



Financial Tear Sheet

(updated 1/28/21)

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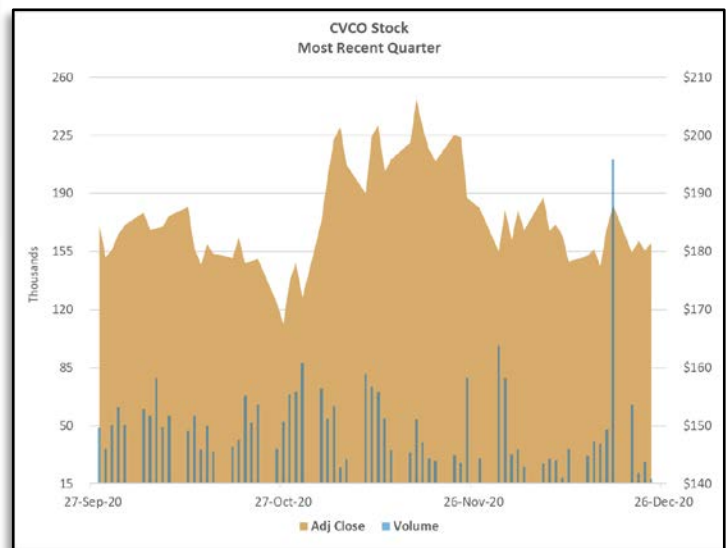
Who We Are

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 - 3rd Quarter (9/27/20 - 12/26/20)	
Average Daily Volume	50,368
Quarter High	\$ 208.75
Quarter Low	\$ 162.93
Market Cap (12/26/20)	\$ 1,667,931,376
Shares Outstanding (12/26/20)	9,192,237



Numbers of Homes Sold

Q3 FY21	Q2 FY21	Q1 FY21	Q4 FY20	Q3 FY20
3,603	3,427	3,349	3,647	3,865



Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended		Nine Months Ended	
	December 26, 2020	December 28, 2019	December 26, 2020	December 28, 2019
Net revenue				
Factory-built housing	\$270,822	\$257,106	\$749,879	\$758,564
Financial services	17,950	16,616	51,670	47,875
Total net revenue	\$288,772	\$273,722	\$801,549	\$806,439
Income from operations				
Factory-built housing	\$16,456	\$16,776	\$48,141	\$55,219
Financial services	7,368	6,235	13,771	15,210
Total income from operations	\$23,824	\$23,011	\$61,912	\$70,429
Net income	\$19,701	\$20,898	\$51,424	\$63,065

Net Income per share	December 26, 2020		September 26, 2020		June 27, 2020		March 28, 2020		December 28, 2019	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$2.14	\$5.60	\$1.64	\$3.46	\$1.82	\$1.82	\$1.31	\$8.22	\$2.29	\$6.91
Diluted	\$2.12	\$5.54	\$1.62	\$3.42	\$1.80	\$1.80	\$1.29	\$8.10	\$2.25	\$6.81

	December 26, 2020	March 28, 2020
Cash and cash equivalents	\$327,487	\$241,826
Restricted cash, current	12,802	13,446
Accounts receivable, net	40,932	42,800
Short-term Investments	16,966	14,582
Current portion of consumer loans receivable, net	42,091	32,376
Current portion of commercial loans receivable, net	15,649	14,657
Current portion of commercial loans receivable from affiliates, net	3,363	766
Inventories	110,624	113,535
Prepaid expenses and other current assets	55,805	42,197
Total current assets	\$625,719	\$516,185
Restricted cash	335	335
Investments	35,485	31,557
Consumer loans receivable, net	39,501	49,928
Commercial loans receivable, net	16,563	23,685
Commercial loans receivable from affiliates, net	4,171	7,457
Property, plant and equipment, net	78,493	77,190
Goodwill	75,090	75,090
Other intangibles, net	14,550	15,110
Operating lease right-of-use assets	16,659	13,894
Total Assets	\$906,566	\$810,431
Total current liabilities	\$213,342	\$172,102
Operating lease liabilities	13,827	10,743
Secured credit facilities and other	10,847	12,705
Deferred income taxes	6,809	7,295
Total stockholder's equity	661,741	607,586
Total Liabilities and Stockholder's Equity	\$906,566	\$810,431