



Financial Tear Sheet

(updated 7/29/19)

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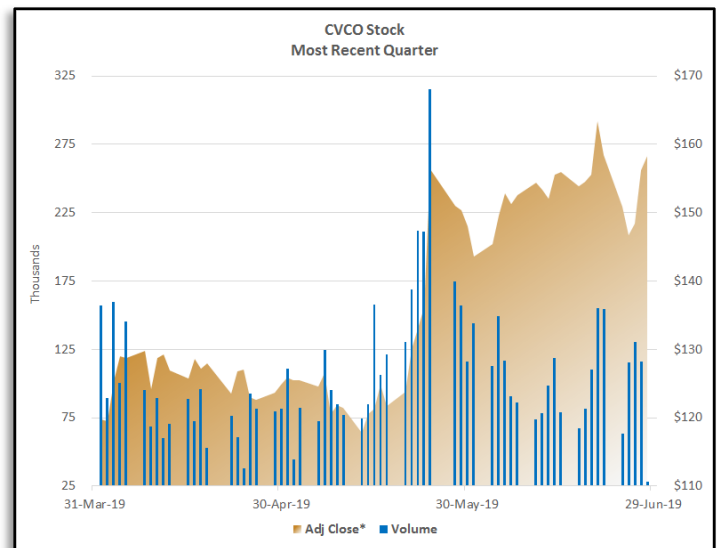
Who We Are

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 4,650 people and operates 20 manufacturing facilities across the nation, which build four of the most widely recognized brand names in the industry: Cavco, Fleetwood, Palm Harbor, Nationwide, Fairmont, Friendship, Chariot Eagle and Lexington. 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 - 1st Quarter (3/31/19 - 6/29/19)	
Average Daily Volume	107,071
Quarter High	\$ 164.50
Quarter Low	\$ 116.46
Market Cap (6/29/19)	\$ 1,442,096,767
Shares Outstanding (6/29/19)	9,111,624



Numbers of Homes Sold

Q1 FY20	Q4 FY19	Q3 FY19	Q2 FY19	Q1 FY19
3,807	3,519	3,447	3,536	3,887



Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended	
	June 29, 2019	June 30, 2018
Net revenue		
Factory-built housing	\$248,768	\$232,762
Financial services	15,274	13,641
Total net revenue	\$264,042	\$246,403
Income before income taxes		
Factory-built housing	\$24,313	\$21,608
Financial services	3,049	2,528
Total income before income taxes	\$27,362	\$24,136
Net income	\$21,282	\$19,691

Net Income per share	June 29, 2019		March 30, 2019		December 29, 2018		September 29, 2018		June 30, 2018	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$2.34	\$2.34	\$2.20	\$7.56	\$1.47	\$5.36	\$1.72	\$3.89	\$2.18	\$2.18
Diluted	\$2.31	\$2.31	\$2.17	\$7.40	\$1.44	\$5.24	\$1.67	\$3.80	\$2.12	\$2.12

	March 30, 2019	June 30, 2018
Cash and cash equivalents	\$199,820	\$177,487
Restricted cash, current	12,853	12,918
Accounts receivable, net	41,952	39,922
Short-term Investments	13,230	14,268
Current portion of consumer loans receivable, net	31,035	34,450
Current portion of commercial loans receivable, net	16,693	10,902
Inventories	118,532	110,437
Assets held for sale	3,030	---
Prepaid expenses and other current assets	41,903	28,853
Total current assets	\$479,048	\$429,237
Restricted cash	351	1,066
Investments	32,533	32,879
Consumer loans receivable, net	54,946	63,707
Commercial loans receivable, net	29,965	19,731
Property, plant and equipment	64,376	64,005
Goodwill and other intangibles, net	82,616	82,936
Operating lease right-of-use assets	12,248	---
Total Assets	\$756,083	\$693,561
Total current liabilities	\$175,330	\$175,626
Operating lease liabilities	9,260	---
Deferred income taxes	6,957	8,364
Securitized financings and other	14,199	33,884
Total stockholder's equity	550,337	475,687
Total Liabilities and Stockholder's Equity	\$756,083	\$693,561