



## Financial Tear Sheet

(updated 2/4/19)

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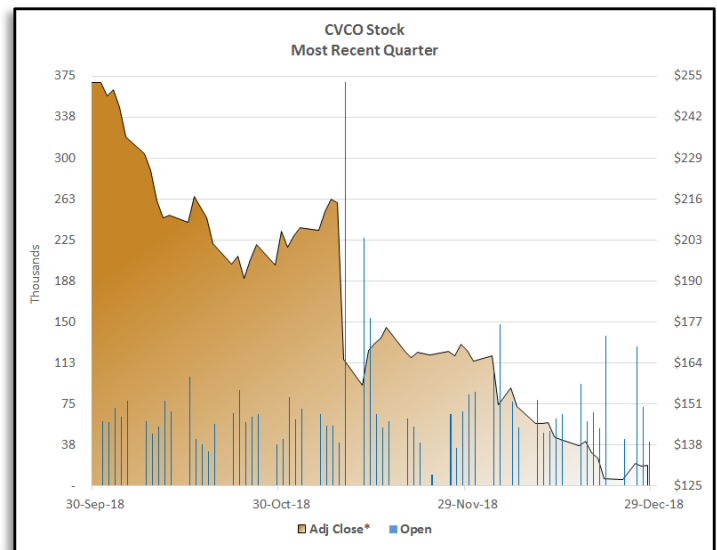
### Who We Are

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 4,500 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 - 3rd Quarter (9/30/18 - 12/29/18)	
Average Daily Volume	73,811
Quarter High	\$ 254.96
Quarter Low	\$ 121.40
Market Cap (12/29/18)	\$ 1,195,974,137
Shares Outstanding (12/29/18)	9,098,320



### Numbers of Homes Sold

Q3 FY19	Q2 FY19	Q1 FY19	Q4 FY18	Q3 FY18
3,447	3,536	3,887	4,063	3,701



## Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended		Nine Months Ended	
	December 29, 2018	December 30, 2017	December 29, 2018	December 30, 2017
Net revenue				
Factory-built housing	\$220,342	\$207,183	\$680,198	\$587,445
Financial services	13,358	14,200	41,435	41,261
<b>Total net revenue</b>	<b>\$233,700</b>	<b>\$221,383</b>	<b>\$721,633</b>	<b>\$628,706</b>
Income before income taxes				
Factory-built housing	\$14,562	\$18,393	\$53,050	\$40,147
Financial services	2,385	5,276	7,550	7,672
<b>Total income before income taxes</b>	<b>\$16,947</b>	<b>\$23,669</b>	<b>\$60,600</b>	<b>\$47,819</b>
<b>Net income</b>	<b>\$13,384</b>	<b>\$21,427</b>	<b>\$48,651</b>	<b>\$39,362</b>

Net Income per share	December 29, 2018		September 29, 2018		June 30, 2018		March 31, 2018		December 30, 2017	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$1.47	\$5.36	\$1.72	\$3.89	\$2.18	\$2.18	\$2.45	\$6.82	\$2.37	\$4.36
Diluted	\$1.44	\$5.24	\$1.67	\$3.80	\$2.12	\$2.12	\$2.40	\$6.68	\$2.33	\$4.28

	December 29, 2018	March 31, 2018
Cash and cash equivalents	\$192,869	\$186,766
Restricted cash, current	11,284	11,228
Accounts receivable, net	35,903	35,043
Short-term Investments	10,558	11,866
Current portion of consumer loans receivable, net	32,863	31,096
Current portion of commercial loans receivable, net	10,755	5,481
Inventories	115,409	109,152
Prepaid expenses and other current assets	40,096	27,961
<b>Total current assets</b>	<b>\$449,737</b>	<b>\$418,593</b>
Restricted cash	454	1,264
Investments	33,125	33,573
Consumer loans receivable, net	58,447	63,855
Commercial loans receivable, net	26,284	11,120
Property, plant and equipment	66,378	63,355
Goodwill and other intangibles, net	82,776	83,020
<b>Total Assets</b>	<b>\$717,201</b>	<b>\$674,780</b>
Total current liabilities	\$186,108	\$176,329
Securitized financings and other	15,020	33,768
Deferred income taxes	7,001	7,577
Total stockholder's equity	509,072	457,106
<b>Total Liabilities and Stockholder's Equity</b>	<b>\$717,201</b>	<b>\$674,780</b>