



## FINANCIAL TEAR SHEET

**WHO WE ARE.** Cavco is a leading designer and builder of factory-built structures including manufactured homes, modular homes, commercial buildings, park model RVs and vacation cabins. The Company employs approximately 6,600 people and operates 31 homebuilding production lines, including 2 in Mexico. Our homes are marketed under a variety of brand names including Cavco, Fleetwood, Palm Harbor, Nationwide, Fairmont, Friendship, Chariot Eagle, Destiny, Commodore, Colony, Pennwest, R-Anell, Manorwood, Midcountry and Solitaire. 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.

### MANAGEMENT TEAM

- William C. Boor**  
- President / Chief Executive Officer
- Allison K. Aden**  
- Executive Vice President, Chief Financial Officer & Treasurer
- Seth Schuknecht**  
- Executive Vice President, General Counsel, Corporate Secretary & Chief Compliance Officer
- Steve Like**  
- Senior Vice President, Corporate Development
- Paul Bigbee**  
- Chief Accounting Officer
- Anthony Crutcher**  
- Chief Information Officer
- Colleen Rogers**  
- Senior Vice President, Marketing and Communications

### CORPORATE HEADQUARTERS

Cavco Industries, Inc.  
3636 North Central Avenue  
Suite 1200  
Phoenix, Arizona 85012

### INVESTOR RELATIONS CONTACT

**Mark Fusler**

- Corporate Controller and Investor Relations

investor\_relations@cavco.com  
www.cavcohomes.com

Telephone: (602) 256-6263  
Facsimile: (602) 256-6176

### CVCO COMMON STOCK / Q2 - (06/30/24 - 09/28/24)

Average Daily Volume	68,753
Quarter High	\$444.90
Quarter Low	\$331.08
Market Cap (09/28/24)	\$3,523,217,653
Shares Outstanding (09/28/24)	8,158,996

### STOCK CHART (Most Recent Quarter)



### NUMBER OF HOMES SOLD

Q2 - FY25	4,913
Q1 - FY25	4,721
Q4 - FY24	3,938
Q3 - FY24	4,160
Q2 - FY24	4,248

UPDATED 10/31/24

# SELECTED FINANCIAL DATA

(Most recent quarter)

(Dollars in thousands, except per share amounts)

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	Sep 28, 2024	Sep 30, 2023	SEP 28, 2024	Sep 30, 2023
Net revenue				
Factory-built housing	\$ 486,343	\$ 434,066	\$ 944,391	\$ 891,175
Financial services	21,118	17,964	40,669	36,730
<b>Total net revenue</b>	<b>\$ 507,461</b>	<b>\$ 452,030</b>	<b>\$ 985,060</b>	<b>\$ 927,905</b>
Income from operations				
Factory-built housing	\$ 50,080	\$ 44,052	\$ 93,870	\$ 101,399
Financial services	(955)	1,399	(6,194)	251
<b>Total income from operations</b>	<b>\$ 49,125</b>	<b>\$ 45,451</b>	<b>\$ 87,676</b>	<b>\$ 101,650</b>
<b>Net income attributable to Cavco common stockholders</b>	<b>\$ 43,815</b>	<b>\$ 41,539</b>	<b>\$ 78,244</b>	<b>\$ 87,896</b>

Net Income per share	September 28, 2024		June 29, 2024		March 30, 2024		December 30, 2023		September 30, 2023	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$5.33	\$9.48	\$4.15	\$4.15	\$4.07	\$18.55	\$4.31	\$14.47	\$4.80	\$10.15
Diluted	\$5.28	\$9.38	\$4.11	\$4.11	\$4.03	\$18.37	\$4.27	\$14.34	\$4.76	\$10.05

	Sept 28, 2024	Mar 30, 2024
Cash and cash equivalents	\$ 364,113	\$ 352,687
Restricted cash, current	21,519	15,481
Accounts receivable, net	94,296	77,123
Short-term investments	24,574	18,270
Current portion of consumer loans receivable, net	30,899	20,713
Current portion of commercial loans receivable, net	39,781	43,316
Inventories	244,025	241,339
Prepaid expenses and other current assets	82,758	82,870
<b>Total current assets</b>	<b>\$ 901,965</b>	<b>\$ 851,799</b>
Restricted cash	585	585
Investments	12,845	17,316
Consumer loans receivable, net	20,770	23,354
Commercial loans receivable, net	51,125	47,725
Property, plant and equipment, net	225,121	224,199
Goodwill and other intangibles, net	149,414	150,155
Operating lease right-of-use assets	36,378	39,027
<b>Total Assets</b>	<b>\$ 1,398,203</b>	<b>\$ 1,354,160</b>
Total current liabilities	\$ 311,480	\$ 273,267
Operating lease liabilities	32,485	35,148
Other liabilities	7,529	7,759
Deferred income taxes	4,732	4,575
Total stockholders' equity	1,041,977	1,033,411
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 1,398,203</b>	<b>\$ 1,354,160</b>