

Callaway Golf Announces Record Sales and More Than a 100% Increase in Earnings for 2007

CARLSBAD, Calif.--(BUSINESS WIRE)--Jan. 31, 2008--Callaway Golf Company (NYSE:ELY) today announced its financial results for the fourth quarter and full year ended December 31, 2007. Highlights for the full year of 2007 included:

- Net sales increased 10% to a record \$1.125 billion, compared to \$1.018 billion for the same period in 2006.
- Fully diluted earnings per share of \$0.81 on 67.5 million shares, an increase of 138% compared to fully diluted earnings per share of \$0.34 on 68.5 million shares in 2006.
- Fully diluted earnings per share for 2007 included after-tax charges of \$0.08 for gross margin improvement initiatives. Similarly, full year 2006 included after-tax charges of \$0.04 for the integration of Top-Flite, \$0.03 for restructuring, and \$0.02 for gross margin improvement initiatives. Excluding these charges, the Company's pro forma fully diluted earnings per share for 2007 would have been \$0.89, an increase of 107% compared to \$0.43 for 2006.
- Gross profit for 2007 was \$493.2 million or 44% of net sales compared to \$398.1 million or 39% of net sales a year ago. The increase was primarily the result of gross margin improvement initiatives announced in 2006 as well as an increased mix of higher margin drivers and X-20 irons.
- Operating expenses for 2007 were \$403.0 million or 36% of net sales compared to \$361.0 million or 35% of net sales in 2006. The increase was due primarily to higher employee annual incentive compensation expense related to the Company's significantly improved financial performance as well as an increase in marketing expense to support the Top-Flite re-launch.

Highlights for the fourth quarter included:

- Net sales were \$174.4 million, a 3% decrease compared to \$179.9 million for the same period in 2006, which included significantly more sales from new product launches.
- Loss per share of \$0.25 on 63.8 million shares, compared to a loss per share of \$0.15 on 67.0 million shares in the fourth guarter of 2006.
- The 2007 fourth quarter loss per share included an after-tax charge of \$0.01 related to gross margin improvement initiatives announced in November 2006. The fourth quarter of 2006 also included after-tax charges of \$0.01 for gross margin improvement initiatives and \$0.01 for the restructuring charges announced in

2005. Excluding these charges, the Company's pro forma loss per share for the fourth quarter of 2007 would have been \$0.24, as compared to pro forma loss per share of \$0.13 in the prior period.

- Gross profit for the fourth quarter of 2007 was \$63.4 million or 36% of net sales compared to \$58.8 million or 33% of net sales for the fourth quarter of 2006.
- Operating expenses for the fourth quarter of 2007 were \$92.0 million compared to \$79.9 million for the same period in 2006.

"We have made significant progress improving operations and profitability in 2007," announced George Fellows, President and CEO. "Specifically, we were able to re-gain woods market share, re-launch the Top-Flite Brand with the successful introduction of the D2 golf ball, and grow our accessories business. In addition, we made significant progress in improving profitability, increasing our gross margins by five percentage points, which contributed to a \$135 million increase in cash from operations."

"While pleased with our progress so far, we continue to focus on improvement," continued Mr. Fellows. "We have a strong line-up of 2008 products including our recently announced I-Mix driver with its state of the art technology aimed at providing the best and most flexible performance possible for our consumers. Another area we are targeting is supply chain management, where we've made tremendous progress in 2007 but believe there is still room to drive efficiencies. With this strong portfolio of products along with improved operations, we feel well positioned to sustain the momentum we enjoyed in 2007."

Business Outlook

The Company estimates that its full year 2008 net sales will be in the range of \$1.145 to \$1.165 billion. The Company also estimates that its 2008 full year pro forma fully diluted earnings per share will be in the range of \$1.08 to \$1.18, which represents an estimated increase of 21% to 33% as compared to the Company's pro forma fully diluted earnings per share in 2007 of \$0.89 as discussed above. Estimated pro forma earnings for 2008 exclude estimated charges of approximately \$0.08 per share related to the Company's gross margin initiatives.

The Company's earnings per share estimates for 2008 assume a base of 67.0 million shares.

The Company will be holding a conference call at 2:00 p.m. PST 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 three hours after the call ends, and will remain available through 9:00 p.m. PST on Thursday, February 7, 2008. 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 908304.

Disclaimer: Statements used in this press release that relate to future plans, events, financial results, performance or prospects, including statements relating to estimated sales and earnings for 2008, and the estimated charges for the Company's gross margin initiatives, are forward-looking statements as defined under the Private Securities Litigation Reform Act of 1995. These estimates and statements are based upon current information and expectations. Accurately estimating the Company's future financial performance is based upon various unknowns including consumer acceptance and demand for the Company's current or new products as well as future consumer discretionary purchasing behavior, which can be significantly adversely affected by unfavorable economic or market conditions. Actual results may differ materially from those estimated or anticipated as a result of these unknowns or other risks and uncertainties, including delays, difficulties or increased costs in the supply of components needed to manufacture the Company's products, in manufacturing the Company's products, or in connection with the implementation of the Company's planned gross margin initiatives or the implementation of future initiatives; adverse weather conditions and seasonality; any rule changes or other actions taken by the USGA or other golf association that could have an adverse impact upon demand or supply of the Company's products; a decrease in participation levels in golf; and the effect of terrorist activity, armed conflict, natural disasters or pandemic diseases 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 that could affect these statements and the Company's business, see Part I, Item 1A of the Company's Annual Report on Form 10-K for the year ended December 31, 2006, as well as other risks and uncertainties detailed from time to time in the Company's reports on Forms 10-K, 10-Q and 8-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, charges related to the September 2005 restructuring initiatives, and charges related to the Company's gross margin initiatives. 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 these charges. The Company has provided reconciling information in the text of this press release and in the accompanying schedules.

About Callaway Golf

Through an unwavering commitment to innovation, Callaway Golf Company (NYSE:ELY) 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), Odyssey(R), Top-Flite(R), and Ben Hogan(R) brands in more than 110 countries worldwide. For more information please visit www.callawaygolf.com or www.shop.callawaygolf.com.

December 31.

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

		Decembe	51 JI,
		2007	2006
ASSETS			
Current assets:			
Cash and cash equivalents	\$	49,875	\$ 46,362
Accounts receivable, net		112,064	118,133
Inventories, net		253,001	265,110
Deferred taxes		42,219	32,813
Income taxes receivable		9,232	9,094
Other current assets		30,190	21,688
Total current assets		496,581	493,200
Property, plant and equipment, net		128,036	131,224
Intangible assets, net		173,045	175,159
Deferred taxes		27,028	18,821
Other assets		32,273	27,543
	\$	856,963	\$ 845,947
	====	========	==========

LIABILITIES AND SHAREHOLDERS' EQUITY Current liabilities: Accounts payable and accrued expenses \$ 130,410 \$ 111,360 Accrued employee compensation and 44,245 18,731 benefits Accrued warranty expense 12,386 13,364 Credit facilities 36,507 80,000 -----223,548 223,455 Total current liabilities Long-term liabilities 63,207 43,388 1,978 1,987 Minority interest Shareholders' equity 568,230 577,117 _____ \$ 856,963 \$ 845,947

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

		2007					
Net sales Cost of sales	\$	174,418 111,047					
CODE OF BUTCH						070	
Gross profit Operating expenses:					58,772	33%	
Selling		59,951	34%		52,404	29%	
General and administrative		23,921	14%		20,483	11%	
Research and development		8,169			6,999	4%	
Total operating expenses		92,041			79,886	44%	
-		(28,670)	-16%		(21,114)	-12%	
Other income (expense), net		98			(28)		
Loss before income taxes		(28,572)	-16%		(21,142)	-12%	
Income tax benefit		(12,415)			(10,948)		
Net loss		(16,157)		\$	(10,194)	-6%	
	==	======		==	======		
Loss per common share:							
Basic		(\$0.25)			(\$0.15)		
Diluted Weighted-average shares outstanding:		(\$0.25)			(\$0.15)		
Basic		63,765			66,993		
Diluted		63,765			· ·		

7	/ear	Ended	December	31,
	2007	 7	20	006

Quarter Ended December 31,

Net sales	\$1	,124,591			
Cost of sales		631,368	56%	619,8	32 61%
Gross profit		493,223	44%	398,0	75 39%
Operating expenses:					
Selling		281,960	25%	254,5	26 25%
General and administrative		89,060	88	79,7	09 8%
Research and development		32,020	3%	26,7	85 3%
Total operating expenses		403,040	36%	361,0	 20 35%
Income from operations		90,183	8%	37,0	55 4%
Other expense, net		(1,908)		(2,0	57)
Income before income taxes		88,275	8%	34,9	98 3%
Income tax provision		33,688		11,7	08
Net income	\$	54,587		\$ 23,2	90 2%
	==	======		======	===
Earnings per common share:					
Basic	\$	0.82		\$ 0.	34
Diluted	\$	0.81		\$ 0.	34
Weighted-average shares outstanding:					
Basic		66,371		67,7	32
Diluted		67,484		68,5	03

Callaway Golf Company Consolidated Condensed Statements of Cash Flows (In thousands) (Unaudited)

	Year	Ended	Dec	ember 31	,
		007			_
Cash flows from operating activities:					_
Net income	\$	54,587	\$	23,290	
Adjustments to reconcile net income to net cash provided by operating activities:					
Depreciation and amortization		35,326		32,274	:
Non-cash share-based compensation		10,851		11,921	
Deferred taxes		904		673	
Loss (gain) on disposal of assets Changes in assets and liabilities, net of		(4,731))	1,135	
effects from acquisitions		55,045		(52,312)
Net cash provided by operating activities	1	51,982		16,981 	-
Cash flows from investing activities:					
Capital expenditures	(32,930)	(32,453)
Proceeds from sale of capital assets		11,460		469	1
Investment in golf related ventures		(3,698))	(10,008)
Business acquisitions, net of cash acquired		-		374 	: _
Net cash used in investing activities	(25,168)	(41,618)

Cash flows from financing activities:

Issuance of common stock Dividends paid, net	•	9,606 (19,212)
Acquisition of treasury stock		(52,872)
Tax benefit from exercise of stock option	6,031	884
Proceeds from (payments on) credit		
facilities, net	(43,493)	80,000
Other financing activities	(9)	1,971
Net cash (used in) provided by financing		
activities		20,377
Effect of exchange rate changes on cash and		
cash equivalents	(315)	1,141
cash equivalents	(313)	
Net increase (decrease) in cash and cash		
equivalents	3,513	(3,119)
Cash and cash equivalents at beginning of		
period	46,362	49,481
Cash and cash equivalents at end of period	\$ 49,875	\$ 46,362
	========	========

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

Net Sales by Product Category

Net baies by Floudet Category										
				er 31	,	Growth/(Decline				
							Percent			
Net sales:										
Woods		\$	32,291	\$ 39	,321	\$(7,030)	-18%			
Irons (1)							1%			
Putters			20,542	17	,569	2,973	17%			
Golf balls							-20%			
Accessories and other (1)						7,592	25%			
		\$1	L74,418	\$179	,884	\$(5,466)	-3%			
		==	=====	====	====	======	=			
		7	Year End	ded						
		De	ecember	31,		Growth/(Decline)			
		200	7	200	6	Dollars	s Percent			
Net sales:										
Woods	\$	305	5,880 \$	266	,478	\$ 39,402	2 15%			
Irons							l 8%			
Putters		109	9,068	102	,714	6,354	£ 6%			
Golf balls		213	3,064	214	,783	(1,719	9) -1%			
Accessories and other		186	5,985 	145	,972 	41,013	3 28%			

(1) Prior periods have been restated to reflect current period classification.

Net Sales by Region

							\bigcap_{1}	12	rt	۵r	ㅠ	'nċ	احد	1						

	~	r Ended er 31,	Growth/(Decline)				
	2007	2006	Dollars	Percent			
Net sales:							
United States	\$ 85,053	\$ 95,772	\$(10,719)	-11%			
Europe	26,046	26,264	(218)	-1%			
Japan	23,207	22,313	894	4%			
Rest of Asia	17,127	14,741	2,386	16%			
Other foreign countries	22,985	20,794	2,191	11%			
	\$174,418	\$179,884	\$ (5,466)	-3%			
	======	======	=======				

ıded

		Decembe	er 31,	<pre>Growth/(Decline)</pre>				
		2007	2006	Dollars	Percent			
Net sales:								
United States	\$	597,569	\$ 566,600	\$ 30,969	5%			
Europe		193,336	159,886	33,450	21%			
Japan		120,148	105,705	14,443	14%			
Rest of Asia		86,133	75,569	10,564	14%			
Other foreign countries		127,405	110,147	17,258	16%			
	\$1	,124,591	\$1,017,907	\$106,684	10%			
	==	=======	========	=======				

Operating Segment Information

	~	r Ended er 31,	Growth/(Decline)					
	2007	2006	Dollars	Percent				
Net sales: Golf clubs Golf balls	' '	\$132,634 47,250						
	\$174,418 =======	\$179,884 =======	\$(5,466) ======	-3%				
Income before provision		\$ (94)	\$(4.002)	-4257%				

-	1 (_		
Income	pelore	provision	Ior	income	taxes:

Golf clubs	\$ (4,096) \$	(94) \$(4,002)	-4257%
Golf balls	(7,699)	(4,615) (3,084)	-67%

Reconciling items (2)	(16,777)	(16,433)	(344)	-2%
	\$(28,572)	\$(21,142)	\$(7,430)	-35%

	Year Ended December 31,			Growth/(Decline)		
		2007		2006	Dollars	Percent
Net sales:						
Golf clubs	\$	•		•	\$108,403	
Golf balls		213,064		214,783	(1,719)	-1%
	 \$1	.124.591	 \$1	.017.907	\$106,684	10%
	==	=======	==	=======	=======	
Golf clubs	\$	151,759	\$	101,837	\$ 49,922	49%
Golf balls		902		(6,396)	7,298	114%
Reconciling items (2)		(64,386)		(60,443)	(3,943)	-7%
	\$	88,275	\$	34,998	\$ 53,277	152%

(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 Decemb	per 31,
		2007	
	Callaway	Gross Margin Improvement Initiatives	
Net sales Gross profit % of sales Operating expenses	64,797 37%	\$ - (1,426) n/a -	63,371 36%
Loss from operations Other income (expense), net	(27,244)	(1,426)	(28,670)
Loss before income taxes Income tax benefit		(1,426)	
Net income (loss)	\$(15,246) ======	\$ (911)	\$(16,157) ======

Diluted earnings (loss) per share: \$ (0.24) \$ (0.01) \$ (0.25) Weighted-average shares outstanding: 63,765 63,765

Quarter Ended December 31,

				200	6				
		Gross Margi Initiat	n					Report	
Net sales Gross profit % of sales Operating		(1,		\$	- (85) n/a	\$	- (135)	\$179,88 58,77	 4 2 3%
expenses	78,683		-		(84)		1,287	79,88	6
Loss from operations Other income (expense),		(1,	504)		(1)				
net	(28)		-		-		-	(2	8)
Loss before income taxes	(18,215)	(1,	504)		(1)		(1,422)	(21,14	2)
benefit	(9,685)	(595)		(64)		(604)	(10,94	8)
Net income (loss)	\$ (8,530)							\$(10,19 =====	
Diluted earnings (loss) per share: Weighted- average	\$ (0.13)	\$ (0	.01)	\$	0.00	\$	(0.01)	\$ (0.1	5)
shares outstanding:	66,993	66,	993	66	,993		66,993	66,99	3
				Year	Ende	d Dec	ember 3	1,	
						2007			-
					Im	prove	ment T	otal as Reported	_
Net sales Gross profit % of sales Operating expe	enses		\$1,3	502,124	%	(8,	901) n/a	,124,591 493,223 44 403,040	%
Income (loss)	from opera	ations		99,084		(8,	901)	90,183	-

Other expense, net		(1,908)	-		(1,908)
<pre>Income (loss) before income taxes Income tax provision</pre>		97,176 37,115	(8,901) (3,427)		88,275 33,688
Net income (loss)	\$ ===	60,061	\$(5,474)	\$ ===	54,587 ======
Diluted earnings (loss) per share:	\$	0.89	\$ (0.08)	\$	0.81
Weighted-average shares outstanding:		67,484	67,484		67,484

Year Ended December 31,

2006

	Pro Forma Callaway Golf	Initia-	tion	Restructur- ing Charges	as
Net sales Gross profit % of sales Operating	403,670		(3,451)	\$ - (291) n/a	398,075
expenses	357,700	-	588	2,732	361,020
<pre>Income (loss) from operations Other expense,</pre>	45,970	(1,853)	(4,039)	(3,023)	37,055
net	(2,057)	-	-	-	(2,057)
Income (loss) before income taxes Income tax	43,913	(1,853)	(4,039)	(3,023)	34,998
provision	15,140	(713)	(1,555)	(1,164)	11,708
Net income (loss)				\$(1,859)	
Diluted earnings (loss) per share:	\$ 0.43	\$ (0.02)	\$ (0.04)	\$ (0.03)	\$ 0.34
Weighted-average shares outstanding:	68,503	68,503	68,503	68,503	68,503

Earnings Before Interest, Taxes, Depreciation and Amortization
 (EBITDA):

	2007 Trailing Twelve Months EBITDA							
		Quarter Ended						
	March 31,	June 30,	September 30, 2007	December 31,	Total			
Net income (loss) Interest expense	\$32,836	\$36,639	\$ 1,269	\$(16,157)	\$ 54,587			
(income), net Income tax provision	1,677	1,672	29	(216)	3,162			
(benefit) Depreciation and amortization	21,682	23,591	830	(12,415)	33,688			
expense	9,009	8,591	9,864	7,862	35,326			
EBITDA			\$11,992					
			ailing Twelve M					
			Quarter End	led				
), September 30 2006	, December 33	1,			
Net income (loss)	\$22,8	61 \$22,53	39 \$(11,916	\$(10,194	4) \$23,290			

			Quarter Ended	d 	
	· ·	June 30, 2006	September 30, 2006	December 31, 2006	Total
Net income (loss)	\$22,861	\$22,539	\$(11,916)	\$(10,194)	\$23,290
<pre>Interest expense (income), net</pre>	533	1,522	1,132	905	4,092
Income tax provision (benefit)	12 707	14,934	(6.075)	(10,948)	11 700
Depreciation and amortization	13,797	14,934	(0,075)	(10,940)	11,700
expense	7,290	7,935	8,736	8,313	32,274
EBITDA	\$44,481 ======	\$46,930 =====	\$ (8,123)	\$(11,924) ======	\$71,364 ======

Callaway Golf Product Launch Schedule

	2007		2008
Major First Half Launches:			
Drivers:		Drivers:	
Big Bertha 460 Drivers	Feb-2007	Hyper X Drivers	Jan-2008
FT-5 Drivers	Feb-2007 (Phased sell-in early Q2)	Big Bertha Womens Drivers	Jan-2008
FT-I Drivers	Feb-2007	FT-I (Low	Feb-2008

	(Phased sell-in early Q2)	Trajectory)	
Hyper ERC Drivers (Japan Only)	Feb-2007	Legacy Driver (Asia Only)	Feb-2008
		IMIX Drivers	Mar-2008
Fairway Woods: X Hot Fwy Woods	Jan-2007	Fairway Woods: Big Bertha Womens Fwy Woods	Jan-2008
Big Bertha Fwy Woods	Feb-2007	Hyper X Fwy Woods	Jan-2008
		Fusion Fwy Woods	
		FT-I Fwy Woods	Mar-2008
Hybrids:		Hybrids:	
X Hybrids	Jan-2007	FT Hybrids	Feb-2008
Irons/Wedges:		Irons/Wedges:	
X-20 Irons	Jan-2007	Big Bertha Irons	Jan-2008
X Forged Irons	Mar-2007	Fusion Irons	Jan-2008
		Big Bertha Womens Irons	Jan-2008
		X Forged Wedges	Jan-2008
		FI i-brid Irons	Apr-2008
Putters:		Putters:	
Whitehot XG TwoBall	Feb-2007	Black Series	Jan-2008
SRT Putters	100 2007	Insert Putters	0411 2000
Black Series Putters	Mar-2007	Sabertooth Putters	Mar-2008
Whitehot XG Marksman Putters	Apr-2007	Whitehot Tour Putters	Apr-2008
Balls:		Balls:	
Top-Flite D2 Balls	Jan-2007	Top-Flite	Jan-2008
-		Gamer Balls	
HX Hot Balls	Jan-2007	Top-Flite Freak Balls	Jan-2008
Big Bertha Balls	Jan-2007	Top-Flite XL '08 Balls	Jan-2008
Warbird Balls	Jan-2007	Top-Flite XL 5000 Balls	Jan-2008
		Tour ix Balls	Feb-2008
		HX Hot Bite Balls	Feb-2008
		Legacy Balls (Asia Only)	Mar-2008
Other:		Other:	
None		GEM Sets	Jan-2008
140110		OHIT DCCD	Juli 2000

Callaway Golf Product Launch Schedule

2007 2008

Major Second Half Launches:

Drivers:

Drivers:

-- None

-- No public information available

Fairway Woods:

-- None

Fairway Woods: -- No public information available

Hybrids:

-- None

Hybrids:

-- No public information available

Irons/Wedges:

-- Marxman Chipper Oct-2007

-- No public information available

Irons/Wedges:

Putters:

-- Divine Line

Nov-2007

-- No public information available

-- Black Series Insert Nov-2007

Balls:

Balls:

Putters:

-- None

-- Tour i Balls Jul-2008

Other:

-- TF Packaged Sets Dec-2007

Other:

-- No public information available

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SOURCE: Callaway Golf Company