



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 6,300 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
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Phoenix, Arizona 85012

INVESTOR RELATION CONTACT

Mark Fusler

-Corporate Controller and Investor Relations

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CVCO COMMON STOCK - (07/03/22 - 10/01/22)

Average Daily Volume	60,627
Quarter High	\$298.07
Quarter Low	\$197.37
Market Cap (10/01/22)	\$1,833,185,548
Shares Outstanding (10/01/22)	8,909,339

STOCK CHART (Most Recent Quarter)



NUMBER OF HOMES SOLD

Q2 - FY23	5,111
Q1 - FY23	5,346
Q4 - FY22	4,976
Q3 - FY22	4,424
Q2 - FY22	3,597

UPDATED 11/03/22

SELECTED FINANCIAL DATA

(Most recent quarter)

(Dollars in thousands, except per share amounts)

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	Oct. 1, 2022	Oct. 2, 2021	Oct. 1, 2022	Oct. 2, 2021
Net revenue				
Factory-built housing	\$ 559,602	\$ 342,094	\$ 1,132,199	\$ 654,377
Financial services	17,790	17,449	33,531	35,588
Total net revenue	\$ 577,392	\$ 359,543	\$ 1,165,730	\$ 689,965
Income from operations				
Factory-built housing	\$ 88,025	\$ 41,952	\$ 166,688	\$ 72,728
Financial services	2,680	2,604	2,605	5,009
Total income from operations	\$ 90,705	\$ 44,556	\$ 169,293	\$ 77,737
Net income attributable to Cavco common stockholders	\$ 74,116	\$ 37,610	\$ 133,718	\$ 64,656

Net Income per share	October 2, 2022		July 2, 2022		April 2, 2022		January 1, 2022		October 2, 2021	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$8.32	\$15.01	\$6.68	\$6.68	\$5.86	\$21.54	\$8.66	\$15.68	\$4.09	\$7.03
Diluted	\$8.25	\$14.88	\$6.63	\$6.63	\$5.80	\$21.34	\$8.57	\$15.54	\$4.06	\$6.97

	October 1, 2022	April 2, 2022
Cash and cash equivalents	\$ 333,249	\$ 244,150
Restricted cash, current	14,535	14,849
Accounts receivable, net	96,614	96,052
Short-term investments	16,367	20,086
Current portion of consumer loans receivable, net	18,400	20,639
Current portion of commercial loans receivable, net	32,663	32,644
Inventories	233,965	243,971
Prepaid expenses and other current assets	73,998	71,726
Total current assets	\$ 819,791	\$ 744,117
Restricted cash	335	335
Investments	38,323	34,933
Consumer loans receivable, net	28,570	29,245
Commercial loans receivable, net	43,442	35,922
Property, plant and equipment, net	189,968	164,016
Goodwill and other intangibles, net	128,027	129,452
Operating lease right-of-use assets	16,210	16,952
Total Assets	\$ 1,264,666	\$ 1,154,972
Total current liabilities	\$ 306,051	\$ 294,170
Operating lease liabilities	12,289	13,158
Other liabilities	10,420	10,836
Deferred income taxes	6,048	5,528
Redeemable noncontrolling interest	926	825
Total stockholders' equity	928,932	830,455
Total Liabilities, Redeemable Noncontrolling Interest and Stockholders' Equity	\$ 1,264,666	\$ 1,154,972