



## Financial Tear Sheet

(updated 5/29/18)

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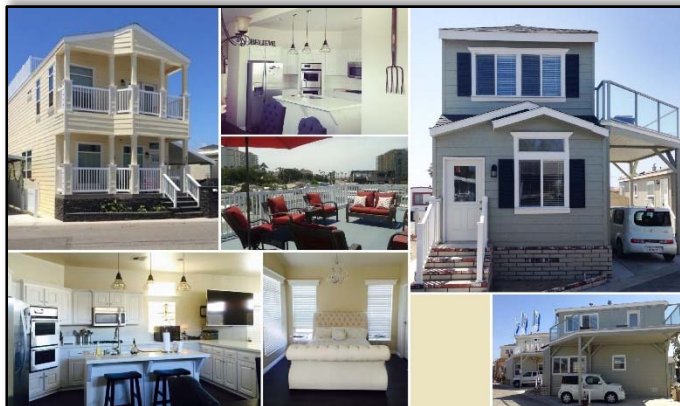
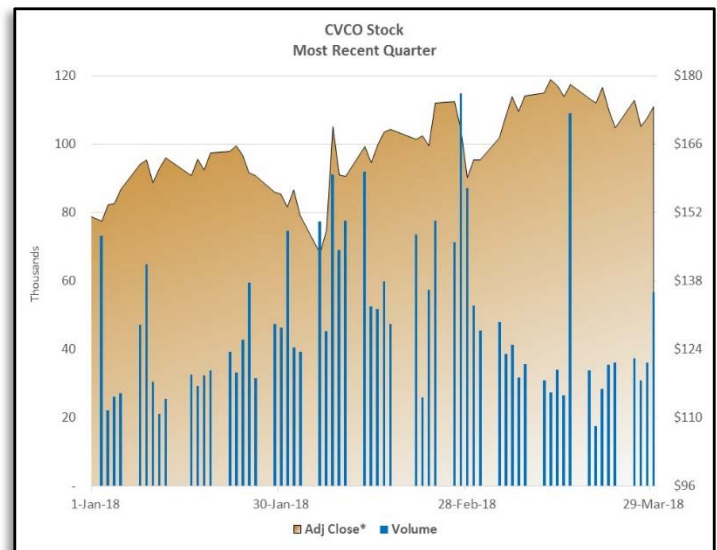
### Who We Are

Cavco is a leading designer and builder of systems-built structures including manufactured homes, modular homes, commercial buildings, park model RVs and vacation cabins. The Company employs approximately 4,500 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 - 4th Quarter (12/31/17 - 3/31/18)	
Average Daily Volume	48,005
Quarter High	\$ 182.58
Quarter Low	\$ 140.60
Market Cap (3/31/18)	\$ 1,571,544,078
Shares Outstanding (3/31/18)	9,044,858



### Numbers of Homes Sold

Q4 FY18	Q3 FY18	Q2 FY18	Q1 FY18	Q4 FY17
4,063	3,701	3,298	3,475	3,697



## Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended		Year Ended	
	March 31, 2018	April 1, 2017	March 31, 2018	April 1, 2017
Net revenue				
Factory-built housing	\$228,074	\$184,458	\$815,519	\$720,971
Financial services	14,455	13,540	55,716	52,826
<b>Total net revenue</b>	<b>\$242,529</b>	<b>\$197,998</b>	<b>\$871,235</b>	<b>\$773,797</b>
Income before income taxes				
Factory-built housing	\$26,489	\$13,403	\$66,636	\$46,840
Financial services	4,215	3,071	11,887	8,441
<b>Total income before income taxes</b>	<b>\$30,704</b>	<b>\$16,474</b>	<b>\$47,819</b>	<b>\$55,281</b>
<b>Net income</b>	<b>\$22,140</b>	<b>\$10,888</b>	<b>\$61,502</b>	<b>\$37,955</b>

Net Income per share	March 31, 2018		December 30, 2017		September 30, 2017		July 1, 2017		April 1, 2017	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$2.45	\$6.82	\$2.37	\$4.36	\$0.69	\$1.99	\$1.30	\$1.30	\$1.21	\$4.23
Diluted	\$2.40	\$6.68	\$2.33	\$4.28	\$0.67	\$1.96	\$1.28	\$1.28	\$1.19	\$4.17

	March 31, 2018	April 1, 2017
Cash and cash equivalents	\$186,766	\$132,542
Restricted cash, current	11,228	11,573
Accounts receivable, net	35,043	29,448
Short-term Investments	11,866	11,289
Current portion of consumer loans receivable, net	31,096	31,115
Current portion of commercial loans receivable, net	5,481	7,932
Inventories	109,152	93,855
Prepaid expenses and other current assets	27,961	29,806
Deferred income taxes, current	--	9,204
<b>Total current assets</b>	<b>\$418,593</b>	<b>\$356,764</b>
Restricted cash	1,264	724
Investments	33,573	30,256
Consumer loans receivable, net	63,855	64,686
Commercial loans receivable, net	11,120	17,901
Property, plant and equipment	63,355	56,964
Goodwill and other intangibles, net	83,020	80,021
<b>Total Assets</b>	<b>\$674,780</b>	<b>\$607,316</b>
Total current liabilities	\$176,329	\$140,216
Securitized financings and other	33,768	51,574
Deferred income taxes	7,577	21,118
Total stockholder's equity	457,106	394,408
<b>Total Liabilities and Stockholder's Equity</b>	<b>\$674,780</b>	<b>\$607,316</b>