 30, 2017	October 1, 2016
Net revenue				
Factory-built housing	\$187,380	\$175,481	\$380,262	\$347,967
Financial services	13,127	12,867	27,061	25,522
Total net revenue	\$200,507	\$188,348	\$407,323	\$373,489
Income before income taxes				
Factory-built housing	\$8,584	\$10,329	\$21,754	\$21,067
Financial services	(85)	2,769	2,396	461
Total income before income taxes	\$8,499	\$13,098	\$24,150	\$21,528
Net income	\$6,182	\$9,341	\$17,935	\$14,784

Net Income per share	September 30, 2017		July 1, 2017		April 1, 2017		December 31, 2016		October 1, 2016	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$0.69	\$1.99	\$1.30	\$1.30	\$1.21	\$4.23	\$1.37	\$3.02	\$1.04	\$1.65
Diluted	\$0.67	\$1.96	\$1.28	\$1.28	\$1.19	\$4.17	\$1.35	\$2.98	\$1.03	\$1.63

	September 30, 2017	April 1, 2017
Cash and cash equivalents	\$136,788	\$132,542
Restricted cash, current	12,899	11,573
Accounts receivable, net	36,237	31,221
Short-term Investments	14,179	11,289
Current portion of consumer loans receivable, net	32,104	31,115
Current portion of commercial loans receivable, net	9,474	7,932
Inventories	101,515	93,855
Prepaid expenses and other current assets	44,249	28,033
Deferred income taxes, current	--	9,204
Total current assets	\$387,445	\$356,764
Restricted cash	726	724
Investments	32,077	30,256
Consumer loans receivable, net	65,397	64,686
Commercial loans receivable, net	21,682	17,901
Property, plant and equipment	58,714	56,964
Goodwill and other intangibles, net	83,044	80,021
Total Assets	\$649,085	\$607,316
Total current liabilities	\$172,091	\$140,216
Securitized financings and other	53,069	51,574
Deferred income taxes	10,957	21,118
Total stockholder's equity	412,968	394,408
Total Liabilities and Stockholder's Equity	\$649,085	\$607,316