



## FINANCIAL TEAR SHEET

**WHO WE ARE.** Cavco is a leading designer and builder of factory-built structures including manufactured homes, modular homes, commercial buildings, park model RVs and vacation cabins. The Company employs approximately 7,000 people and operates 29 homebuilding production lines located throughout the United States and 2 production lines in Mexico. Our homes are marketed under a variety of brand names including Cavco, Fleetwood, Palm Harbor, Nationwide, Fairmont, Friendship, Chariot Eagle, Destiny, Commodore, Colony, Pennwest, R-Anell, Manorwood, Midcountry and Solitaire. 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.

### MANAGEMENT TEAM

**William C. Boor**

- President / Chief Executive Officer

**Allison K. Aden**

- Executive Vice President, Chief Financial Officer & Treasurer

**Mickey R. Dragash**

- Executive Vice President, General Counsel, Corporate Secretary & Chief Compliance Officer

**Steve Like**

- Senior Vice President, Corporate Development

**Paul Bigbee**

- Chief Accounting Officer

**Anthony Crutcher**

- Chief Information Officer

**Colleen Rogers**

- Senior Vice President, Marketing and Communications

### CORPORATE HEADQUARTERS

Cavco Industries, Inc.  
3636 North Central Avenue  
Suite 1200  
Phoenix, Arizona 85012

### INVESTOR RELATIONS CONTACT

**Mark Fusler**

-Corporate Controller and Investor Relations

investor\_relations@cavco.com  
www.cavcoIndustries.com

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

### CVCO COMMON STOCK / Q1 - (04/02/23 - 07/01/23)

Average Daily Volume	63,276
Quarter High	\$318.00
Quarter Low	\$245.87
Market Cap (07/01/23)	\$2,559,248,605
Shares Outstanding (07/01/23)	8,675,419

### STOCK CHART (Most Recent Quarter)



### NUMBER OF HOMES SOLD

Q1 - FY24	4,582
Q4 - FY23	4,477
Q3 - FY23	4,442
Q2 - FY23	5,111
Q1 - FY23	5,346

UPDATED 08/03/23

# SELECTED FINANCIAL DATA

(Most recent quarter)

(Dollars in thousands, except per share amounts)

## THREE MONTHS ENDED

July 1, 2023      July 2, 2022

Net revenue		
Factory-built housing	\$ 457,109	\$ 572,597
Financial services	18,766	15,741
<b>Total net revenue</b>	<b>\$ 475,875</b>	<b>\$ 588,338</b>
Income from operations		
Factory-built housing	\$ 57,347	\$ 78,663
Financial services	(1,148)	(75)
<b>Total income from operations</b>	<b>\$ 56,199</b>	<b>\$ 78,588</b>
<b>Net income attributable to Cavco common stockholders</b>	<b>\$ 46,357</b>	<b>\$ 59,602</b>

## Net Income per share

July 1,  
2023

April 1,  
2023

December 31,  
2022

October 2,  
2022

July 2,  
2022

	July 1, 2023		April 1, 2023		December 31, 2022		October 2, 2022		July 2, 2022	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$5.35	\$5.35	\$5.45	\$27.20	\$6.71	\$21.72	\$8.32	\$15.01	\$6.68	\$6.68
Diluted	\$5.29	\$5.29	\$5.39	\$26.95	\$6.66	\$21.55	\$8.25	\$14.88	\$6.63	\$6.63

July 1, 2023

April 1, 2023

Cash and cash equivalents	\$ 352,234	\$ 271,427
Restricted cash, current	13,560	11,728
Accounts receivable, net	84,877	89,347
Short-term investments	14,173	14,978
Current portion of consumer loans receivable, net	13,477	17,019
Current portion of commercial loans receivable, net	50,263	44,054
Inventories	253,986	263,150
Prepaid expenses and other current assets	76,117	92,876
<b>Total current assets</b>	<b>\$ 858,687</b>	<b>\$ 804,579</b>
Restricted cash	585	335
Investments	17,967	18,639
Consumer loans receivable, net	25,891	27,129
Commercial loans receivable, net	55,196	57,923
Property, plant and equipment, net	223,663	228,278
Goodwill and other intangibles, net	144,896	144,337
Operating lease right-of-use assets	26,162	26,755
<b>Total Assets</b>	<b>\$ 1,353,047</b>	<b>\$ 1,307,975</b>
Total current liabilities	\$ 293,376	\$ 293,391
Operating lease liabilities	22,114	21,678
Other liabilities	7,909	7,820
Deferred income taxes	5,702	7,581
Redeemable noncontrolling interest	1,120	1,219
Total stockholders' equity	1,022,826	976,286
<b>Total Liabilities, Redeemable Noncontrolling Interest and Stockholders' Equity</b>	<b>\$ 1,353,047</b>	<b>\$ 1,307,975</b>