



Financial Tear Sheet

(updated 1/30/20)

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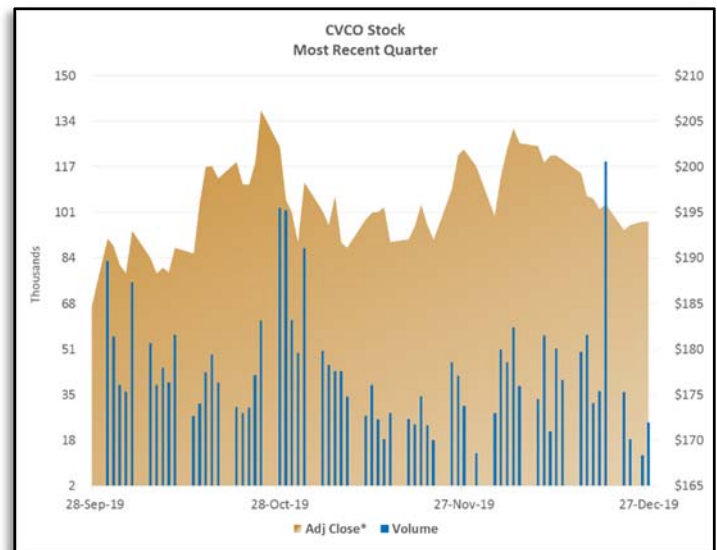
Who We Are

Cavco is a leading designer and builder of systems-built structures including manufactured homes, modular homes, commercial buildings, park model RVs and vacation cabins. The Company employs approximately 4,650 people and operates 20 manufacturing facilities across the nation, and markets them under a variety of brand names including Cavco, Fleetwood, Palm Harbor, Nationwide, Fairmont, Friendship, Chariot Eagle, Lexington and Destiny. 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.

Stock Information (Most recent quarter)

CVCO Common Stock - 2nd Quarter (9/29/19 - 12/28/19)	
Average Daily Volume	43,133
Quarter High	\$ 210.00
Quarter Low	\$ 182.82
Market Cap (12/28/19)	\$ 1,773,391,054
Shares Outstanding (12/28/19)	9,141,191



Numbers of Homes Sold

Q3 FY20	Q2 FY20	Q1 FY20	Q4 FY19	Q3 FY19
3,865	3,781	3,807	3,519	3,447



Selected Financial Data (Most recent quarter)

(Dollars in thousands, except per share amounts)

	Three Months Ended		Nine Months Ended	
	December 28, 2019	December 29, 2018	December 28, 2019	December 29, 2018
Net revenue				
Factory-built housing	\$257,106	\$220,342	\$758,564	\$680,198
Financial services	16,616	13,358	47,875	41,435
Total net revenue	\$273,722	\$233,700	\$806,439	\$721,633
Income from operations				
Factory-built housing	\$16,776	\$14,948	\$55,219	\$49,662
Financial services	6,235	3,240	15,210	10,170
Total income from operations	\$23,011	\$18,188	\$70,429	\$59,832
Net income	\$20,898	\$13,384	\$63,065	\$48,651

Net Income per share	December 28, 2019		September 28, 2019		June 29, 2019		March 30, 2019		December 29, 2018	
	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD	QTD	YTD
Basic	\$2.29	\$6.91	\$2.29	\$4.63	\$2.34	\$2.34	\$2.20	\$7.56	\$1.47	\$5.36
Diluted	\$2.25	\$6.81	\$2.25	\$4.56	\$2.31	\$2.31	\$2.17	\$7.40	\$1.44	\$5.24

	December 28, 2019	March 30, 2019
Cash and cash equivalents	\$216,882	\$187,370
Restricted cash, current	13,026	12,148
Accounts receivable, net	39,411	40,701
Short-term Investments	13,945	12,620
Current portion of consumer loans receivable, net	37,151	30,058
Current portion of commercial loans receivable, net	15,433	15,234
Inventories	110,144	116,203
Assets held for sale	-	3,061
Prepaid expenses and other current assets	55,994	44,654
Total current assets	\$501,986	\$462,049
Restricted cash	350	351
Investments	31,229	32,137
Consumer loans receivable, net	52,841	56,727
Commercial loans receivable, net	28,924	27,772
Property, plant and equipment	71,407	63,484
Goodwill and other intangibles, net	89,962	82,696
Operating lease right-of-use assets	10,710	---
Total Assets	\$787,409	\$725,216
Total current liabilities	\$161,790	\$174,008
Operating lease liabilities	7,795	---
Deferred income taxes	8,439	7,002
Securitized financings and other	14,125	14,618
Total stockholder's equity	595,260	529,588
Total Liabilities and Stockholder's Equity	\$787,409	\$725,216