



Cavco Industries, Inc.

INVESTOR PRESENTATION
NOVEMBER 2024

investor.cavco.com | **Nasdaq: CVCO**

Forward-looking Statements

Certain statements contained in this release are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts. These forward-looking statements reflect Cavco's current expectations and projections with respect to our expected future business and financial performance, including, among other things: (i) expected financial performance and operating results, such as revenue and gross margin percentage; (ii) our liquidity and financial resources; (iii) our outlook with respect to the Company and the manufactured housing business in general; (iv) the expected effect of certain risks and uncertainties on our business; and (iv) the strength of Cavco's business model. These statements may be preceded by, followed by, or include the words "aim," "anticipate," "believe," "estimate," "expect," "forecast," "future," "goal," "intend," "likely," "outlook," "plan," "potential," "project," "seek," "target," "can," "could," "may," "should," "would," "will," the negatives thereof and other words and terms of similar meaning. A number of factors could cause actual results or outcomes to differ materially from those indicated by these forward-looking statements. These factors include, among other factors, Cavco's ability to manage: (i) customer demand and the availability of financing for our products; (ii) labor shortages and the pricing, availability, or transportation of raw materials; (iii) the impact of local or national emergencies; (iv) excessive health and safety incidents or warranty and construction claims; (v) increases in cancellations of home sales; (vi) information technology failures or cyber incidents; (vii) our ability to maintain the security of personally identifiable information of our customers, (viii) comply with the numerous laws and regulations applicable to our business, including state, federal, and foreign laws relating manufactured housing, privacy, the internet, and accounting matters; (ix) successfully defend against litigation, government inquiries, and investigations, and (x) other risks and uncertainties indicated from time to time in documents filed or to be filed with the Securities and Exchange Commission (the "SEC") by Cavco. The forward-looking statements herein represent the judgment of Cavco as of the date of this release and Cavco disclaims any intent or obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments, or otherwise. This press release should be read in conjunction with the information included in the Company's other press releases, reports, and other filings with the SEC. Readers are specifically referred to the Risk Factors described in Item 1A of the Company's Annual Report on Form 10-K for the year ended March 30, 2024 as may be updated from time to time in future filings on Form 10-Q and other reports filed by the Company pursuant to the Securities Exchange Act of 1934, which identify important risks that could cause actual results to differ from those contained in the forward-looking statements. Understanding the information contained in these filings is important in order to fully understand Cavco's reported financial results and our business outlook for future periods.

Cavco Overview

Quality, affordable homes that provide shelter and security for families across the country

Financial Performance Twelve months ended September 28, 2024

Revenue

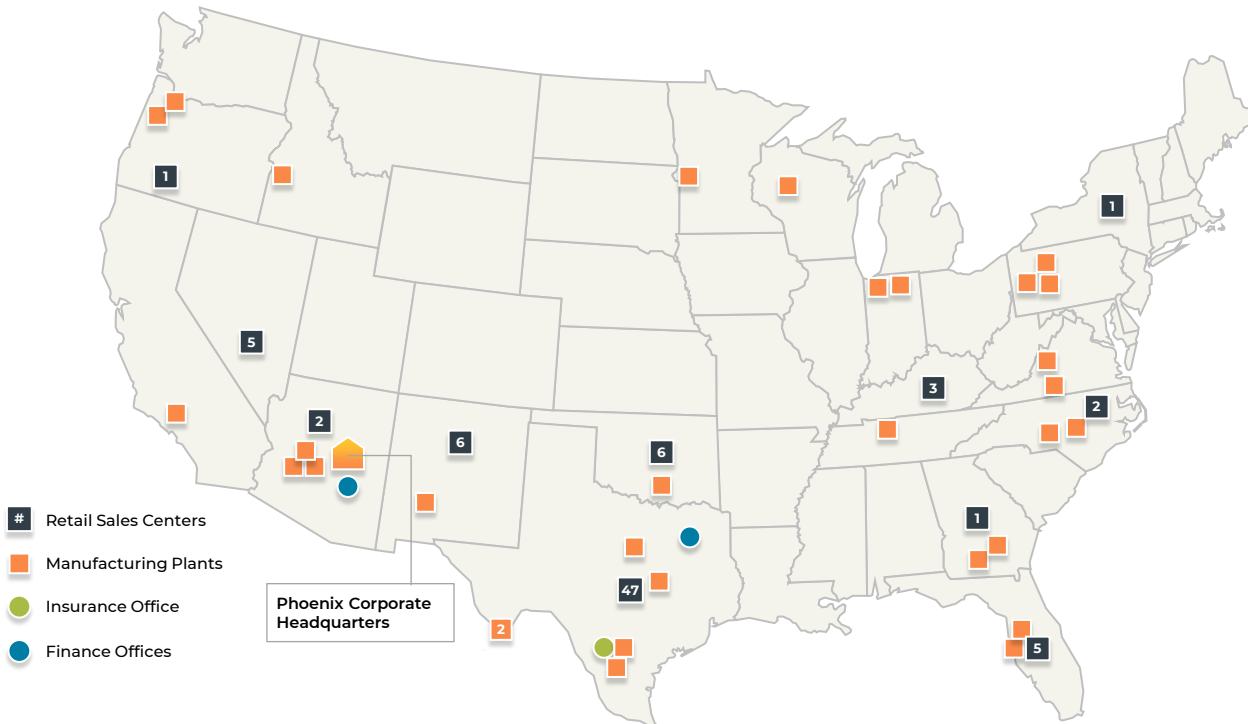
\$1.9B

EBITDA as % of net
revenue* (Earnings before
interest, taxes, depreciation and amortization)

9.9%

Gross Margin Percentage

22.8%



* See Appendix for reconciliation of Net Income to EBITDA as a % of Net Revenue

Industry Leader

**ONE OF THE
LARGEST**

U.S. HUD builders, with 31
Production Lines

Financial Services



- Mortgage and home-only lending
- Insurance

Factory-built Advantage

- ✓ Most affordable form of unsubsidized home ownership
- ✓ Less material waste
- ✓ Higher labor efficiencies
- ✓ No land speculation risk

Financial Strength



Strong free
cash
generation



Demonstrated track record
of disciplined capital
allocation strategy: M&A and
capacity expansion



Community Impact Project of the Year

The Affordable Housing Crisis

"...(in) no market in this country can a homebuilder build a house that is affordable for a first-time home buyer." National Association of Home Builders CEO, Jerry Howard

JANUARY 18, 2022

A growing share of Americans say affordable housing is a major problem where they live



JULY 14, 2022

There's a massive housing shortage across the U.S. Here's how bad it is where you live



Aug 8, 2022

Three Challenges Facing The Affordable Housing Market—And How Industry Leaders Can Start Addressing Them

Forbes

Why it matters

Nationwide impact with approximately 6 million housing unit deficit

Ownership helps prevent intergenerational poverty

Factory-built Industry: Leading the Way in Solving the Affordable Housing Crisis

“Cavco is building affordable houses for many home buyers.”



Quality
manufactured
homes at affordable
price points



Most affordable
form of
unsubsidized
home ownership



Ownership at
monthly cost
comparable to
apartment rents

Average retail sales price
approximately \$108,000 compared to
\$365,000 for site-built (home only)*



Rising interest rates have
proportionally less impact on
monthly payment on MH buyers
than site-built buyers



Manufactured Housing shipments
have been a higher percentage of
new single family home sales,
providing opportunities for
growth

Zoning restrictions are beginning to
ease in response to affordability
issues

* Source: Manufactured Housing Institute's 2022 Manufactured Housing Facts: Industry Overview

The Difference



Corporate
responsibility



Superior
homes



Financial
strategy



Operational
excellence



Expanding
capacity



Corporate Responsibility

Continuous commitment to a positive impact on people, communities and the environment

Our People – ONECavco

**20%
Increase**

in healthcare enrollment for employees and their families as a result of increased company investment

Ignition, Navigate

Training and development programs help employees grow to their full potential

**Reduced
30-Day
Attrition**

Spark

Spark, an onboarding program, reduced 30-day attrition from 25–45% at participating locations

Our CAVCommunity



Homes for our Own provides education with potential for financial assistance for employees to make their dreams of home ownership come true

Awarded the Manufactured Housing Institute's *Community Impact Project of the Year* in 2022 for The Five Points Neighborhood Initiative in Martinsville, VA





Environmental Impact

Minimizing our environmental impact throughout the entire manufacturing cycle

Our Approach



Reduce waste + Preserve natural resources
+ Increase use of recycled materials =
Reduction in costs **and** carbon footprint

Recycling

- Align recycling efforts with area experts, as each geographical area often has different environmental and recycling standards
- Partner with vendors who share our values — recycling scrap metal, used pallets, baled cardboard, vinyl siding and wood refuse

Green Energy

Solar panels supply **~50% of electricity** in our Glendale, AZ, plant, **reducing our carbon footprint by ~1,642 metric tons** annually



2,012
acres

Greenhouse gas emissions will be reduced by the equivalent of adding 2,012 acres of forest to sequester carbon dioxide

Additional renewable energy opportunities for our other building facilities are under evaluation





Manufactured Industry Drivers

**Better value
than site-built**



**Environmental
advantages**

Demand Drivers

6M
Unit Deficit

Long-term undersupply has led to an approximate 6-million-unit deficit

Buyers from large and diverse markets (first-time home buyers, first-time move-up buyers, baby boomers, empty nesters and retirees) recognizing advantages of quality factory-built homes

Community operators expanding quickly; addressing rental market demand



Zoning improvements and product innovation will open new markets, such as urban locations

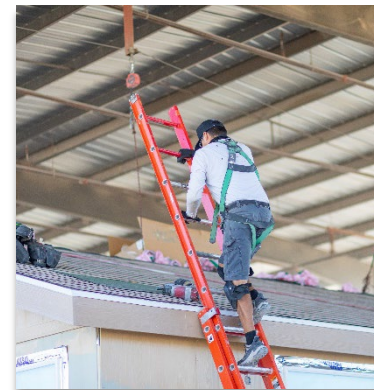
Manufactured Housing Industry

38 companies
with

152 homebuilding
factories

IN
2023

95% of new homes sold under \$200,000
were manufactured housing



Manufactured housing
represents 6% of all
occupied housing with

22M
Residents

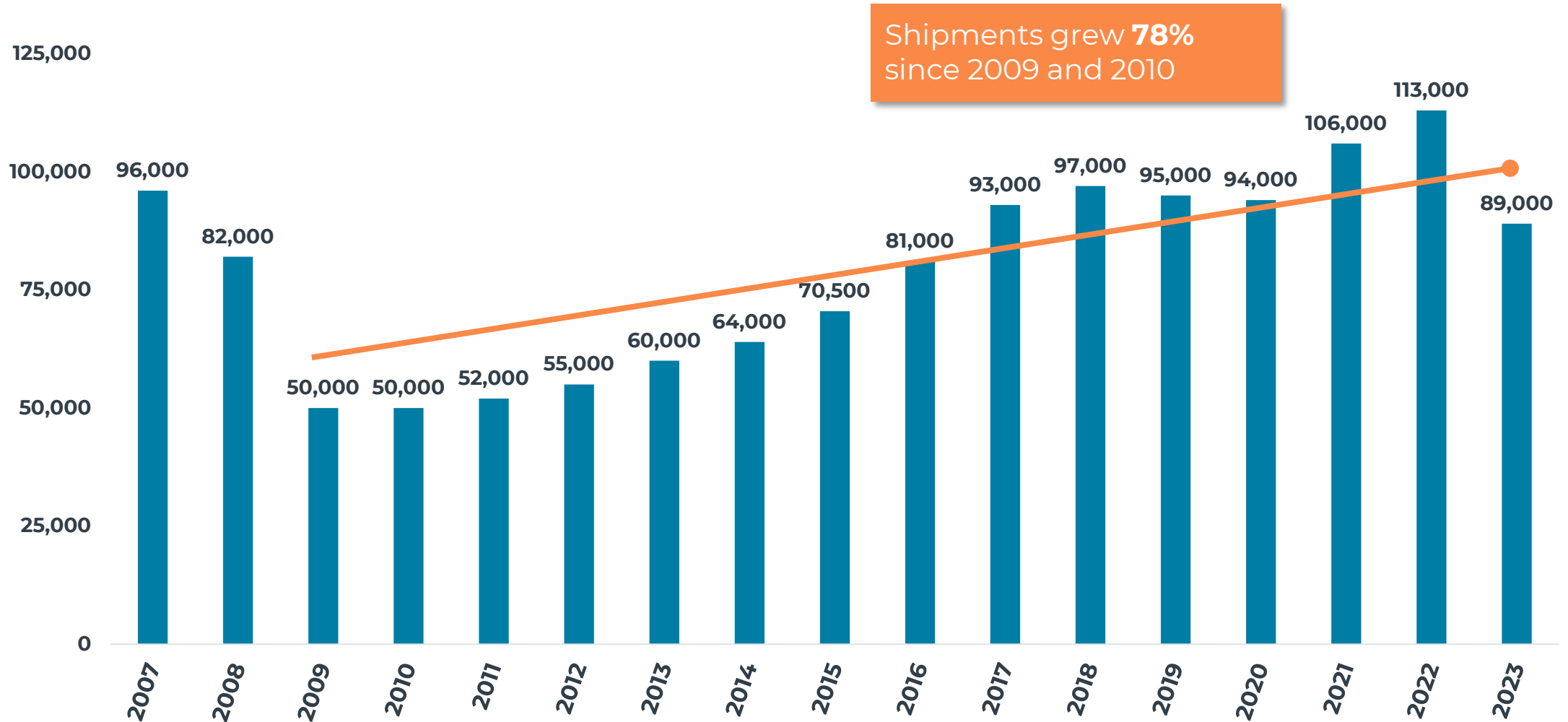
186K Average annual home
shipments since HUD-
code adoption in 1976

Source: U.S. Census and Manufactured Housing Institute



Manufactured Housing Industry Annual Shipments

Consistent growth from Great Recession lows



Source: Manufactured Housing Institute



Superior Homes in a Strong Industry

Providing high quality, cost-conscious and innovative housing



HUD-Code Home

Constructed on a permanent chassis to the federal standard



Modular Home

Built off-site, transported, assembled and customized on-site, to local construction standards



Park Model

Smaller homes often placed in hospitality settings



Multi-family/Commercial

A factory-built structure for dormitories, apartments, hotels, etc.



Distribution Channels

Diverse channels provide a broader network for home sales growth

Retail

Company-owned and independent retailers work directly with end customer to customize a home to suit their needs



Builder/Developer

Consistent, robust channel, which includes hospitality and destination/glamping developments



Communities

Capitalize on channel diversification in a growing market, which includes active adult lifestyle communities





Financial Strategy

Proven ability to deliver organic growth, capacity expansion and shareholder value



Strong track record of growth, cost management, strong free cash flow generation and operational excellence

Capital Deployment

In the past two years (Q3'23-Q2'25), Cavco has committed:

\$125M for strategic acquisitions

\$38M for internal capital improvement projects

\$248M of share repurchases

Balance Sheet Management

\$364M

cash as of Q2'25



Zero

corporate debt*

* Undrawn \$50 million credit facility available

MACRO ENVIRONMENT

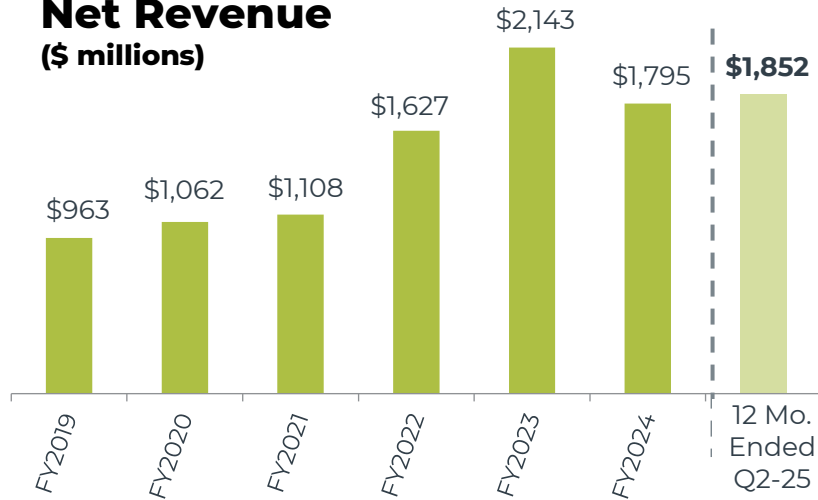
Despite economic cycles, Cavco will thrive because of:

- Low price point
- No land cost or risk
- Variable cost structure
- Controlled manufacturing environment

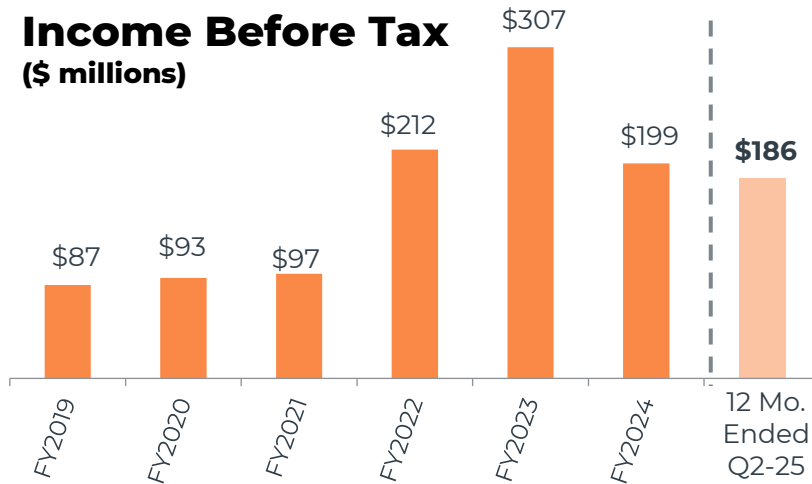


Historical Financial Results for twelve months ended Q2'25

Net Revenue (\$ millions)



Income Before Tax (\$ millions)



Gross profit as a percentage of net revenue strong at

22.8%

Earnings per diluted share

\$17.69

Free cash flow* generation (cash flow from operations less capital expenditures)

\$147.8M

Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA)*

\$184.0M

9.9% EBITDA as % of Net Revenue*

\$276M

Factory home backlogs, representing approximately 9-10 weeks of production

Homes Sold

17,732

Average Net Revenue per Home Sold

\$99,810

**Cumulative
Share
Repurchases**

\$346.7M

**1,258,336 shares
~13.6% outstanding**

* See Appendix for reconciliation of EBITDA and Cash flow from operations to Free cash flow



Operational Excellence

Finding innovative ways to increase manufacturing output and efficiencies and improve safety

Safety

Safety Now program builds a safety-first culture with



33% fewer recordable injuries in CY2023 versus CY2022 and **50% lower** in CY2023 than CY2020

Equipment & Facilities Upgrades

Systematic replacement of aging equipment with less labor-intensive, **safer machines**



Investments in computer-controlled machinery reduces strain on workers and enhances quality

Lean Manufacturing



Increasing productivity



Reducing waste

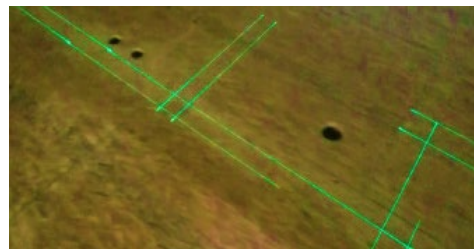
High capacity utilization

in production plants

Dynamic Ability

to flex production quickly

IMPROVING MANUFACTURING



Modern equipment

Computer Numeric Control machines to cut consistent custom components

Automated laser beam measuring for precision utilities placement

Airlift Systems to assist workers in lifting heavy panels and shelving

Customized Dolly System to move large production pieces



Expanding Capacity

Operating with high levels of capacity utilization in production plants



M&A

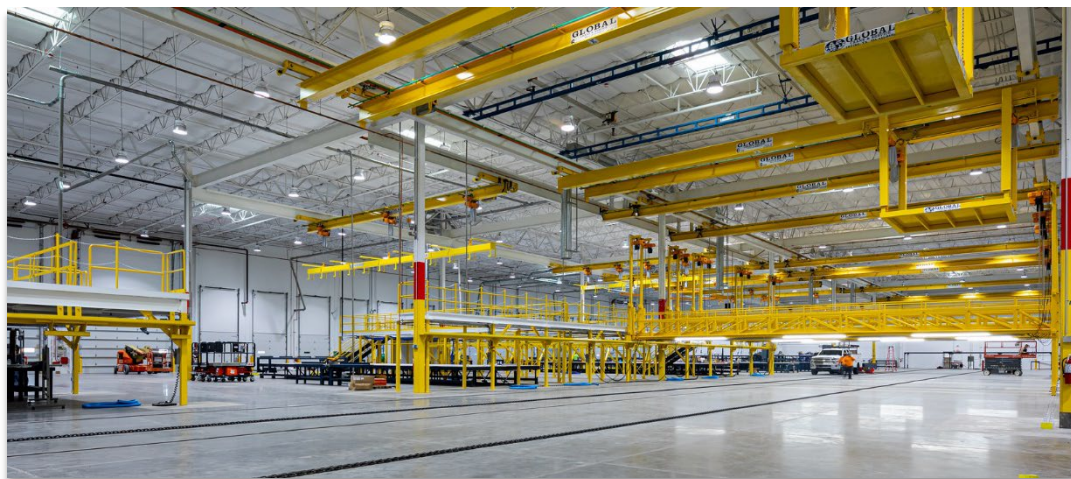
Added six new manufacturing facilities through the acquisition of Commodore

Added four new production lines with Solitaire Homes and retail distribution across three states

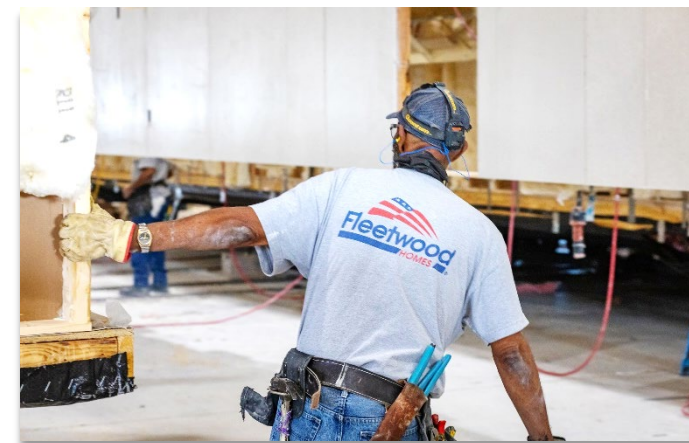
Increased capacity by over 30% with these acquisitions

Plant Investments

Distribution



New manufacturing facilities in Glendale, Arizona and Hamlet, North Carolina



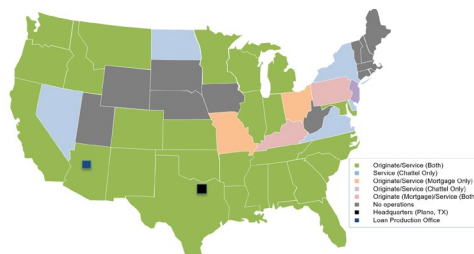


CountryPlace Mortgage

Experienced MH lender with proven performance through economic cycles

Specializing in Manufactured Housing Lending Since 1995

Licenses in **36 states** to originate & service **real property mortgages, chattel paper & commercial loans**, with servicing operations in Dallas



Ginnie Mae
Banks & CUs
Fannie Mae
Freddie Mac
REITs
Cavco/CountryPlace¹

\$969M

Consumer & commercial
receivables serviced

\$1.1B

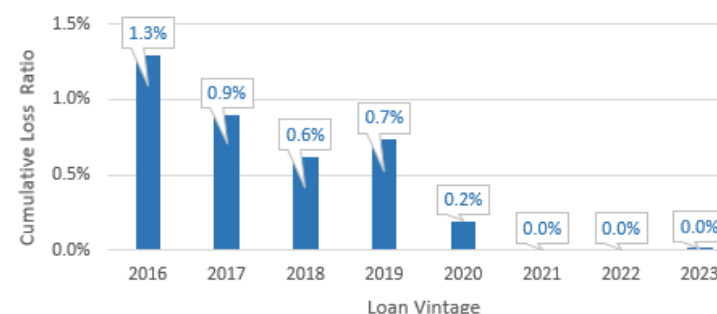
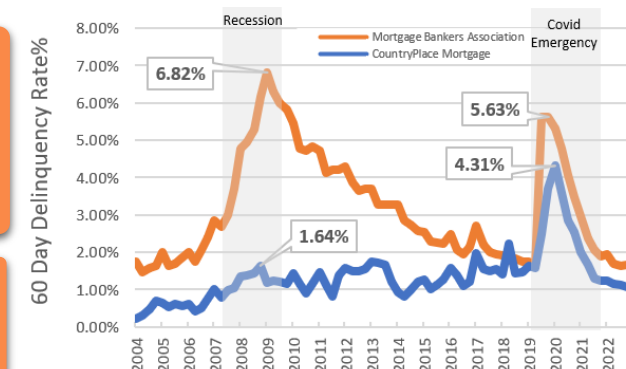
Private label ABS & Ginnie Mae MBS issued

¹ Includes floorplan and other commercial loans, consumer loans and mortgages held for investment, loans and mortgages held for sale, loans in construction and loans and mortgages serviced or subserviced for others. Excludes floorplan receivables serviced by a third party.

Long History of Disciplined Risk Management & Superior Performance

CountryPlace MH loans outperformed the single family mortgage industry through the Great Recession and the Covid public health emergency

CountryPlace ABS pools outperformed peer 2005 – 2007 MH-ABS



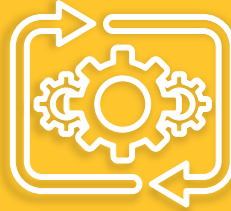
Performance of recent vintages is superior to mid-2000s pools

20 Consecutive Years
of profitability as of 12/30/23

What's Next?



Digital marketing



Manufacturing technology
innovation



Two new production
facilities ramping up



Focus on environmental
issues and opportunities



Zoning improvements
opening up new, urban
market opportunities



Continuing to invest in
productivity improvements
across 31 production lines

The TM Difference



Corporate responsibility

Growing our positive impact on people, communities and the environment



Superior homes

Providing high quality, cost-conscious and innovative housing



Financial strategy

Committed to responsible capital allocation



Operational excellence

Operating safe and highly efficient production lines

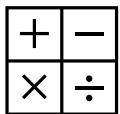


Expanding capacity

Growing through value-creating organic projects and acquisitions



Thank you.

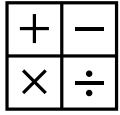


Appendix: GAAP Reconciliation

(\$ in thousands)

Reconciliation of twelve months ended September 28, 2024 Earnings before ITDA %

	Q3-24	Q4-24	Q1-25	Q2-25	Total
Net income <small>(attributed to Cavco shareholders)</small>	\$35,987	\$33,934	\$34,429	\$43,815	\$148,165
Income tax expense	7,920	9,001	9,432	11,135	37,488
Interest expense	842	284	90	125	1,341
Interest income	(5,234)	(5,334)	(5,511)	(5,692)	(21,771)
Depreciation & Amortization	<u>4,620</u>	<u>4,671</u>	<u>4,761</u>	<u>4,760</u>	<u>18,812</u>
EBITDA	\$44,135	\$42,556	\$43,201	\$54,143	\$184,035
Net revenue	\$446,769	\$420,118	\$477,599	\$507,461	\$1,851,947
EBITDA %					9.9%



Appendix: GAAP Reconciliation

(\$ in thousands)

Reconciliation of Free cash flow for the twelve months ended September 28, 2024

	Q3-24	Q4-24	Q1-25	Q2-25	Total
Cash from operations	\$45,904	\$18,578	\$47,393	\$54,681	\$166,556
Capital expenditures	<u>(4,767)</u>	<u>(4,184)</u>	<u>(4,940)</u>	<u>(4,914)</u>	<u>(18,805)</u>
Free cash flow	\$41,137	\$14,394	\$42,453	\$49,767	\$147,751



Cavco Portfolio of Brands

Providing system-built housing solutions across a strong portfolio of brands

