



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 6,600 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
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Phoenix, Arizona 85012

INVESTOR RELATIONS CONTACT

Mark Fusler

-Corporate Controller and Investor Relations

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STOCK CHART (Most Recent Quarter)



CVCO COMMON STOCK / Q2 - (07/02/23 - 09/30/23)

Average Daily Volume	52,184
Quarter High	\$304.02
Quarter Low	\$255.39
Market Cap (09/30/23)	\$2,261,212,677
Shares Outstanding (09/30/23)	8,511,679

NUMBER OF HOMES SOLD

Q2 - FY24	4,248
Q1 - FY24	4,582
Q4 - FY23	4,477
Q3 - FY23	4,442
Q2 - FY23	5,111

UPDATED 11/02/23

SELECTED FINANCIAL DATA

(Most recent quarter)

(Dollars in thousands, except per share amounts)

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	Sept 30, 2023	Oct 1, 2022	Sept 30, 2023	Oct 1, 2022
Net revenue				
Factory-built housing	\$ 434,066	\$ 559,602	\$ 891,175	\$ 1,132,199
Financial services	17,964	17,790	36,730	33,531
Total net revenue	\$ 452,030	\$ 577,392	\$ 927,905	\$ 1,165,730
Income from operations				
Factory-built housing	\$ 44,052	\$ 88,025	\$ 101,399	\$ 166,688
Financial services	1,399	2,680	251	2,605
Total income from operations	\$ 45,451	\$ 90,705	\$ 101,650	\$ 169,293
Net income attributable to Cavco common stockholders	\$ 41,539	\$ 74,116	\$ 87,896	\$ 133,718

Net Income per share	September 30, 2023		July 1, 2023		April 1, 2023		December 31, 2022		October 1, 2022	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$4.80	\$10.15	\$5.35	\$5.35	\$5.45	\$27.20	\$6.71	\$21.72	\$8.32	\$15.01
Diluted	\$4.76	\$10.05	\$5.29	\$5.29	\$5.39	\$26.95	\$6.66	\$21.55	\$8.25	\$14.88

	Sept 30, 2023	April 1, 2023
Cash and cash equivalents	\$ 377,264	\$ 271,427
Restricted cash, current	17,180	11,728
Accounts receivable, net	88,560	89,347
Short-term investments	14,358	14,978
Current portion of consumer loans receivable, net	10,503	17,019
Current portion of commercial loans receivable, net	50,542	44,054
Inventories	244,476	263,150
Prepaid expenses and other current assets	72,560	92,876
Total current assets	\$ 875,443	\$ 804,579
Restricted cash	585	335
Investments	20,507	18,639
Consumer loans receivable, net	25,233	27,129
Commercial loans receivable, net	43,926	57,923
Property, plant and equipment, net	223,664	228,278
Goodwill and other intangibles, net	145,020	144,337
Operating lease right-of-use assets	34,413	26,755
Total Assets	\$ 1,368,791	\$ 1,307,975
Total current liabilities	\$ 305,475	\$ 293,391
Operating lease liabilities	30,529	21,678
Other liabilities	7,792	7,820
Deferred income taxes	5,740	7,581
Redeemable noncontrolling interest	-	1,219
Total stockholders' equity	1,019,255	976,286
Total Liabilities, Redeemable Noncontrolling Interest and Stockholders' Equity	\$ 1,368,791	\$ 1,307,975