



## 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 6,000 people and operates 26 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, Destiny, Commodore, Colony, Pennwest, R-Anell, Manorwood and MidCountry. 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

**Mickey R. Dragash**

- 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 RELATION CONTACT

**Mark Fusler**

-Director of Financial Reporting

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### CVCO COMMON STOCK - (10/03/21 - 01/01/22)

|                               |                 |
|-------------------------------|-----------------|
| Average Daily Volume          | 44,430          |
| Quarter High                  | \$327.24        |
| Quarter Low                   | \$228.50        |
| Market Cap (01/01/22)         | \$2,910,638,013 |
| Shares Outstanding (01/01/22) | 9,163,035       |

### STOCK CHART (Most Recent Quarter)



### NUMBER OF HOMES SOLD

|           |       |
|-----------|-------|
| Q3 - FY22 | 4,424 |
| Q2 - FY22 | 3,597 |
| Q1 - FY22 | 3,700 |
| Q4 - FY21 | 3,835 |
| Q3 - FY21 | 3,603 |

UPDATED 02/02/22

# SELECTED FINANCIAL DATA

(Most recent quarter)

(Dollars in thousands, except per share amounts)

|   | THREE MONTHS ENDED |                   | SIX MONTHS ENDED    |                   |
|---|--------------------|-------------------|---------------------|-------------------|
|   | Jan. 1, 2022       | Dec. 26, 2020     | Jan. 1, 2022        | Dec. 26, 2020     |
| Net revenue   |                    |                   |                     |                   |
| Factory-built housing   | \$ 413,590         | \$ 270,822        | \$ 1,067,967        | \$ 749,879        |
| Financial services  | 18,124             | 17,950            | 53,712              | 51,670            |
| <b>Total net revenue</b>  | <b>\$ 431,714</b>  | <b>\$ 288,772</b> | <b>\$ 1,121,679</b> | <b>\$ 801,549</b> |
| Income from operations  |                    |                   |                     |                   |
| Factory-built housing   | \$ 48,384          | \$ 16,456         | \$ 121,112          | \$ 48,141         |
| Financial services  | 6,502              | 7,368             | 11,511              | 13,771            |
| <b>Total income from operations</b>                                   | <b>\$ 54,886</b>   | <b>\$ 23,824</b>  | <b>\$ 132,623</b>   | <b>\$ 61,912</b>  |
| <b>Net income per share attributable to Cavco common stockholders</b> | <b>\$ 79,419</b>   | <b>\$ 19,701</b>  | <b>\$ 144,075</b>   | <b>\$ 51,424</b>  |

| Net Income per share | January 1 2022 |         | October 2 2021 |        | July 3 2021 |        | April 3 2020 |        | December 26 2020 |        |
|----------------------|----------------|---------|----------------|--------|-------------|--------|--------------|--------|------------------|--------|
|                      | QTD            | YTD     | QTD            | YTD    | QTD         | YTD    | QTD          | YTD    | QTD              | YTD    |
| Basic                | \$8.66         | \$15.68 | \$4.09         | \$7.03 | \$2.94      | \$2.94 | \$2.74       | \$8.34 | \$2.14           | \$5.60 |
| Diluted              | \$8.57         | \$15.54 | \$4.06         | \$6.97 | \$2.92      | \$2.92 | \$2.71       | \$8.25 | \$2.12           | \$5.54 |

|   | January 1, 2022     |                   | April 3, 2021 |  |
|---|---------------------|-------------------|---------------|--|
| Cash and cash equivalents   | \$ 267,265          | \$ 322,279        |               |  |
| Restricted cash, current  | 15,542              | 16,693            |               |  |
| Accounts receivable, net  | 64,536              | 47,396            |               |  |
| Short-term Investments  | 21,116              | 19,496            |               |  |
| Current portion of consumer loans receivable, net                                     | 25,397              | 37,690            |               |  |
| Current portion of commercial loans receivable, net                                   | 29,525              | 19,232            |               |  |
| Inventories   | 200,313             | 131,234           |               |  |
| Prepaid expenses and other current assets   | 79,855              | 57,779            |               |  |
| <b>Total current assets</b>   | <b>703,549</b>      | <b>651,799</b>    |               |  |
| Restricted cash   | 335                 | 335               |               |  |
| Investments   | 35,377              | 35,010            |               |  |
| Consumer loans receivable, net  | 30,632              | 37,108            |               |  |
| Commercial loans receivable, net  | 37,447              | 25,082            |               |  |
| Property, plant and equipment, net  | 157,990             | 96,794            |               |  |
| Goodwill and other intangibles, net   | 130,927             | 89,453            |               |  |
| Operating lease right-of-use assets   | 15,974              | 16,252            |               |  |
| <b>Total Assets</b>   | <b>\$ 1,112,231</b> | <b>\$ 951,833</b> |               |  |
| Total current liabilities   | \$ 272,762          | \$ 237,104        |               |  |
| Operating lease liabilities   | 12,482              | 13,361            |               |  |
| Secured financings and other  | 11,030              | 10,335            |               |  |
| Deferred income taxes   | 8,541               | 7,393             |               |  |
| Redeemable noncontrolling interest  | 1,204               | -                 |               |  |
| Total stockholders' equity  | 806,212             | 683,640           |               |  |
| <b>Total Liabilities, Redeemable Noncontrolling Interest and Stockholders' Equity</b> | <b>\$ 1,112,231</b> | <b>\$ 951,833</b> |               |  |