



## Financial Tear Sheet

(updated 7/30/20)

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### Who We Are

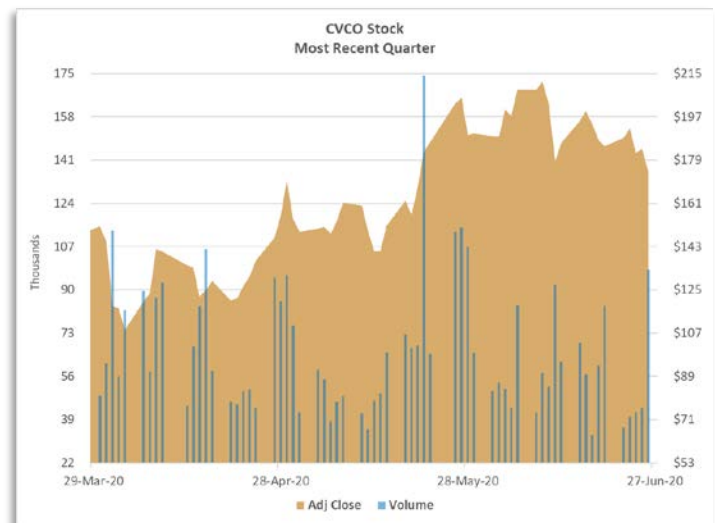
Cavco is a leading designer and builder of systems-built structures including manufactured homes, modular homes, commercial buildings, park model RVs and vacation cabins. The Company employs approximately 5,000 people and operates 20 homebuilding production lines across the nation, and markets them under a variety of brand names including Cavco, Fleetwood, Palm Harbor, Nationwide, Fairmont, Friendship, Chariot Eagle and Destiny. 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 (3/29/20 - 6/27/20)

Average Daily Volume		65,956
Quarter High	\$	214.67
Quarter Low	\$	108.02
Market Cap (6/27/20)	\$	1,599,837,585
Shares Outstanding (6/27/20)		9,177,064



### Numbers of Homes Sold

Q1 FY21	Q4 FY20	Q3 FY20	Q2 FY20	Q1 FY20
3,349	3,647	3,865	3,781	3,807



## Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended	
	June 27, 2020	June 29, 2019
Net revenue		
Factory-built housing	\$238,090	\$248,768
Financial services	16,711	15,274
<b>Total net revenue</b>	<b>\$254,801</b>	<b>\$264,042</b>
Income from operations		
Factory-built housing	\$16,255	\$21,384
Financial services	3,745	3,650
<b>Total income from operations</b>	<b>\$20,000</b>	<b>\$25,034</b>
<b>Net income</b>	<b>\$16,674</b>	<b>\$21,282</b>

Net Income per share	June 27, 2020		March 28, 2020		December 28, 2019		September 28, 2019		June 29, 2019	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$1.82	\$1.82	\$1.31	\$8.22	\$2.29	\$6.91	\$2.29	\$4.63	\$2.34	\$2.34
Diluted	\$1.80	\$1.80	\$1.29	\$8.10	\$2.25	\$6.81	\$2.25	\$4.56	\$2.31	\$2.31

	June 27, 2020	March 28, 2020
Cash and cash equivalents	\$270,547	\$241,826
Restricted cash, current	19,600	13,446
Accounts receivable, net	38,171	42,800
Short-term Investments	16,374	14,582
Current portion of consumer loans receivable, net	44,830	32,376
Current portion of commercial loans receivable, net	13,628	14,657
Current portion of commercial loans receivable from affiliates, net	803	766
Inventories	106,396	113,535
Prepaid expenses and other current assets	37,642	42,197
<b>Total current assets</b>	<b>\$547,991</b>	<b>\$516,185</b>
Restricted cash	335	335
Investments	30,506	31,557
Consumer loans receivable, net	44,129	49,928
Commercial loans receivable, net	20,097	23,685
Commercial loans receivable from affiliate, net	9,481	7,457
Property, plant and equipment	77,326	77,190
Goodwill	75,090	75,090
Other intangibles, net	14,923	15,110
Operating lease right-of-use assets	18,378	13,894
<b>Total Assets</b>	<b>\$838,256</b>	<b>\$810,431</b>
Total current liabilities	\$179,056	\$172,102
Operating lease liabilities	15,398	10,743
Securitized credit facilities and other	12,307	12,705
Deferred income taxes	7,488	7,295
Total stockholder's equity	624,007	607,586
<b>Total Liabilities and Stockholder's Equity</b>	<b>\$838,256</b>	<b>\$810,431</b>