



Financial Tear Sheet

(updated 2/6/18)

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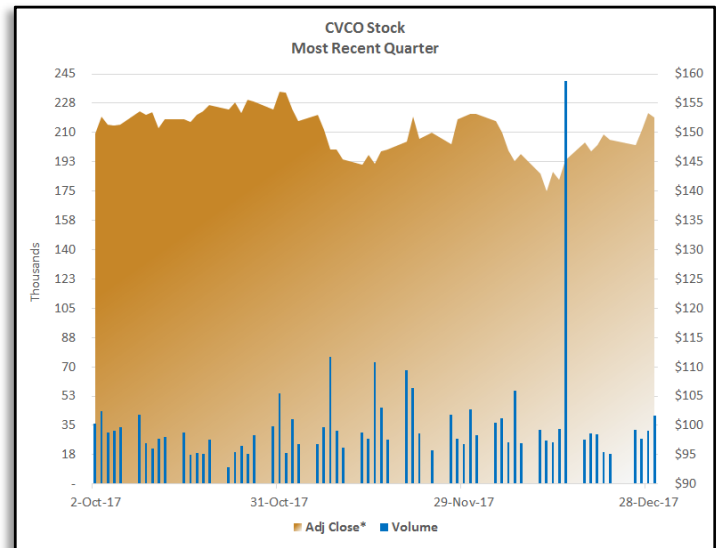
Who We Are

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 - 3rd Quarter (10/01/17 - 12/30/17)	
Average Daily Volume	35,279
Quarter High	\$ 157.80
Quarter Low	\$ 139.50
Market Cap (12/30/17)	\$ 1,378,785,919
Shares Outstanding (12/30/17)	9,035,294



Numbers of Homes Sold

Q3 FY18	Q2 FY18	Q1 FY18	Q4 FY17	Q3 FY17
3,701	3,298	3,475	3,697	3,486



Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended		Nine Months Ended	
	December 30, 2017	December 31, 2016	December 30, 2017	December 31, 2016
Net revenue				
Factory-built housing	\$207,183	\$188,546	\$587,445	\$536,513
Financial services	14,200	13,764	41,261	39,286
Total net revenue	\$221,383	\$202,310	\$628,706	\$575,799
Income before income taxes				
Factory-built housing	\$18,393	\$12,370	\$40,147	\$33,437
Financial services	5,276	4,909	7,672	5,370
Total income before income taxes	\$23,669	\$17,279	\$47,819	\$38,807
Net income	\$21,427	\$12,283	\$39,362	\$27,067

Net Income per share	December 30, 2017		September 30, 2017		July 1, 2017		April 1, 2017		December 31, 2016	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$2.37	\$4.36	\$0.69	\$1.99	\$1.30	\$1.30	\$1.21	\$4.23	\$1.37	\$3.02
Diluted	\$2.33	\$4.28	\$0.67	\$1.96	\$1.28	\$1.28	\$1.19	\$4.17	\$1.35	\$2.98

	December 30, 2017	April 1, 2017
Cash and cash equivalents	\$138,974	\$132,542
Restricted cash, current	9,993	11,573
Accounts receivable, net	41,501	31,221
Short-term Investments	14,502	11,289
Current portion of consumer loans receivable, net	32,186	31,115
Current portion of commercial loans receivable, net	6,823	7,932
Inventories	105,872	93,855
Prepaid expenses and other current assets	34,112	28,033
Deferred income taxes, current	--	9,204
Total current assets	\$383,963	\$356,764
Restricted cash	728	724
Investments	34,631	30,256
Consumer loans receivable, net	62,806	64,686
Commercial loans receivable, net	20,031	17,901
Property, plant and equipment	58,969	56,964
Goodwill and other intangibles, net	83,025	80,021
Total Assets	\$644,153	\$607,316
Total current liabilities	\$149,257	\$140,216
Securitized financings and other	51,530	51,574
Deferred income taxes	7,794	21,118
Total stockholder's equity	435,572	394,408
Total Liabilities and Stockholder's Equity	\$644,153	\$607,316