



## 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 7,250 people and operates 31 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, 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

**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**

-Corporate Controller and Investor Relations

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### CVCO COMMON STOCK / Q3 - (10/02/22 - 12/31/22)

Average Daily Volume	80,965
Quarter High	\$261.72
Quarter Low	\$193.91
Market Cap (12/31/22)	\$1,982,709,295
Shares Outstanding (12/31/22)	8,763,356

### STOCK CHART (Most Recent Quarter)



### NUMBER OF HOMES SOLD

Q3 - FY23	4,442
Q2 - FY23	5,111
Q1 - FY23	5,346
Q4 - FY22	4,976
Q3 - FY22	4,424

# SELECTED FINANCIAL DATA

(Most recent quarter)

(Dollars in thousands, except per share amounts)

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	Dec. 31, 2022	Jan. 1, 2022	Dec. 31, 2022	Jan. 1, 2022
Net revenue				
Factory-built housing	\$ 481,193	\$ 413,590	\$ 1,613,392	\$ 1,067,967
Financial services	19,410	18,124	52,941	53,712
<b>Total net revenue</b>	<b>\$ 500,603</b>	<b>\$ 431,714</b>	<b>\$ 1,666,333</b>	<b>\$ 1,121,679</b>
Income from operations				
Factory-built housing	\$ 68,796	\$ 48,384	\$ 235,484	\$ 121,112
Financial services	4,268	6,502	6,873	11,511
<b>Total income from operations</b>	<b>\$ 73,064</b>	<b>\$ 54,886</b>	<b>\$ 242,357</b>	<b>\$ 132,623</b>
<b>Net income attributable to Cavco common stockholders</b>	<b>\$ 59,524</b>	<b>\$ 79,419</b>	<b>\$ 193,242</b>	<b>\$ 144,075</b>

Net Income per share	December 31, 2022		October 2, 2022		July 2, 2022		April 2, 2022		January 1, 2022	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$6.71	\$21.72	\$8.32	\$15.01	\$6.68	\$6.68	\$5.86	\$21.54	\$8.66	\$15.68
Diluted	\$6.66	\$21.55	\$8.25	\$14.88	\$6.63	\$6.63	\$5.80	\$21.34	\$8.57	\$15.54

	Dec. 31, 2022	April 2, 2022
Cash and cash equivalents	\$ 376,148	\$ 244,150
Restricted cash, current	9,911	14,849
Accounts receivable, net	80,062	96,052
Short-term investments	16,607	20,086
Current portion of consumer loans receivable, net	13,763	20,639
Current portion of commercial loans receivable, net	34,197	32,644
Inventories	215,458	243,971
Prepaid expenses and other current assets	86,408	71,726
<b>Total current assets</b>	<b>\$ 832,554</b>	<b>\$ 744,117</b>
Restricted cash	335	335
Investments	21,822	34,933
Consumer loans receivable, net	26,903	29,245
Commercial loans receivable, net	43,776	35,922
Property, plant and equipment, net	194,329	164,016
Goodwill and other intangibles, net	127,525	129,452
Operating lease right-of-use assets	17,230	16,952
<b>Total Assets</b>	<b>\$ 1,264,474</b>	<b>\$ 1,154,972</b>
Total current liabilities	\$ 278,423	\$ 294,170
Operating lease liabilities	13,058	13,158
Other liabilities	7,898	10,836
Deferred income taxes	8,663	5,528
Redeemable noncontrolling interest	932	825
Total stockholders' equity	955,500	830,455
<b>Total Liabilities, Redeemable Noncontrolling Interest and Stockholders' Equity</b>	<b>\$ 1,264,474</b>	<b>\$ 1,154,972</b>