UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K
CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

July 21, 2005
Date of Report (Date of earliest event reported)

CALLAWAY GOLF COMPANY
(Exact name of registrant as specified in its charter)


Item 2.02 Results of Operations and Financial Condition.*
On July 21, 2005, Callaway Golf Company issued a press release captioned "Callaway Golf Announces Results for Second Quarter and First Six Months of 2005." A copy of the press release is attached hereto as Exhibit 99.1 and incorporated herein by this reference.

Item 9.01 Financial Statements and Exhibits.*
(c) Exhibits.

The following exhibit is being furnished herewith:

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Exhibit 99.1 Press Release, dated July 21, 2005, captioned "Callaway
Golf Announces Results for Second Quarter and First Six
Months of 2005."
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* The information furnished under Item 2.02 and Item 9.01 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or
otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any registration statement or other filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.


## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CALLAWAY GOLF COMPANY

By: /s/ Bradley J. Holiday
Name: Bradley J. Holiday
Title: Senior Executive Vice President and Chief Financial Officer

## Exhibit Index

## Exhibit Number Description

99.1 Press release, dated July 21, 2005, captioned "Callaway Golf Announces Results for Second Quarter and First Six Months of 2005."

CARLSBAD, Calif.--(BUSINESS WIRE)--July 21, 2005--Callaway Golf Company (NYSE:ELY) today announced its financial results for the quarter and six months ended June 30, 2005, reporting for the quarter consolidated net sales of $\$ 323.1$ million, net income of $\$ 18.4$ million, and fully diluted earnings per share of $\$ 0.27$ on 68.7 million shares. Reported net income and earnings per share include after-tax charges associated with the integration of the Top-Flite operations acquired in late 2003 of $\$ 2.0$ million and $\$ 0.03$, respectively. Excluding these charges, the Company's pro forma net income and fully diluted earnings per share would have been $\$ 20.4$ million and $\$ 0.30$, respectively. Reported net sales, net income and fully diluted earnings per share for the same quarter in 2004 (which included after-tax integration charges of $\$ 6.7$ million or $\$ 0.10$ per share) were $\$ 297.9$ million, $\$ 13.7$ million and \$0.20, respectively, on 68.4 million shares.

For the six months ended June 30, 2005, the Company reported consolidated net sales of $\$ 623.0$ million, net income of $\$ 36.8$ million, and fully diluted earnings per share of $\$ 0.54$ on 68.6 million shares. Reported net income and earnings per share for the six-month period were reduced by $\$ 4.4$ million and $\$ 0.06$, respectively, due to Top-Flite integration charges. Excluding these charges, the Company's pro forma net income and fully diluted earnings per share for the six-month period were $\$ 41.2$ million and $\$ 0.60$, respectively. Reported net sales, net income and fully diluted earnings per share for the same period in 2004 (which included after-tax integration charges of $\$ 9.9$ million or $\$ 0.15$ per share) were $\$ 661.7$ million, $\$ 54.3$ million and $\$ 0.79$, respectively, on 68.4 million shares.

Overall, the Company's sales improved during the second quarter of 2005 relative to the same period last year. The Company's products were generally well-received at retail and demand for the Company's products was strong, exceeding the Company's ability to supply some products. The Company's second quarter earnings were tempered by increased operating expenses related to brand investment and the timing of marketing expenses in support of second and third quarter new product launches. The Company does not expect to have product discounting issues in the second half of 2005 similar to those faced in 2004 and as a result anticipates significant year-over-year improvements in third quarter sales and earnings.

For more details, including pro forma reconciliations to assist in year-over-year comparison, please see the attached "Supplemental Financial Information."

The Company will be holding a conference call at 2:00 p.m. PDT today. The call will be broadcast live over the Internet and can be accessed at www.callawaygolf.com. To listen to the call, please go to the website at least 15 minutes before the call to register and for instructions on how to access the broadcast. A replay of the conference call will be available approximately two hours after the conclusion, and will remain available through 9:00 p.m. PDT on July 28, 2005. The replay may be accessed through the Internet at www.callawaygolf.com or by telephone by calling 1-800-475-6701 toll free for calls originating within the United States or 320-365-3844 for International calls. The replay pass code is 789761.

Disclaimer: Statements used in this press release that relate to future plans, events, financial results, performance or prospects, including statements relating to future discounting and anticipated improvement in sales and earnings, are forward-looking statements as defined under the Private Securities Litigation Reform Act of 1995. These statements are based upon current information and expectations. Actual results may differ materially from those anticipated as a result of certain risks and uncertainties, including but not limited to delays, difficulties or unanticipated costs in integrating the Top-Flite Golf and Callaway Golf assets, brands and businesses, the maintenance of good vendor relationships, adverse market and economic conditions, market acceptance of current and future products, adverse weather conditions and seasonality, competitive pressures, fluctuations in foreign currency exchange rates, delays, difficulties or increased costs in the manufacturing of the Company's golf club or ball products, or in the procurement of materials or resources needed to manufacture the Company's golf club or ball products, any rule changes or other actions taken by the USGA or other golf association that could have an adverse impact upon demand for the Company's products, a decrease in participation levels in golf and the effect of terrorist activity or armed conflict on the economy generally, on the level of demand for the Company's products or on the Company's ability to manage its supply and delivery logistics in such an environment.

For additional information concerning these and other risks and uncertainties, see Part I, Item 2 of the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2005, as well as other risks and uncertainties detailed from time to time in the Company's reports on Forms $10-\mathrm{K}, 10-\mathrm{Q}$ and $8-\mathrm{K}$ subsequently filed from time to time with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. The Company undertakes no obligation to republish revised forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

Regulation G: The financial results reported in this press release have been prepared in accordance with accounting principles generally accepted in the United States ("GAAP"). In addition to the GAAP results, the Company has also provided additional information concerning its results, which includes certain financial measures not prepared in accordance with GAAP. The non-GAAP financial measures included in this press release exclude charges associated with the integration of the Callaway Golf Company and Top-Flite Golf Company operations. These non-GAAP financial measures should not be considered a substitute for any measure derived in accordance with GAAP. These non-GAAP financial measures may also be inconsistent with the manner in which similar measures are derived or used by other companies. Management believes that the presentation of such non-GAAP financial measures, when considered in conjunction with the most directly comparable GAAP financial measures, provides additional useful information concerning the Company's operations without the Top-Flite integration charges. The Company has provided reconciling information in the text of this press release.

Through an unwavering commitment to innovation, Callaway Golf Company creates products and services designed to make every golfer a better golfer. Callaway Golf Company manufactures and sells golf clubs and golf balls, and sells golf accessories, under the Callaway Golf(R), Top-Flite(R), Odyssey(R) and Ben Hogan(R) brands. For more information, visit www.callawaygolf.com.

Callaway Golf Company<br>Consolidated Condensed Balance Sheets<br>(In thousands)<br>(Unaudited)

| June 30, | December 31, |
| :---: | :---: |
| 2005 | 2004 |
| $------------------------~$ |  |

## ASSETS

Current assets:

| Cash and cash equivalents | \$42,656 | \$31,657 |
| :---: | :---: | :---: |
| Accounts receivable, net | 238,253 | 105,153 |
| Inventories, net | 193,361 | 181,230 |
| Deferred taxes | 36,644 | 32,959 |
| Income taxes receivable | 1,083 | 28,697 |
| Other current assets | 13,555 | 14,036 |
| Total current assets | 525,552 | 393,732 |
| operty, plant and equipment, net | 132,070 | 135,865 |
| tangible assets, net | 176,910 | 179,636 |
| ferred taxes | 6,234 | 9,837 |
| her assets | 16,447 | 16,667 |
|  | \$857, 213 | \$735,737 |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Current liabilities: |  |  |
| Accounts payable and accrued expenses | \$122,105 | \$75,501 |
| Accrued employee compensation and benefits | 28,706 | 20,215 |
| Accrued warranty expense | 13,232 | 12,043 |
| Line of credit | 50,000 | 13, 000 |
| Other current liabilities | 17 | 39 |
| Total current liabilities | 214,060 | 120,798 |
| Long-term liabilities | 27,700 | 28,622 |
| Shareholders' equity | 615,453 | 586,317 |

Callaway Golf Company
Statements of Operations
(In thousands, except per share data)
(Unaudited)

|  |  | rter E June 30 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  |
| Net sales | \$323,132 | 100\% | \$297,908 | 100\% |
| Cost of sales | 176,399 | 55\% | 170,072 | 57\% |
| Gross profit | 146,733 | 45\% | 127,836 | 43\% |
| Operating expenses: |  |  |  |  |
| Selling expenses | 90,640 | 28\% | 74,496 | 25\% |
| General and administrative expenses | 21,239 | 7\% | 21,834 | 7\% |
| Research and development expenses | 7,083 | 2\% | 7,559 | 3\% |
| Total operating expenses | 118,962 | 37\% | 103,889 | 35\% |
| Income from operations | 27,771 | 9\% | 23,947 | 8\% |
| Other expense, net | $(1,806)$ |  | $(1,592)$ |  |
| Income before income taxes | 25,965 | 8\% | 22,355 | 8\% |
| Provision for income taxes | 7,573 |  | 8,640 |  |
| Net income | \$18,392 | 6\% | \$13,715 | 5\% |
| Earnings per common share: |  |  |  |  |
| Basic | \$0.27 |  | \$0. 20 |  |
| Diluted | \$0.27 |  | \$0.20 |  |
| Weighted-average shares outstanding: |  |  |  |  |
| Basic | 68,270 |  | 67,788 |  |
| Diluted | 68,660 |  | 68,368 |  |
|  |  | Months June 30 | Ended |  |
|  | 2005 |  | 2004 |  |
| Net sales | \$622,989 | 100\% | \$661, 694 | 100\% |
| Cost of goods sold | 343,650 | 55\% | 367,667 | 56\% |
| Gross profit | 279,339 | 45\% | 294,027 | 44\% |
| Operating expenses: |  |  |  |  |
| Selling | 166,385 | 27\% | 145,691 | 22\% |
| General and administrative | 40,324 | 6\% | 44,695 | 7\% |
| Research and development | 13,323 | 2\% | 15,668 | 2\% |
| Total operating expenses | 220,032 | 35\% | 206,054 | 31\% |
| Income from operations | 59,307 | 10\% | 87,973 | 13\% |
| Other expense, net | $(2,987)$ |  | $(1,321)$ |  |
| Income before income taxes | 56,320 | 9\% | 86,652 | 13\% |
| Provision for income taxes | 19,568 |  | 32,392 |  |
| Net income | \$36,752 | 6\% | \$54,260 | 8\% |
| Earnings per common share: |  |  |  |  |
| Basic | \$0.54 |  | \$0.80 |  |
| Diluted | \$0.54 |  | \$0.79 |  |
| Weighted-average shares outstanding: |  |  |  |  |
| Basic | 68,226 |  | 67,536 |  |
| Diluted | 68,643 |  | 68,367 |  |


|  | Six Months Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2005 | 2004 |
| Cash flows from operating activities: |  |  |
| Net income | \$36,752 | \$54,260 |
| Adjustments to reconcile net income to net cash used in operating activities: |  |  |
| Depreciation and amortization | 22,659 | 26,320 |
| Non-cash compensation | 3,957 | , |
| Loss on disposal of long-lived assets | 856 | 1,619 |
| Tax benefit from exercise of stock options | 269 | 1,832 |
| Net non-cash foreign currency hedging losses |  | 1,552 |
| Deferred taxes | $(1,184)$ | 5,972 |
| Changes in assets and liabilities, net | $(67,368)$ | $(111,002)$ |
| Net cash used in operating activities | $(4,059)$ | $(19,445)$ |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(19,056)$ | $(7,739)$ |
| Proceeds from sale of capital assets | 20 | 366 |
| Business acquisitions, net of cash acquired | -- | $(9,215)$ |
| Net cash used in investing activities | $(19,036)$ | $(16,588)$ |
| Cash flows from financing activities: |  |  |
| Net proceeds from line of credit | 37,000 | 20, 000 |
| Issuance of Common Stock | 3,560 | 16,691 |
| Dividends paid, net | $(4,853)$ | $(4,728)$ |
| Acquisition of Treasury Stock | (39) | $(6,298)$ |
| Payments on financing arrangements | (22) | (301) |
| Net cash provided by financing activities | 35,646 | 25,364 |
| Effect of exchange rate changes on cash and cash equivalents | $(1,552)$ | (926) |
| Net increase (decrease) in cash and cash equivalents10,999$(11,595)$ |  |  |
| Cash and cash equivalents at beginning of period | 31,657 | 47,340 |
| Cash and cash equivalents at end of period | \$42,656 | \$35,745 |

Callaway Golf Company
Consolidated Net Sales and Operating Segment Information
(In thousands)
(Unaudited)

Net Sales by Product Category

|  | Quarter Ended June 30, |  | Growth/(Decline) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2004 | Dollars | Percent |
| Net sales: |  |  |  |  |
| Woods | \$69,583 | \$75,436 | \$ 5,853 ) | -8\% |
| Irons | 111,686 | 87,047 | 24,639 | 28\% |
| Putters | 33,976 | 29,193 | 4,783 | 16\% |
| Golf balls | 70,759 | 74,531 | $(3,772)$ | -5\% |
| Accessories and other | 37,128 | 31,701 | 5,427 | 17\% |
|  | \$323,132 | \$297,908 | \$25,224 | 8\% |


| Net sales: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Woods | \$135, 047 | \$199, 234 | \$ $(64,187)$ | -32\% |
| Irons | 219,634 | 183,493 | 36,141 | 20\% |
| Putters | 65,824 | 66,143 | (319) | 0\% |
| Golf balls | 129,792 | 146,627 | $(16,835)$ | -11\% |
| Accessories and other | 72,692 | 66,197 | 6,495 | 10\% |
|  | \$622,989 | \$661, 694 | \$(38, 705 ) | -6\% |


|  | Net Sales by Region |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |
|  | 2005 | 2004 | Dollars | Percent |
| Net sales: |  |  |  |  |
| United States | \$181, 453 | \$171,316 | \$10, 137 | 6\% |
| Europe | 56,568 | 57,843 | $(1,275)$ | -2\% |
| Japan | 30,274 | 16,630 | 13,644 | 82\% |
| Rest of Asia | 19,064 | 17,140 | 1,924 | 11\% |
| Other foreign countries | 35,773 | 34,979 | 794 | 2\% |
|  | \$323, 132 | \$297,908 | \$25, 224 | 8\% |
|  | Six Months Ended |  |  |  |
|  | 2005 | 2004 | Dollars | Percent |
| Net sales: |  |  |  |  |
| United States | \$366,554 | \$388, 958 | \$ $(22,404)$ | -6\% |
| Europe | 107, 731 | 125, 056 | $(17,325)$ | -14\% |
| Japan | 55,127 | 48, 335 | 6,792 | 14\% |
| Rest of Asia | 33,729 | 33,122 | 607 | 2\% |
| Other foreign countries | 59,848 | 66,223 | $(6,375)$ | -10\% |
|  | \$622,989 | \$661, 694 | \$ $(38,705)$ | -6\% |

## Operating Segment Information

| Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| June 30, |  | Growth/(Decline) |  |
| 2005 | 2004 | Dollars | Percent |
| \$252, 373 | \$223, 377 | \$28,996 | 13\% |
| 70,759 | 74,531 | $(3,772)$ | -5 |
| \$323, 132 | \$297, 908 | \$25, 224 | 8 |

Income before provision for
income taxes: (1)
Golf clubs (2)
Golf balls (2)
Reconciling items (3)

| \$33,365 | \$32,659 | \$706 | 2\% |
| :---: | :---: | :---: | :---: |
| 6,018 | 3,756 | 2, 262 | 60\% |
| $(13,418)$ | $(14,060)$ | 642 | 5\% |
| \$25,965 | \$22, 355 | \$3,610 | 16\% |


| $\begin{gathered} \text { Six Mor } \\ \text { Jur } \end{gathered}$ | $\begin{aligned} & \text { 1s Ended } \\ & 30, \end{aligned}$ | Growth/(Decline) |  |
| :---: | :---: | :---: | :---: |
| 2005 | 2004 | Dollars | Percent |
| \$493, 197 | \$515, 067 | \$(21, 870$)$ | -4\% |
| 129, 792 | 146,627 | $(16,835)$ | -11\% |


| Income before provision for income taxes: (1) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Golf clubs | \$73,744 | \$111, 502 | \$ $(37,758)$ | -34\% |
| Golf balls | 7,744 | 2,109 | 5,635 | 267\% |
| Reconciling items (2) | $(25,168)$ | $(26,959)$ | 1,791 | 7\% |
|  | \$56,320 | \$86,652 | \$ $(30,332)$ | -35\% |

(1) Prior period amounts have been reclassified to conform with current period presentation.
(2) Represents corporate general and administrative expenses and other income (expense) not utilized by management in determining segment profitability.

> Callaway Golf Company
> Supplemental Financial Information (In thousands, except per share data) (Unaudited)

|  | Quarter Ended June 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2005 |  |  |
|  | Pro Forma Callaway Golf | Integration Charges | Total as Reported |
| Net sales | \$323,132 | \$- | \$323,132 |
| Gross profit | 148,027 | $(1,294)$ | 146,733 |
| \% of sales | 46\% | n/a | 45\% |
| Operating expenses | 116,996 | 1,966 | 118,962 |
| Income (loss) from operations | 31,031 | $(3,260)$ | 27,771 |
| Other income (expense), net | $(1,806)$ | - | $(1,806)$ |
| Income (loss) before income taxes | 29,225 | $(3,260)$ | 25,965 |
| Provision for income taxes | 8,812 | $(1,239)$ | 7,573 |
| Net income (loss) | \$20,413 | \$(2,021) | \$18,392 |
| Diluted earnings (loss) per share: | \$0.30 | \$(0.03) | \$0.27 |
| Weighted-average shares outstanding: | 68,660 | 68,660 | 68,660 |


|  | Quarter Ended June 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2004 |  |  |
|  | Pro Forma Callaway Golf | Integration Charges | Total as Reported |
| Net sales | \$297,908 | \$- | \$297,908 |
| Gross profit | 133,704 | $(5,868)$ | 127,836 |
| \% of sales | 45\% | n/a | 43\% |
| Operating expenses | 99,069 | 4,820 | 103,889 |
| Income (loss) from operations | 34,635 | $(10,688)$ | 23,947 |
| Other income (expense), net | $(1,592)$ | - | $(1,592)$ |
| Income (loss) before income taxes | 33, 043 | $(10,688)$ | 22,355 |
| Provision for income taxes | 12,658 | $(4,018)$ | 8,640 |
| Net income (loss) | \$20,385 | \$ $(6,670)$ | \$13,715 |
| Diluted earnings (loss) per share: | \$0.30 | \$(0.10) | \$0. 20 |

Weighted-average shares outstanding:

Six Months Ended June 30, 2005

| Pro Forma Callaway Golf | Integration Charges | Total as Reported |
| :---: | :---: | :---: |
| \$622,989 | \$- | \$622,989 |
| 283, 716 | $(4,377)$ | 279,339 |
| 46\% | $\mathrm{n} / \mathrm{a}$ | 45\% |
| 217, 322 | 2,710 | 220, 032 |
| 66,394 | $(7,087)$ | 59,307 |
| $(2,987)$ | - | $(2,987)$ |
| 63,407 | $(7,087)$ | 56,320 |
| 22,261 | $(2,693)$ | 19,568 |
| \$41, 146 | \$ 4,394$)$ | \$36, 752 |

Diluted earnings (loss) per share: Weighted-average shares
outstanding:
Net sales
Gross profit
\% of sales Operating expenses

Income (loss) from operations Other income (expense), net

Income (loss) before income taxes Provision for income taxes

Net income (loss)
-========
$\$ 0.60$
$\$(0.06)$
$\$ 0.54$
68,643
68, 643
68, 643

Six Months Ended June 30,
$\qquad$

| 2004 |  |  |
| :---: | :---: | :---: |
| Pro Forma | Integration | Total as |
| Callaway Golf | Charges | Reported |
| \$661, 694 | \$- | \$661, 694 |
| 303, 365 | $(9,338)$ | 294, 027 |
| 46\% | $\mathrm{n} / \mathrm{a}$ | 44\% |
| 199,596 | 6,458 | 206, 054 |
| 103,769 | $(15,796)$ | 87,973 |
| $(1,321)$ | - | $(1,321)$ |
| 102,448 | $(15,796)$ | 86,652 |
| 38,297 | $(5,905)$ | 32,392 |
| \$64, 151 | \$ 9,891$)$ | \$54, 260 |

$\$ 0.9$
\$(0.15)
$\$ 0.79$
Diluted earnings (loss) per share:
Weighted-average shares outstanding:

68,367
68,367
68, 367
CONTACT: Callaway Golf Company Brad Holiday, Patrick Burke, Larry Dorman, 760-931-1771

