INVESTOR PRESENTATION
MARCH 2019

IMPORTANT NOTICES

Forward-looking Statements. During the presentation, any comments made about future performance, events, prospects or circumstances, including estimated 2019 net sales, gross margins, earnings per share (including estimated tax rate and share count), future growth or profitability, creation of shareholder value, future industry or market conditions, future reinvestment or capital deployment, impact of the OGIO, TravisMathew, and Jack Wolfskin acquisitions, and the depreciation and amortization expenses, are forward-looking statements, subject to the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are often characterized by the use of words such as “estimate,” “expect,” “anticipate,” “project,” “plan,” “intend,” “seek,” “believe,” “forecast,” “foresee,” “likely,” “may,” “should,” “goal,” “target,” “might,” “will,” “could,” “predict,” “continue” and the negative or plural of these words and other comparable terminology. Such statements reflect our best judgment as of the time made based on then current market trends and conditions. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risks and uncertainties applicable to the Company and its business. For details concerning these and other risks and uncertainties, you should consult Part I, Item 1A of our most recent Annual Report on Form 10-K, together with the Company's other reports subsequently filed with the SEC from time to time. 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. In addition, in order to assist you with period-over-period comparisons on a consistent and comparable basis, today’s presentation includes certain non-GAAP information. This information, as applicable, excludes the non-recurring transaction and transition-related expenses related to the OGIO, TravisMathew, and Jack Wolfskin acquisitions. The Company also provides certain information excluding interest, taxes, depreciation and amortization expenses, as well as certain other non-cash and non-recurring items as set forth in the non-GAAP reconciliations. This non-GAAP information may include non-GAAP financial measures within the meaning of Regulation G. These non-GAAP measures should not be considered as a substitute for any measure derived in accordance with GAAP. The non-GAAP information may also be inconsistent with the manner in which similar measures are derived or used by other companies. Management uses such non-GAAP information for financial and operational decision-making purposes and as a means to evaluate period-over-period comparisons and in forecasting the Company’s business going forward. Management believes that the presentation of such non-GAAP information, when considered in conjunction with the most directly comparable GAAP information, provides additional useful comparative information for investors in their assessment of the underlying performance of the Company’s business without regard to these items. The Company has provided reconciliations of such non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP, which are included in this presentation.

ELY OVERVIEW

- Premium golf equipment and active lifestyle company with a portfolio of global brands
- Successfully executed turnaround to reinvigorate the Callaway brand; pivoted to growth strategy
- Fostering a culture of innovation
- Strong executive team with proven track record and relentless obsession with operational excellence

Market cap: $1.6B[(1)]

Employees: ~3,800[(2)]

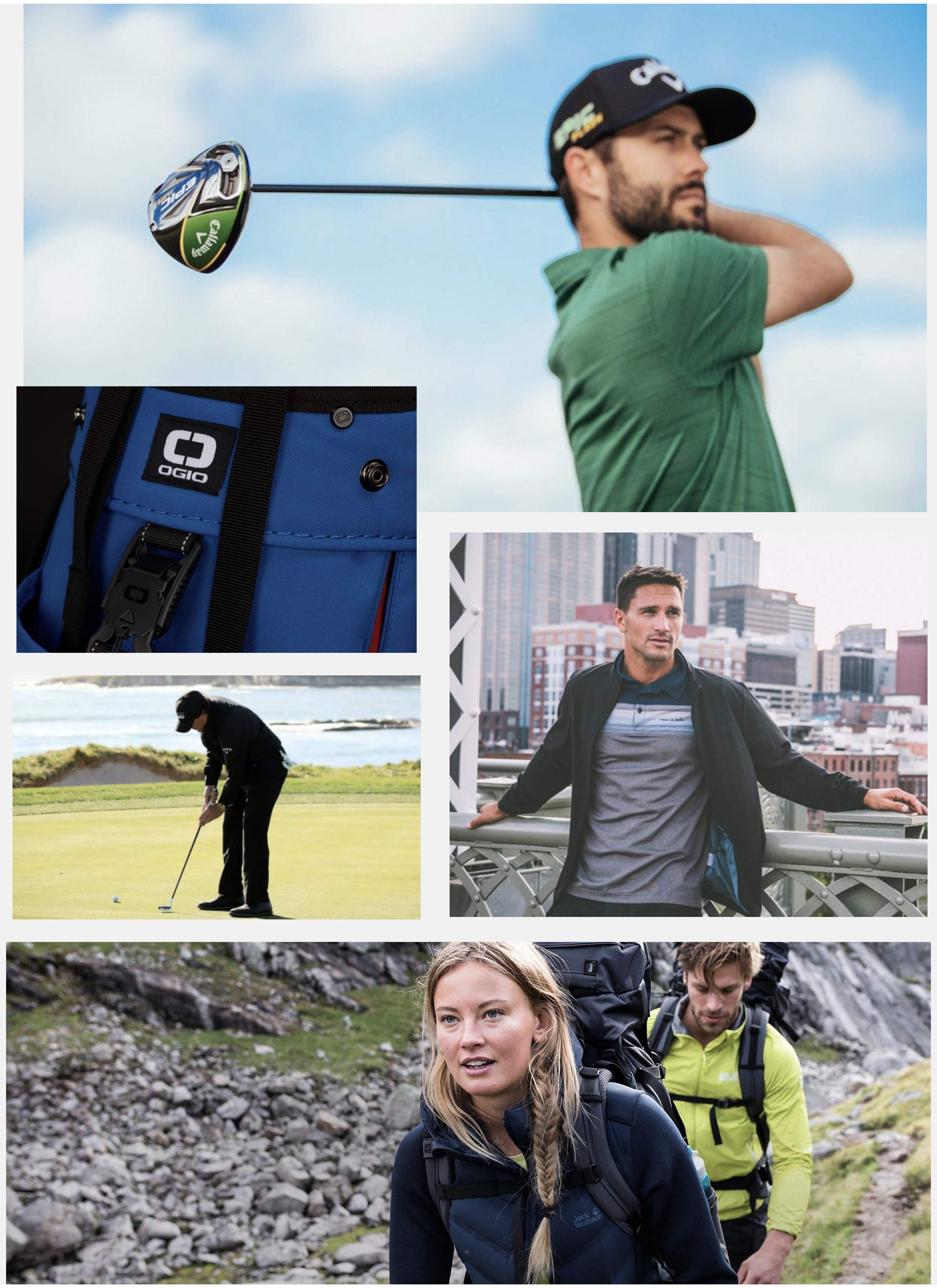
Net Sales: $1,243M[(3)]

Gross Margin: 46.5%[(3)]

Leadership: Chip Brewer, President & CEO

1) Market capitalization as of February 25, 2019
2) As of January 31, 2019
3) 2018 Full Year GAAP Results

BRAND PORTFOLIO



Callaway
- Global Leader in Golf Equipment and Golf Apparel
- #1 in Sticks, Woods, Irons
- #2 in Golf Balls

Odyssey
- Global Leader in Putters
- #1 Putter in Golf ®

OGIO
- Lifestyle Brand known for its adrenaline-raising bags and gear

travisMathew
- Dynamic Lifestyle Apparel Brand with a distinct Southern California vibe

Jack Wolfskin
- Leading Outdoor & Active Lifestyle Apparel Brand in DACH region and China

Golf Market Share Data Source: Golf Datatech 2018 US report

TURNAROUND TIMELINE

LEADING GLOBAL MARKET SHARE AND A STRONG FINANCIAL POSITION

Continuous Operational Improvements

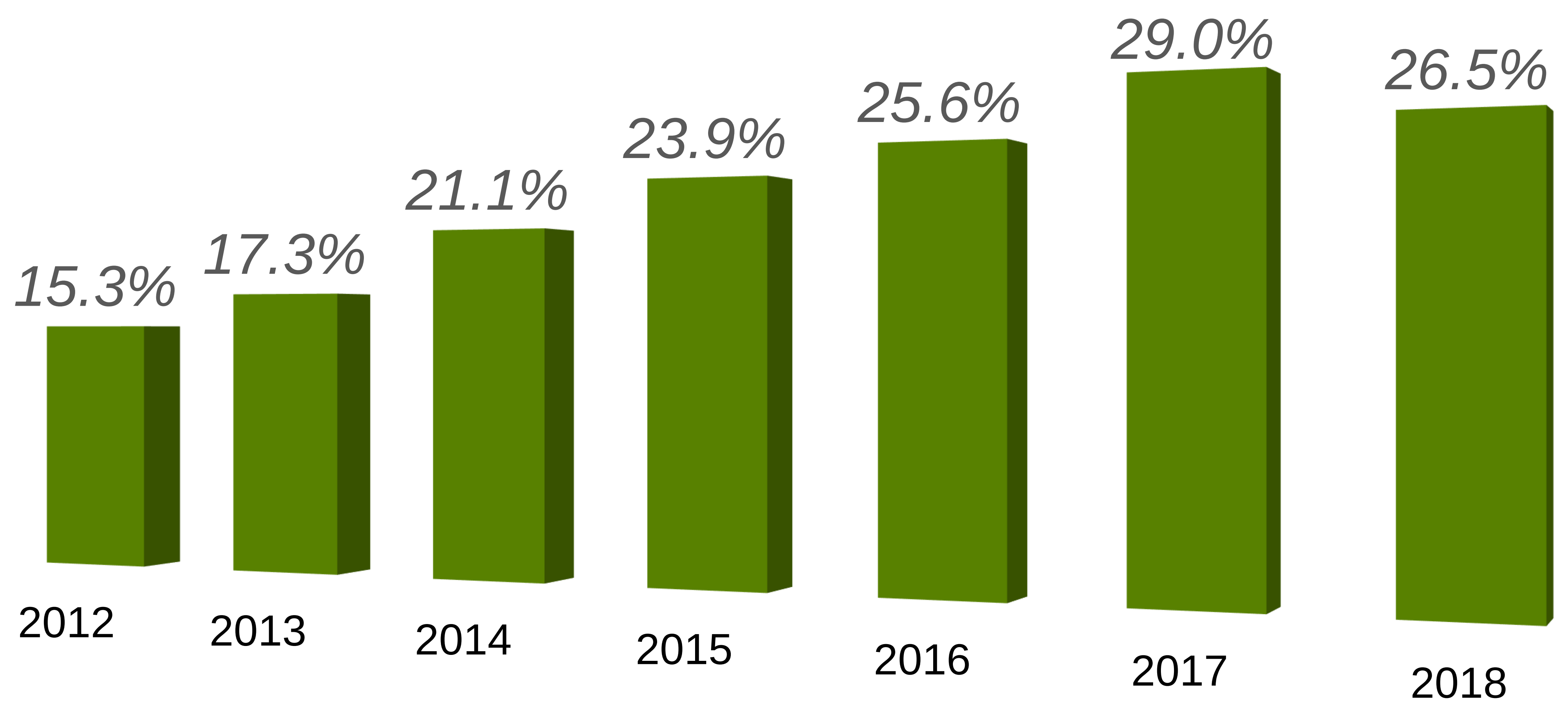
- Eliminated excess manufacturing capacity and reduced overhead
- Rationalized supplier base
- Revamped supply chain
- Executed on plant optimization strategy
- Implemented S&OP process globally
- Improved vendor quality system
- Improved Made-to-Order systems and processes
- Stringent cost management

Market Share Data Source: Golf Datatech US

GOLF CLUB BUSINESS

TECHNOLOGY LED SHARE GAINS COMBINED WITH OPERATIONAL EFFICIENCIES

US Market Share - Sticks

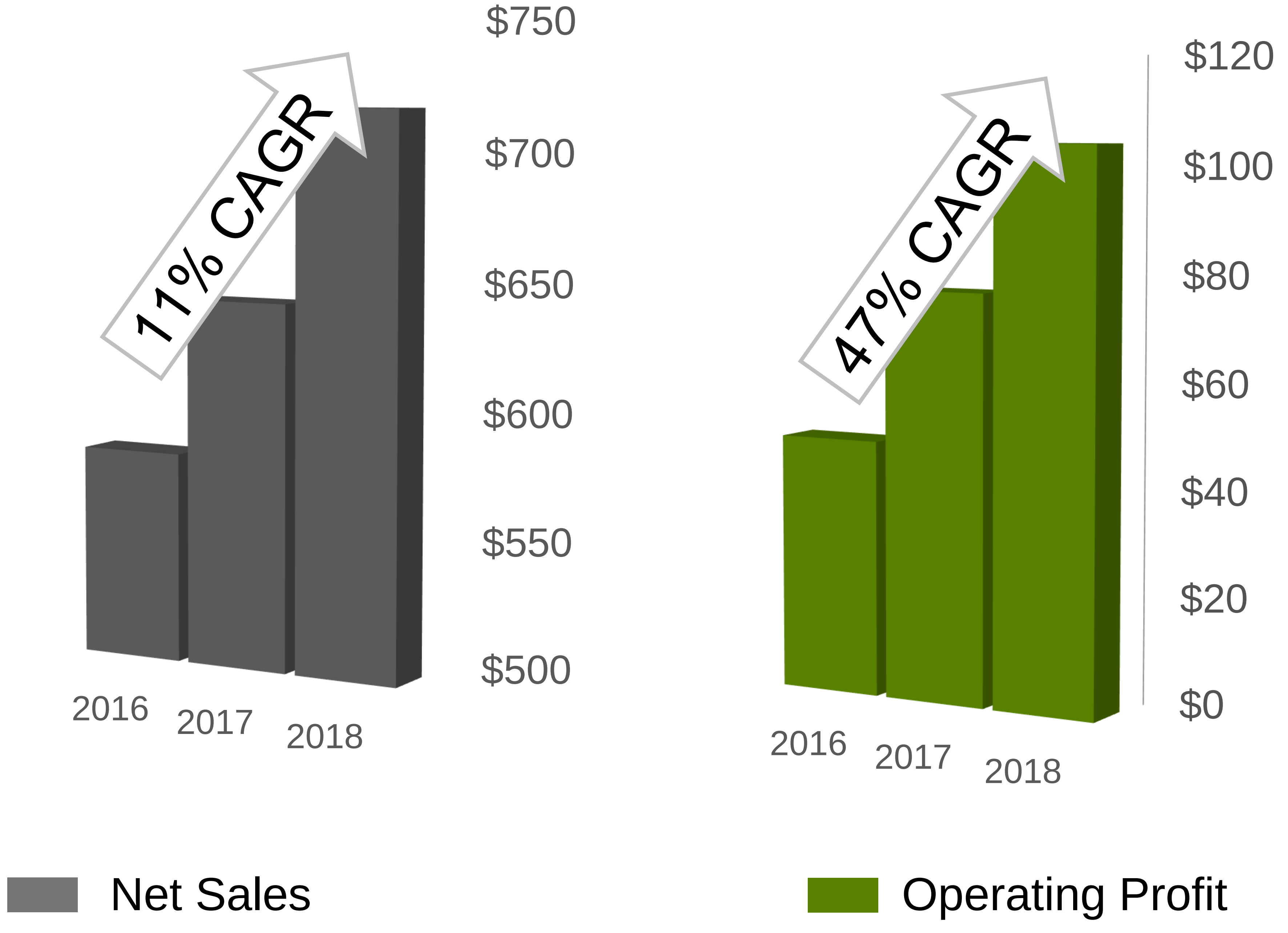


2013 – Introduced Face Cup in X Hot Fairway

2014 – Introduced new forged player distance iron with Apex franchise

2017 – Launched Epic Driver with revolutionary Jailbreak technology

Golf Club Business $ in millions



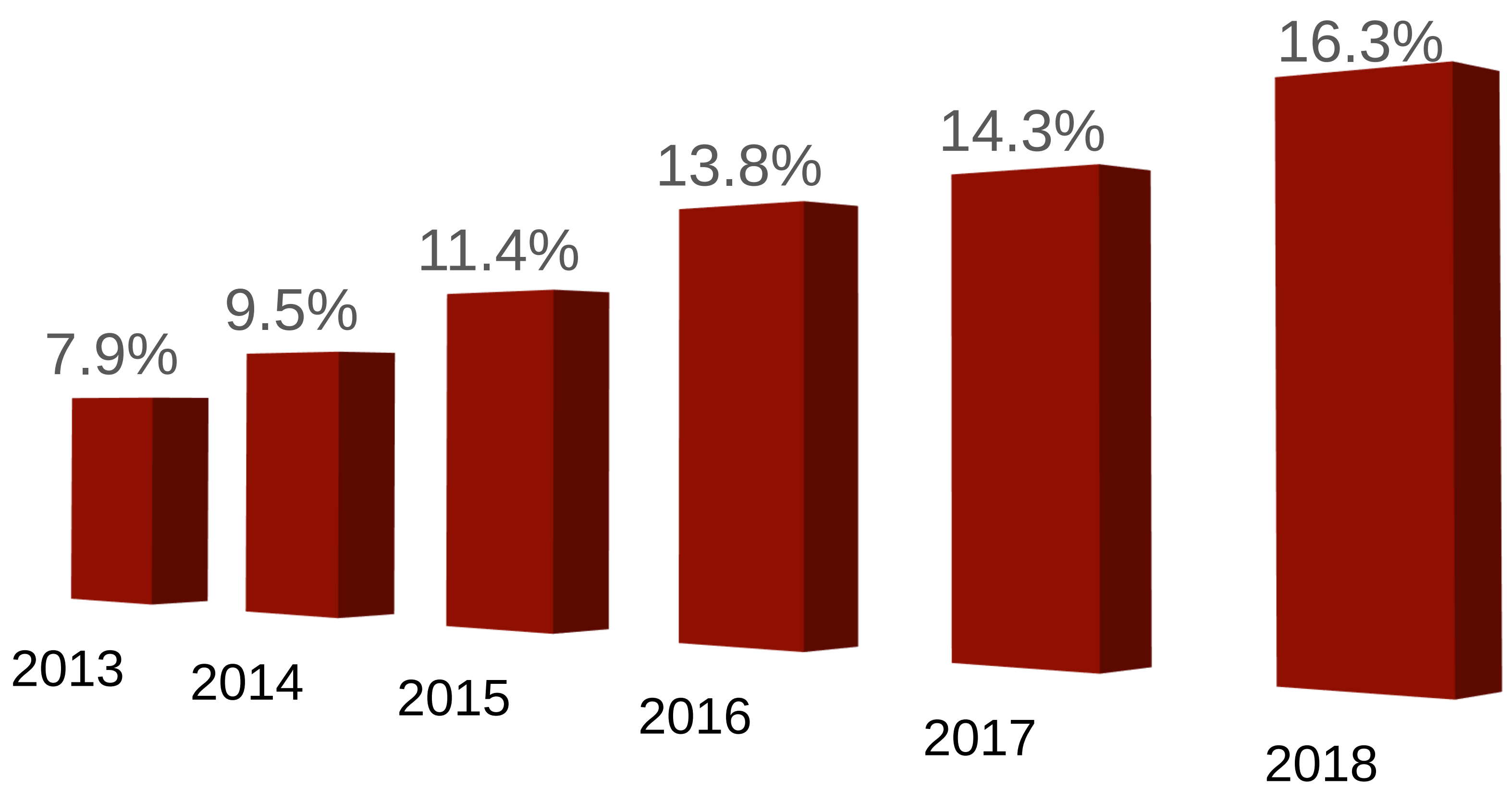
Comparable segment financials unavailable prior to 2016

Market Share Data Source: Golf Datatech US

GOLF BALL BUSINESS

TECHNOLOGY LED SHARE GAINS COMBINED WITH OPERATIONAL EFFICIENCIES

US Market Share - Golf Ball



2014 – Launched lowest compression golf ball in Supersoft

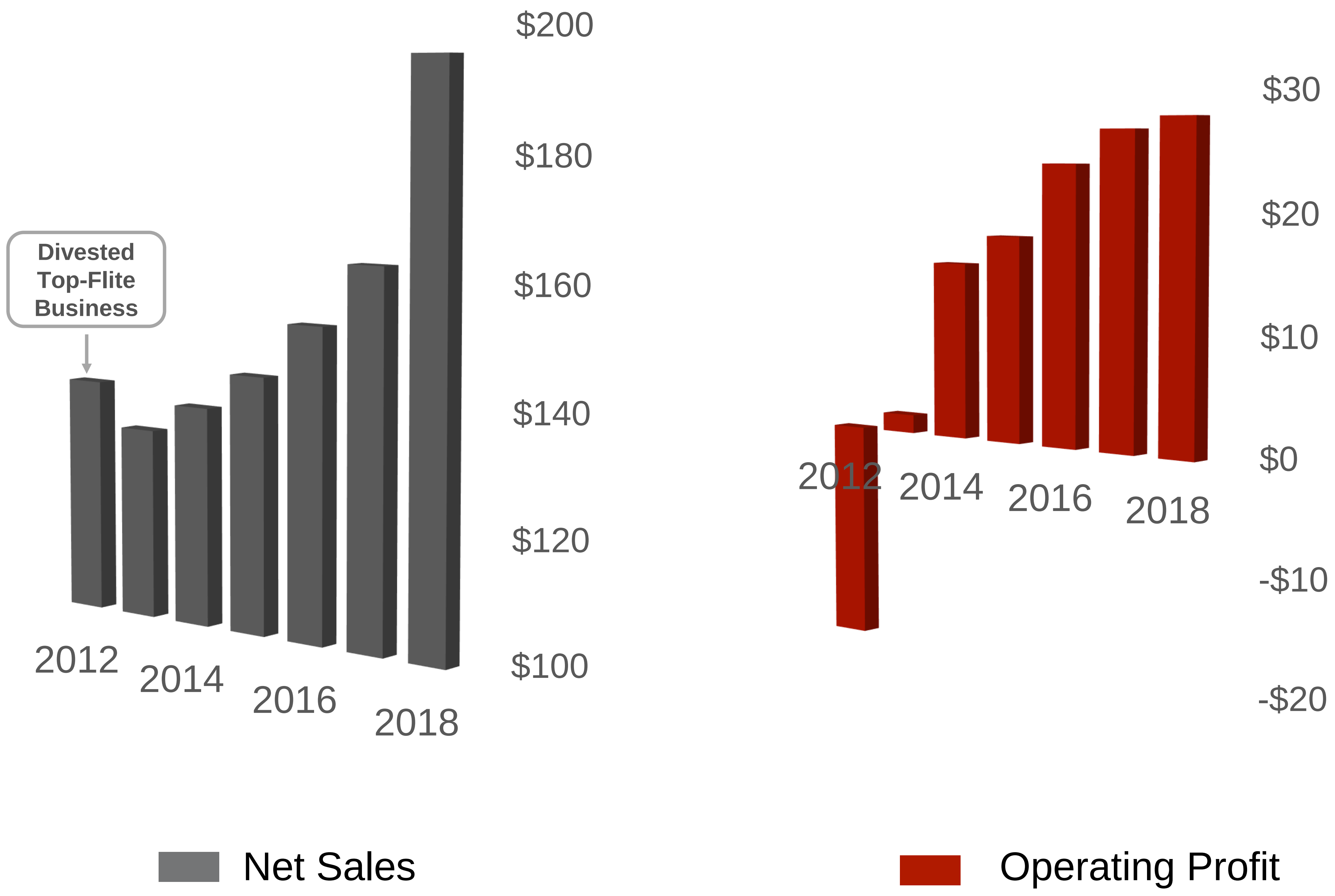
2015 – Introduced Chrome Soft, a lower compression tour ball

2016 - Dual SoftFast Core technology introduced

2017 - Launched Chrome Soft X with Dual SoftFast Core technology

2018 - Launched next generation Chrome Soft with a new and larger Graphene infused inner core; Consumer demand for Truvis continues to increase

Golf Ball Business $ in millions



Market Share Data Source: Golf Datatech US

PRODUCED STRONG FINANCIAL RESULTS

IMPROVEMENT IN ALL OPERATING METRICS AND REGIONS WITH STRONG FREE CASH FLOW

	2012[1]	2018[1]	Growth
REVENUE[2]	$774M	$1,243M	6-YR CAGR 8.2%
MARKET SHARE[3] *(US Hard Goods)*	14%	24%	+1,000bps
GROSS MARGIN *(as % of total)*	34.1%	46.5%	+1,240bps
OPERATING MARGIN	-8.2%	10.6%	+1,880bps
ADJ EBITDA *(as % of sales)*	-6.9%	12.5%	+1,940bps
EPS	($0.77)	$1.07	+$1.84

'12 – '18 Revenue CAGR:

- United States +20%
- Europe +7%
- Asia +8%

1) Refer to the appendix for a reconciliation of these non-GAAP measure to their most directly comparable GAAP measures.
2) Excluding businesses sold or transitioned – Top-Flite, Ben Hogan, uPro
3) Market Share Source: Golf Datatech

TRANSITIONED TO GROWTH STRATEGY

DIVERSIFIED GROWTH THROUGH INVESTMENTS IN COMPLEMENTARY AREAS

Invest in Golf Equipment business while executing M&A strategy

- M&A Strategy - Invest in complementary areas

DIVERSIFIED GROWTH

2016

Japan Apparel

Joint Venture formed Jul 2016

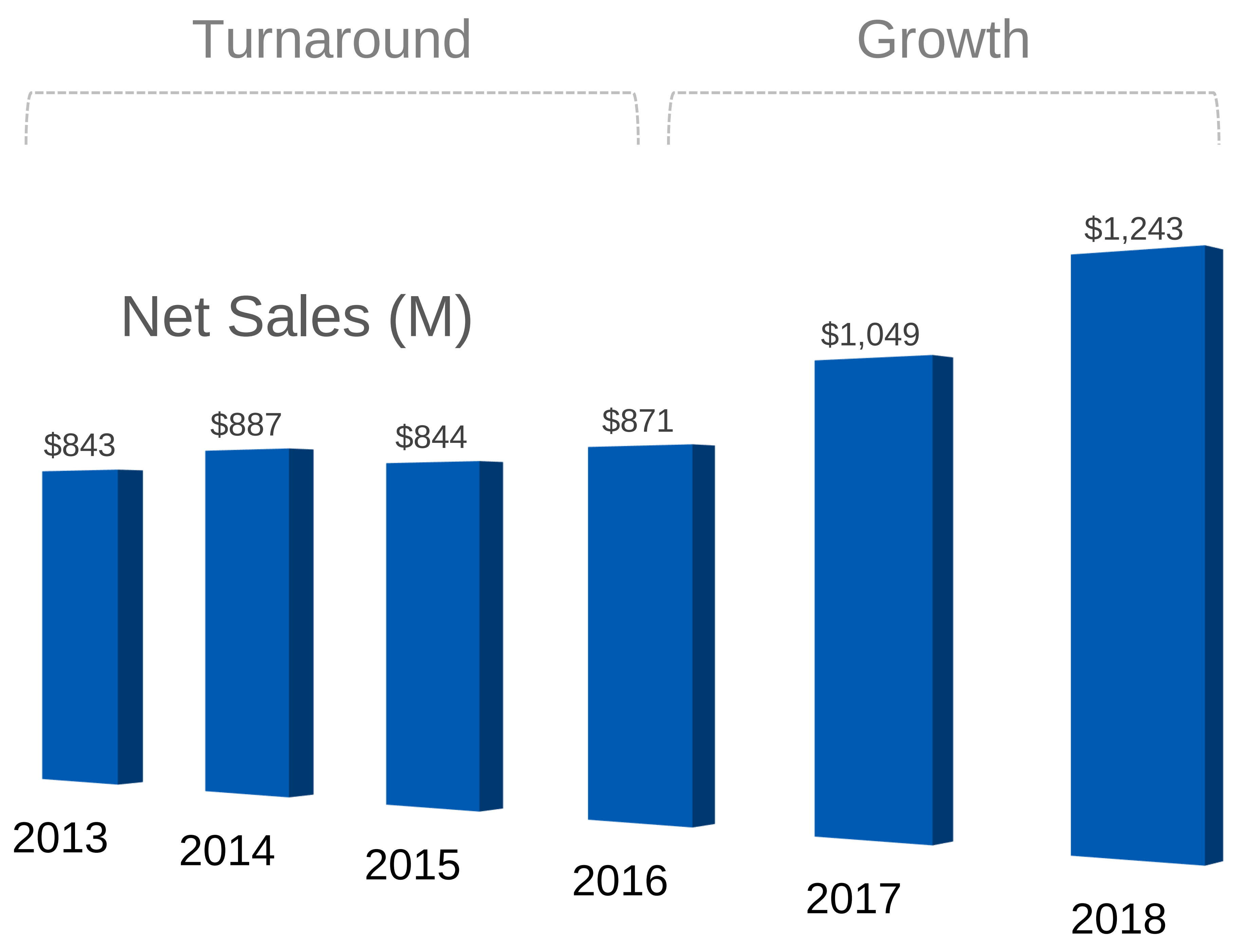
Acquired in Jan 2017

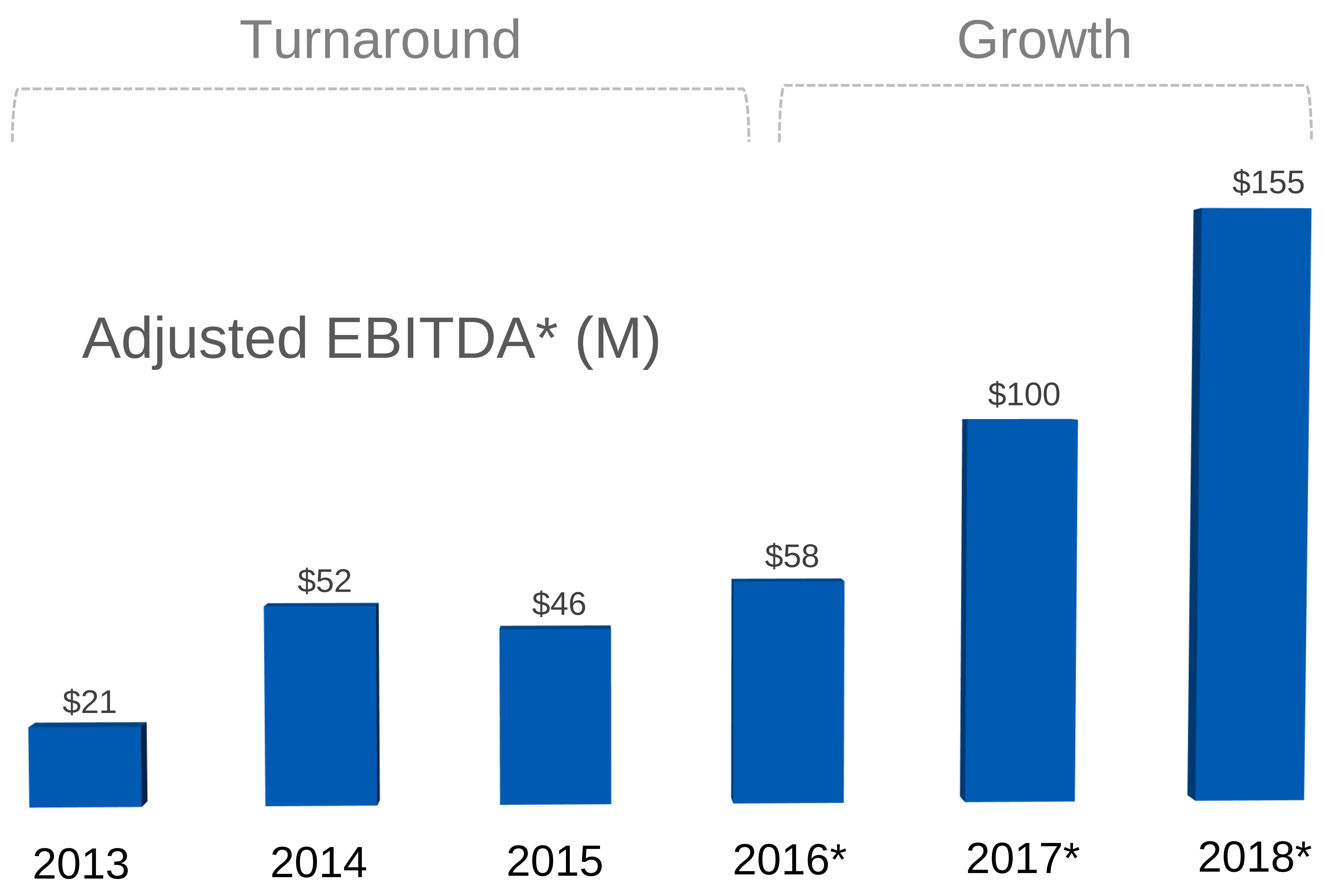
Acquired in Aug 2017

Acquired in Jan 2019

DIVERSIFIED GROWTH YIELDING STRONG RESULTS

- Successful turnaround of the Callaway Brand
- Pivoted to growth strategy which is adding shareholder value
- Executed 3 Successful Acquisitions
- Continuous Obsession with Operational Excellence





** Refer to the appendix for a reconciliation of these non-GAAP measures to their most directly comparable GAAP measures.*

DIVERSIFIED GROWTH

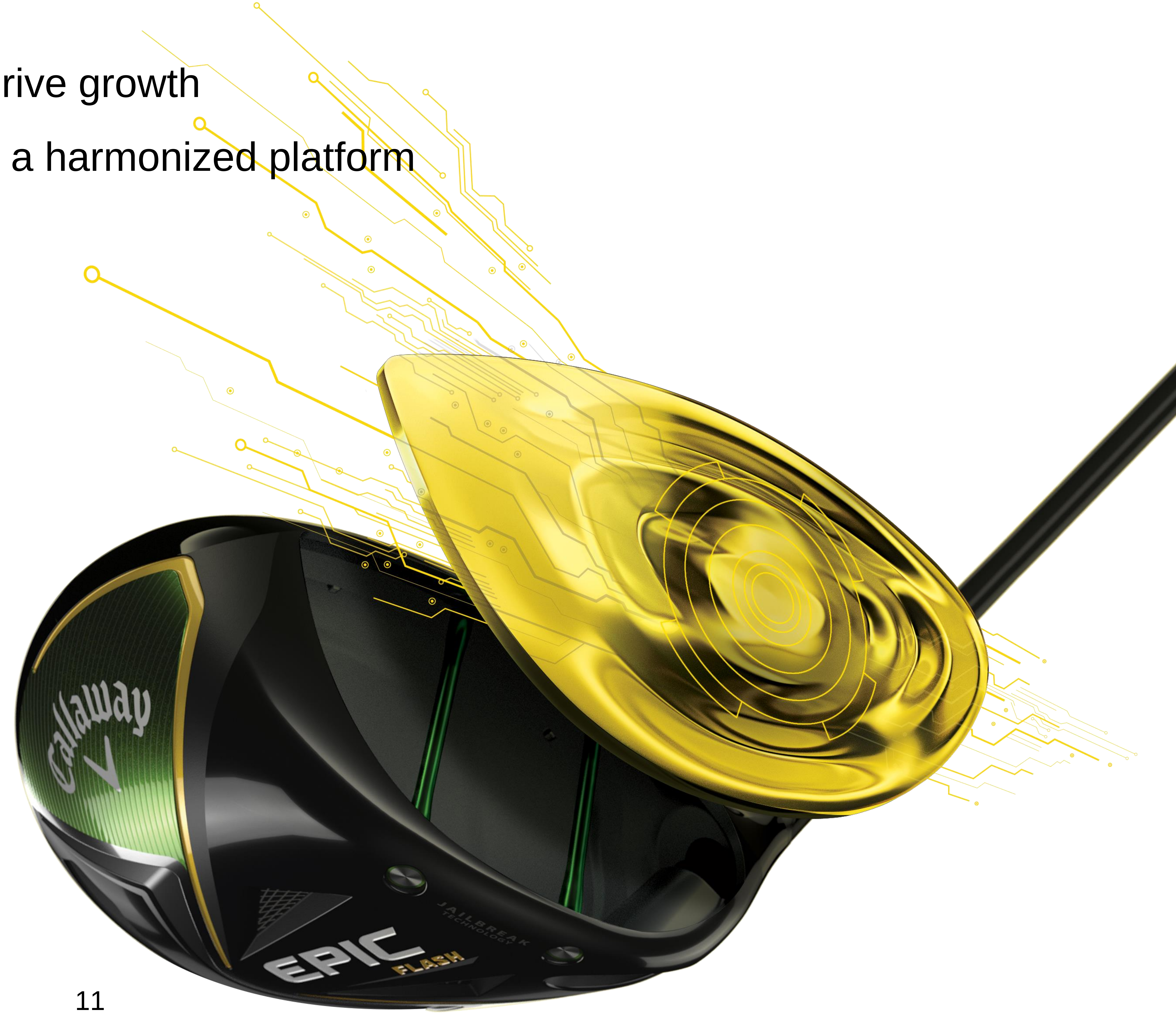
GROWTH STRATEGY CREATING FURTHER SHAREHOLDER VALUE

	2016 Non-GAAP	2019 Non-GAAP(1) Based on February 6, 2019 Guidance	Growth
REVENUE	$871M	$1,685M	3-YR CAGR 25%
INTERNATIONAL *(as % of total sales)*	49%	~55%	
GEAR, ACCESSORIES, OTHER *(as % of total sales)*	16%	~45%	
GROSS MARGIN	44.2%	47.0%	+280bps
ADJ EBITDA(2) *(as % of sales)*	7.7%	12.3%	+460bps
EPS	$0.24	$0.98	+$0.75

1) *Based on midpoint of Company's guidance provided on February 6, 2019; Company is not updating this guidance at this time; Excluded from the Company's Non-GAAP 2019 guidance is the estimated earnings per share impact of $0.10 - $0.17 related to non-cash purchase accounting adjustments for the Ogio, TravisMathew, and Jack Wolfskin acquisitions as well as $0.06 of non-recurring transaction and transition expenses related to the Jack Wolfskin transaction.*
2) *2016 Adjusted EBITDA excludes $9M of non-cash stock compensation expenses*

2019 & BEYOND

- Invest in the core golf equipment business to drive growth
- Accelerate soft goods growth while developing a harmonized platform
- Continue to improve operational efficiency
- Effectively deploy free cash flow

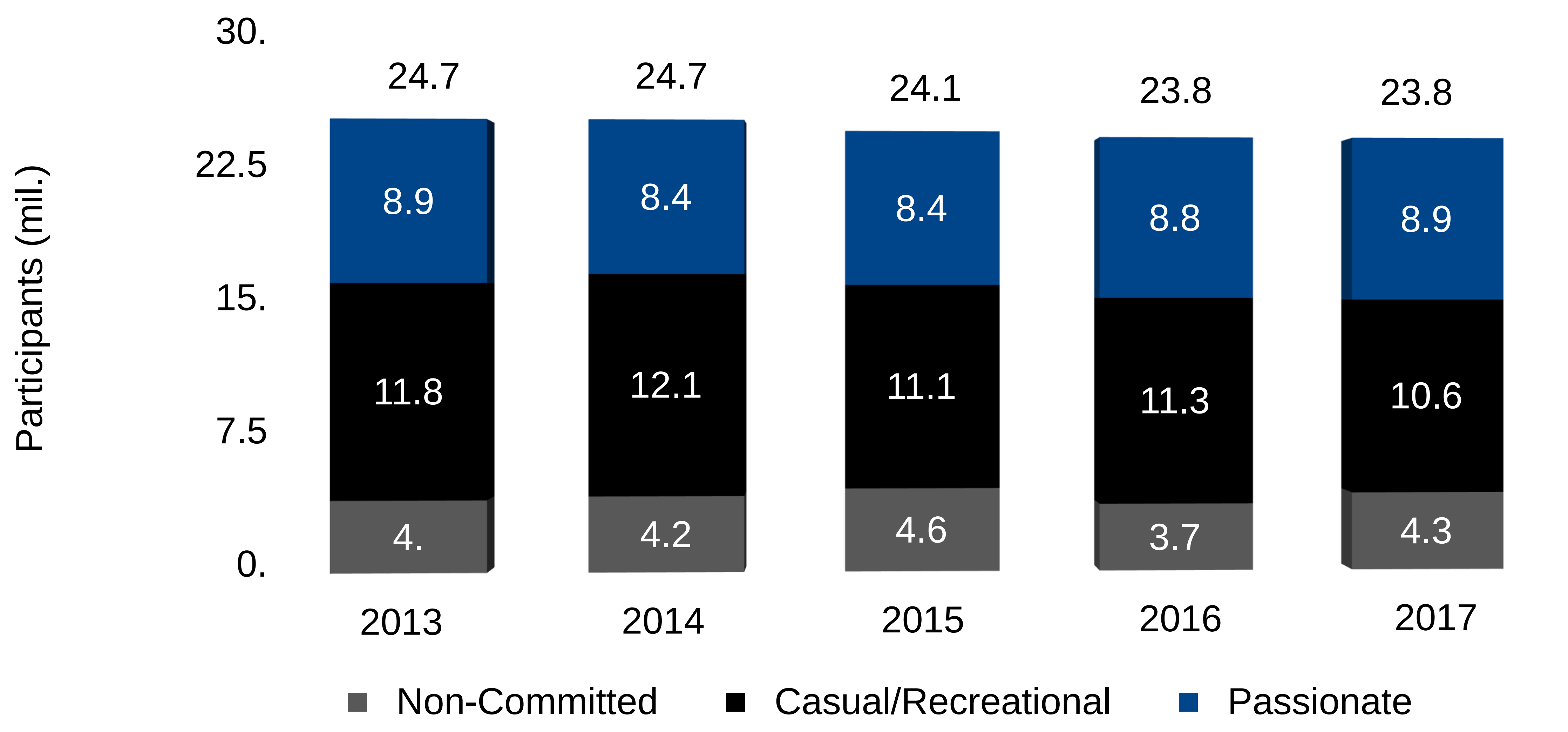


GOLF EQUIPMENT BUSINESS

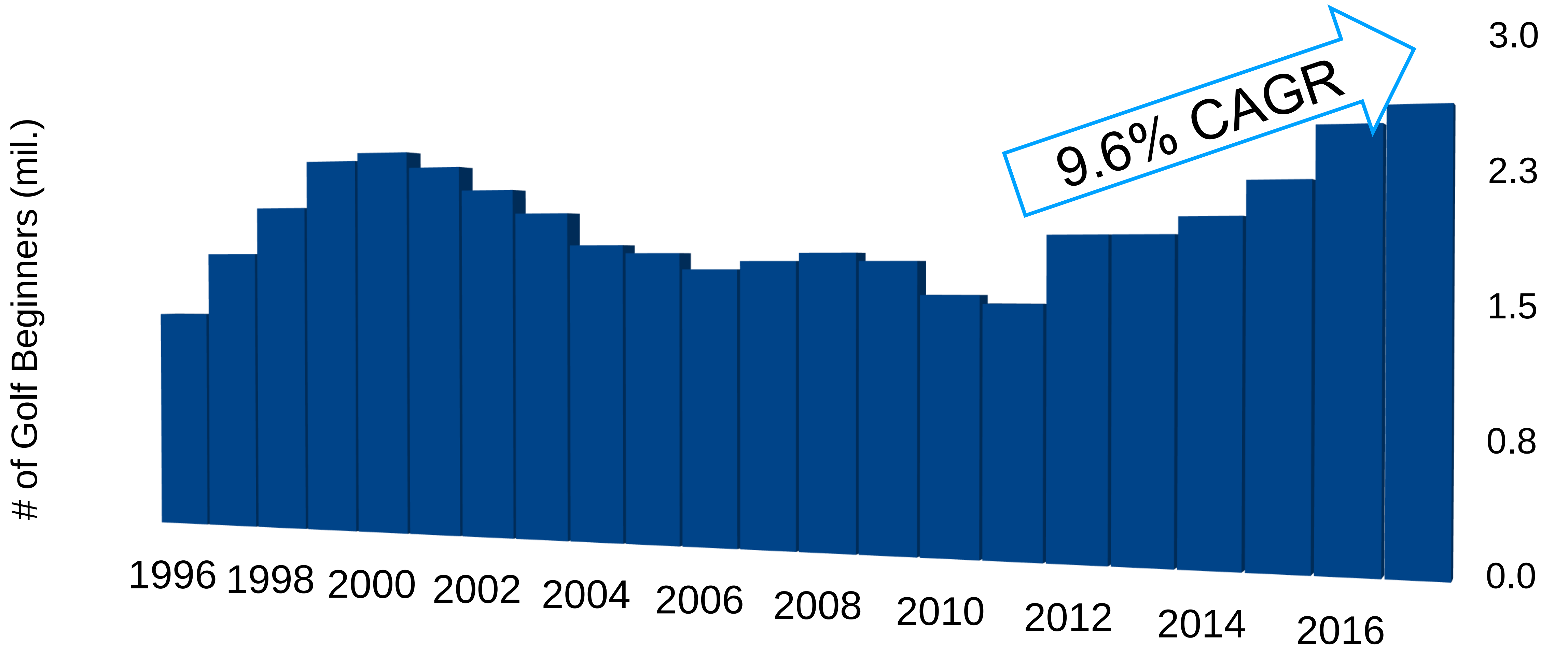
INDUSTRY LANDSCAPE – PARTICIPATION

GOLF INDUSTRY PARTICIPATION HAS STABILIZED, WITH THE NUMBER OF GOLF BEGINNERS AT HIGHEST LEVEL EVER

TRADITIONAL GOLF PARTICIPATION



NUMBER OF GOLF BEGINNERS (US)

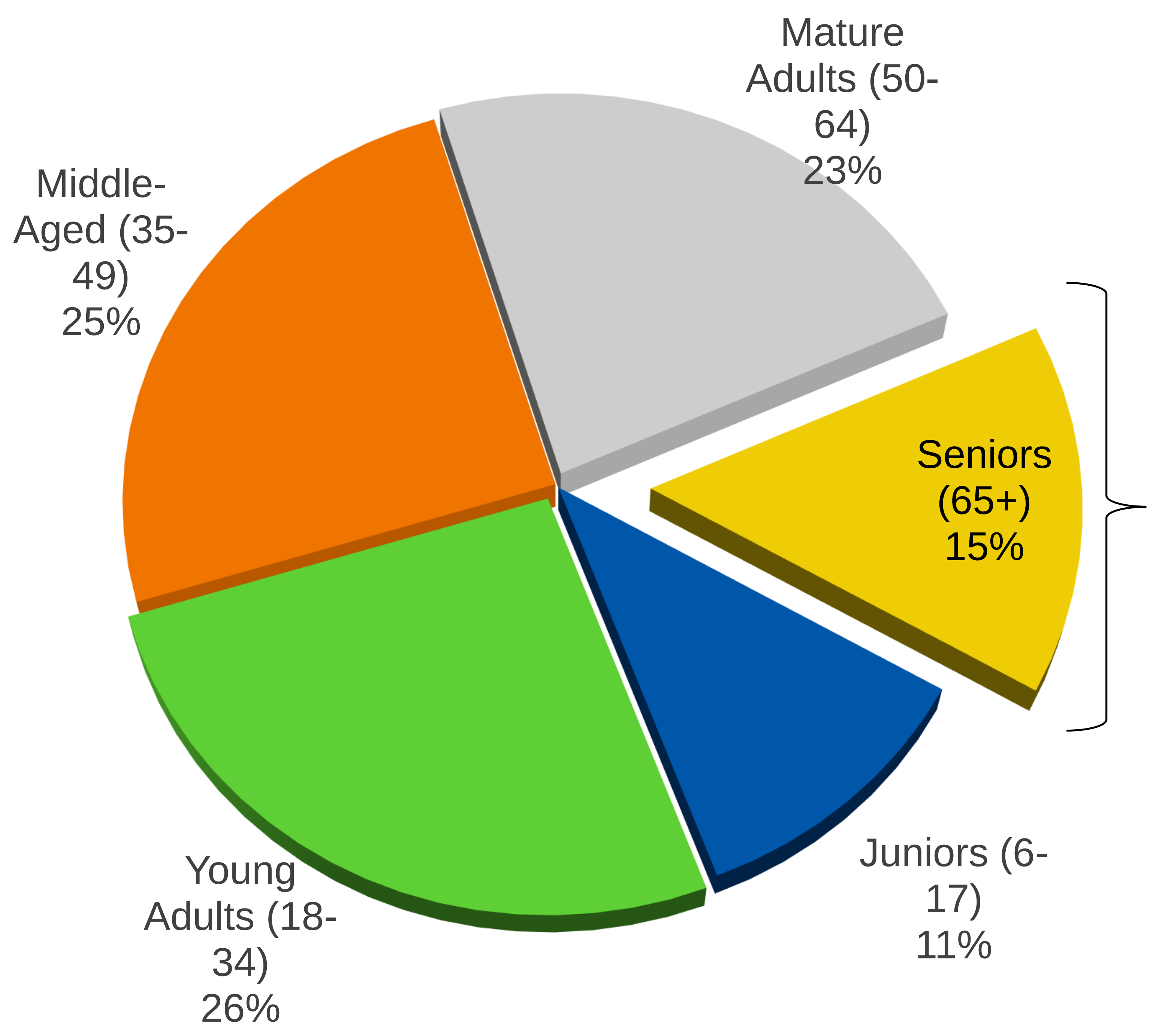


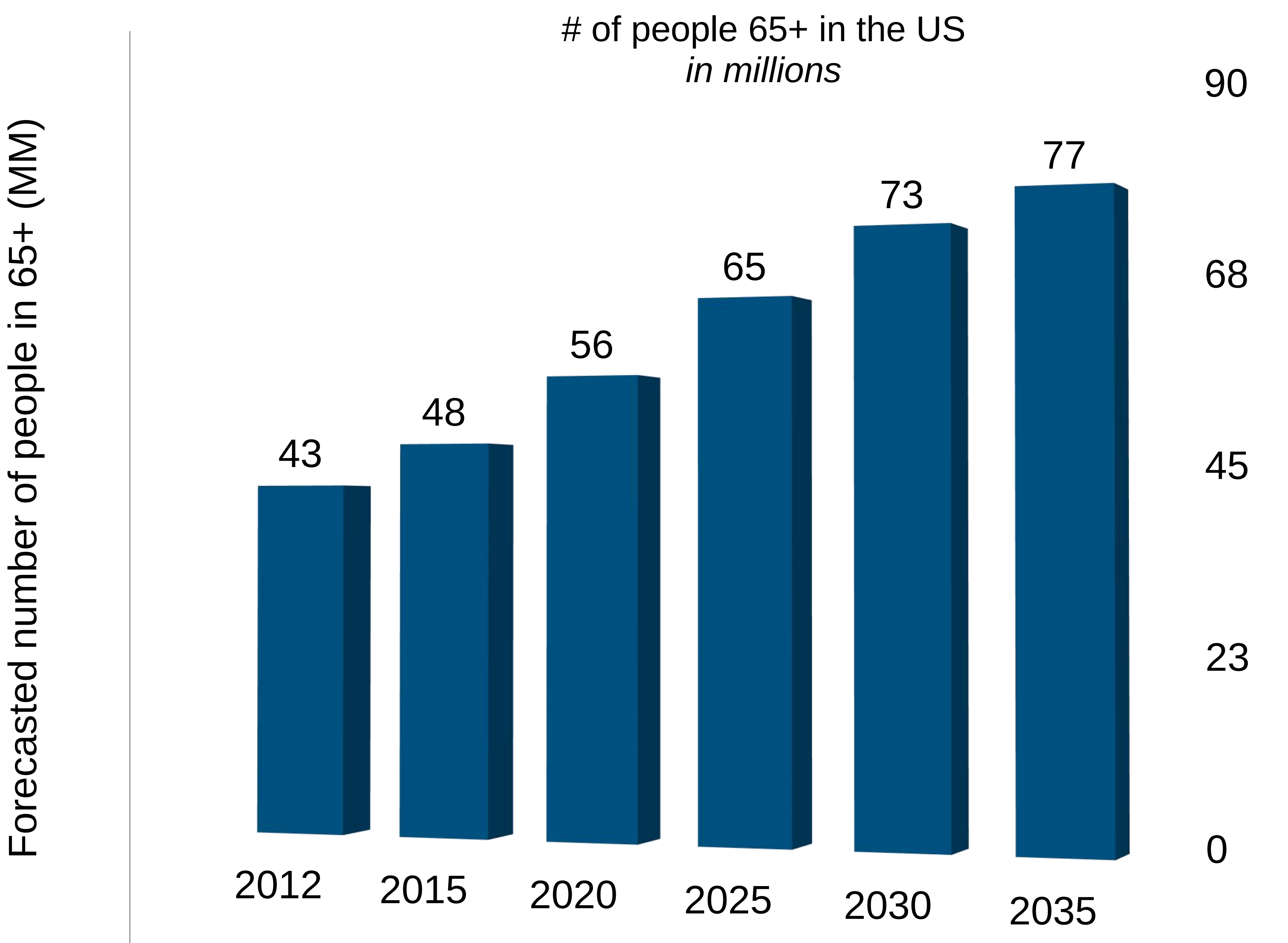
- Total number of golfers has remained relatively stable over the past 5 years
- 2016 and 2017 saw over 2.5M golf beginners, which is higher than at any point during late 90’s golf boom
- Off-course concepts like Topgolf are driving new beginners to the game

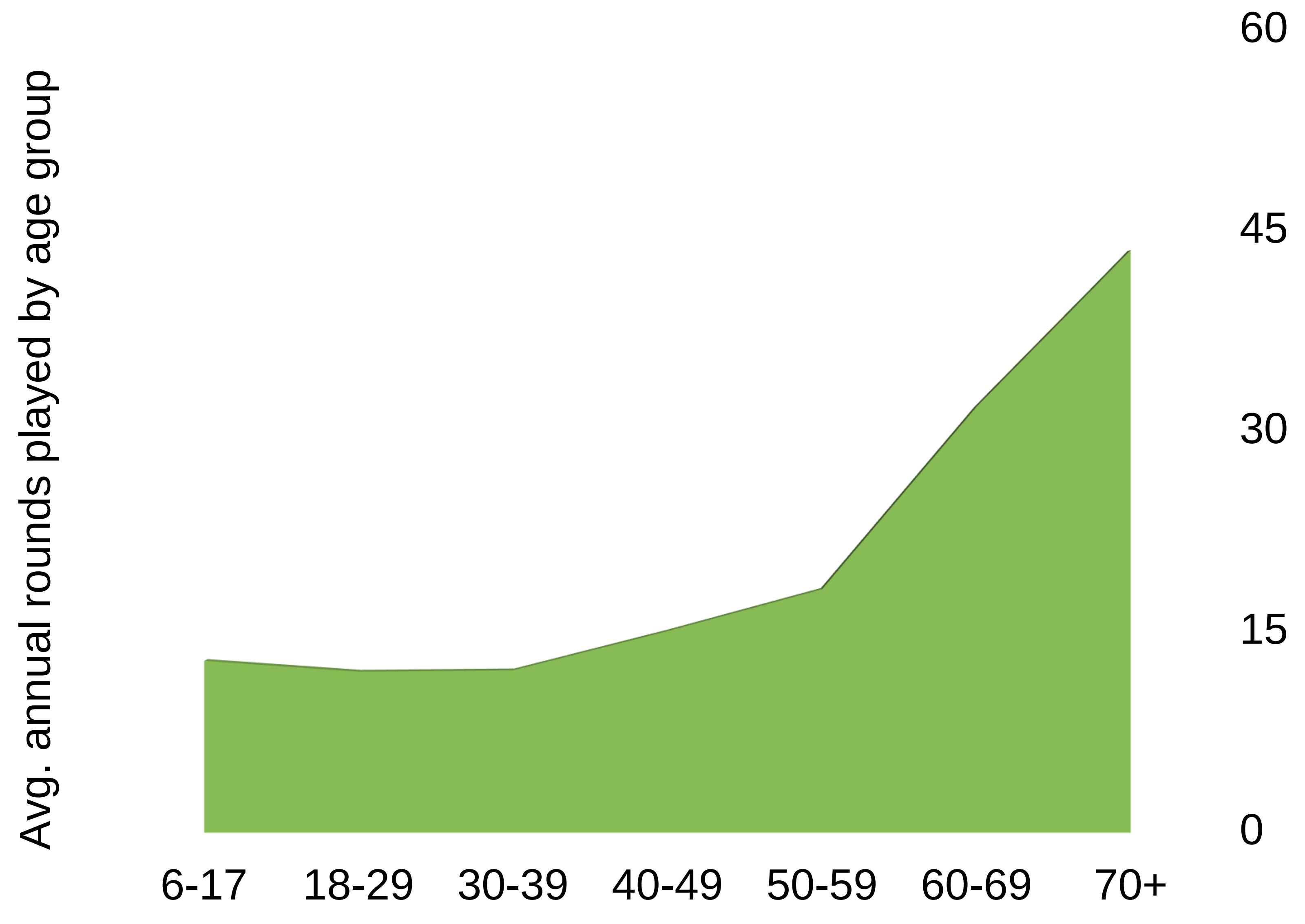
Data Source: National Golf Foundation

PROFILE OF THE US GOLFER

GOLFER AGE DEMOGRAPHICS







AS THE BABY-BOOMER GENERATION AGES; RETIRED SENIORS BECOME A LARGER % OF THE POPULATION

- There are a significant number of baby boomers who have yet to retire, and industry expects to see growth in spending as their frequency of play increases
- More than 60% of golfers are under 50 and over 1/3 are under 34

Data Sources: National Golf Foundation, US Census Bureau

CONTINUE TO INVEST IN PRODUCT INNOVATION

MOST COMPLETE, END-TO-END 2019 PRODUCT LAUNCH WITH INNOVATION IN ALL CATEGORIES

Epic Flash Driver featuring Flash Face Technology created by Artificial Intelligence to help golfers get more ball speed for more distance.

Apex Irons are our flagship iron brand with a complete technology overhaul making it the ultimate forged player distance iron.

ERC Golf Balls are our longest golf balls with soft feel, designed with Triple Track Technology and named after our founder, Ely Reeves Callaway.

Stroke Lab Putters with proprietary new shaft technology that actually improves your stroke.

Golf Digest 20/20 on the 2019 hot list!

Golf Digest 20/20 on the 2019 hot list!

GROWTH OPPORTUNITIES - GOLF BALL AND CUSTOM CLUBS

GOLF BALL

Continue to innovate

- ERC Golf Ball – our longest ball ever with new hybrid cover
- Triple Track Technology improves alignment

Investing in the ball plant

- $35M of Capex over 3 years beginning in 2016
- Increased capacity, capability, and overall quality in the premium golf ball category

Push truvis into Corporate market

- Investment in Truvis technology allows for 12 logos placed on ball versus 1 previously
- Opportunity to capture market share in Corporate channel

CUSTOM CLUB

Experiencing significant growth

- Custom Clubs 4-year revenue CAGR of 20% in North America
- Customs accounted for approximately 30% of our US sticks business in 2018

Odyssey Fits Putting System

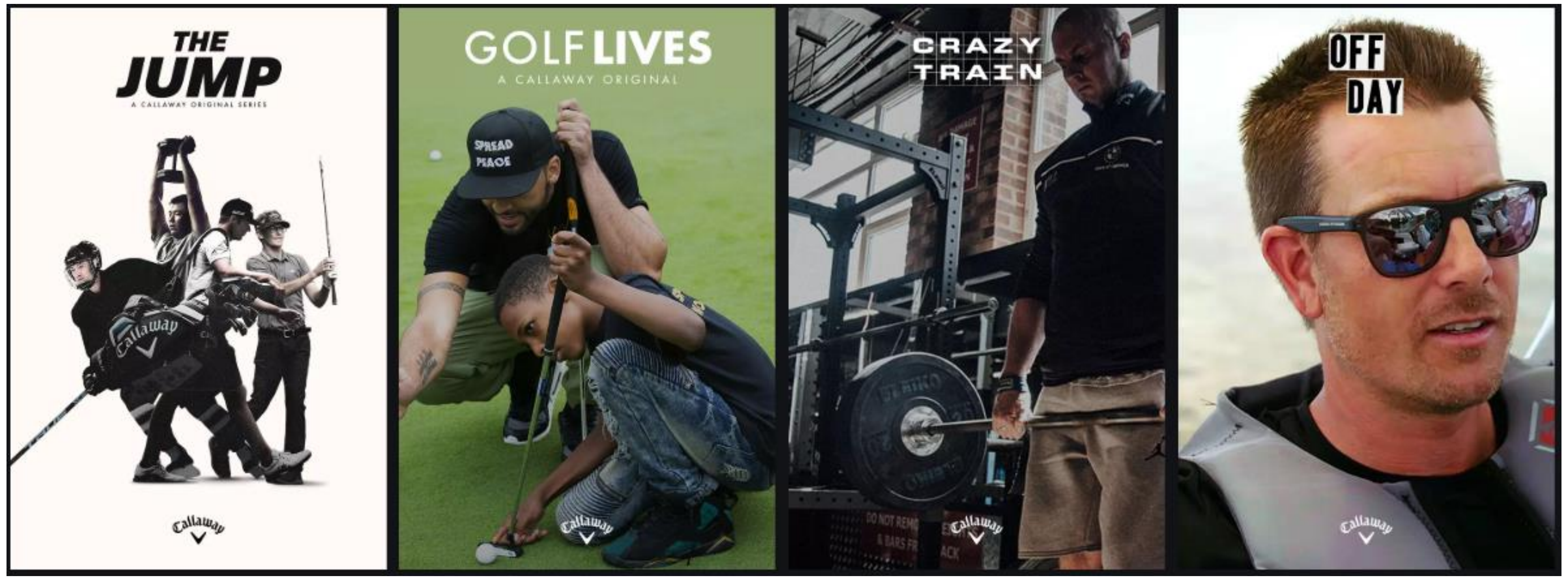
- First of its kind putter fitting system
- Measures face angle, strike and club head rotation

Callaway Fits Shaft Analyzer

- Device that attaches to end of club
- Measures clubhead speed, closure rate, peak acceleration, and tempo

INDUSTRY-LEADING DIGITAL MEDIA STRATEGY

- In-house studio producing professional, original content
  - *Ability to produce more content faster and at a lower cost than outsourcing*
- Deliver across multiple social media platforms
  - *Reach wide yet targeted audience on their time, their channels*
  - *Make what is largely viewed as an aspirational brand more accessible*
- Measurable and targeted beyond traditional marketing capabilities



CONTINUE TO INVEST TO DRIVE SHAREHOLDER VALUE

Phil Mickelson

Sergio Garcia

Henrik Stenson

Xander Schauffele

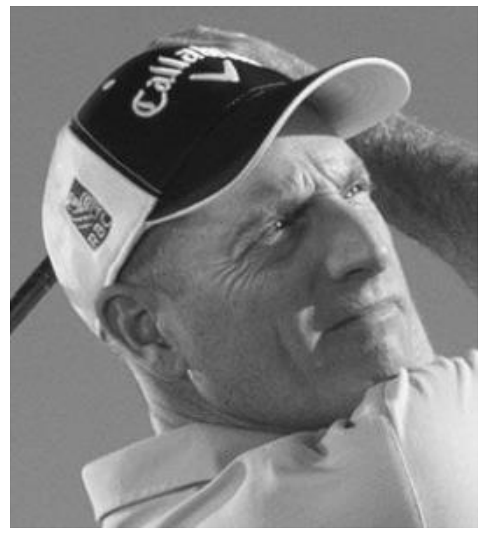
March Leishman

Michelle Wie

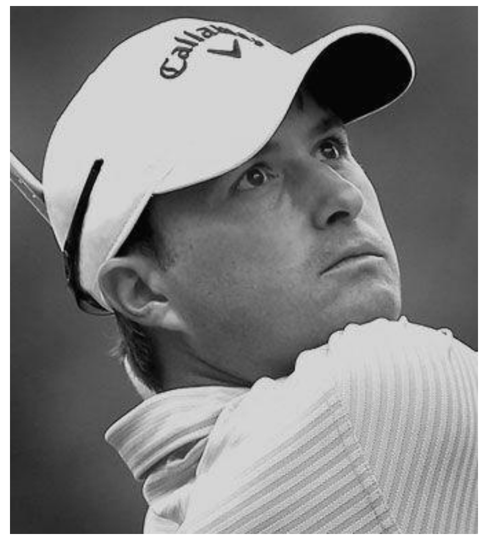
Morgan Pressel

Danny Willett

Tom Watson



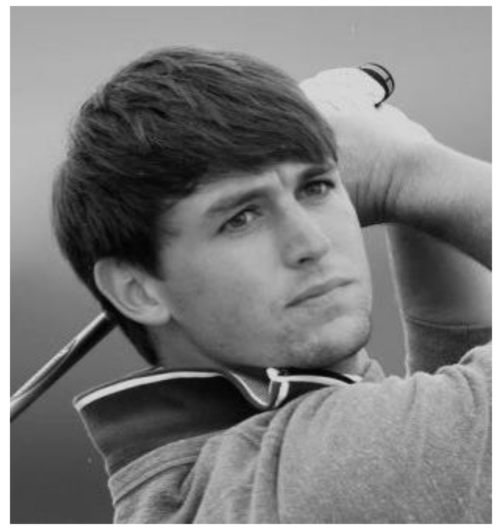
Jim Furyk



Kevin Kisner

Brenden Grace

Daniel Berger



Ollie Schniederjans

Aaron WIse

TOUR AND PLAYER DEVELOPMENT

- Added promising young and established players to our staff
  - Francesco Molinari (new in 2019)
  - Sergio Garcia
  - Xander Schauffele (2017 PGA Tour Rookie of the Year)
  - Aaron Wise (2018 PGA Rookie of the Year)
  - Sam Burns (College Player of the Year)
  - Maverick McNealy (Former #1 World Amateur)
  - Si Woo Kim
- Develop pipeline in Junior, High School and College programs
- Sponsoring the European Tour with activation across all Callaway brands

GOLF EQUIPMENT BUSINESS

INVESTING TO DRIVE GROWTH

Industry trends remain healthy

- *Positive trends with beginner golfers and viewership*
- *Global consumer spend increased in 2018*

Continue to invest in new technologies

- *Leverage Artificial Intelligence capabilities*
- *Planned to increase R&D spend for the 7th consecutive year*

Continue to invest in marketing and tour

- *Industry leading digital media strategy*
- *Investing in younger golfers on tour*

Growth opportunities in golf ball and custom clubs

- *Truvis capacity will provide upside in golf ball, particularly in the corporate channel*
- *Capitalize on trend toward custom club fitting*

SOFT GOODS BUSINESS

(Gear, Accessories, Other)

SOFT GOODS BUSINESS IS TRANSFORMING THE PORTFOLIO

SOFT GOODS BUSINESS PROVIDES SIGNIFICANT GROWTH AND SYNERGY OPPORTUNITIES

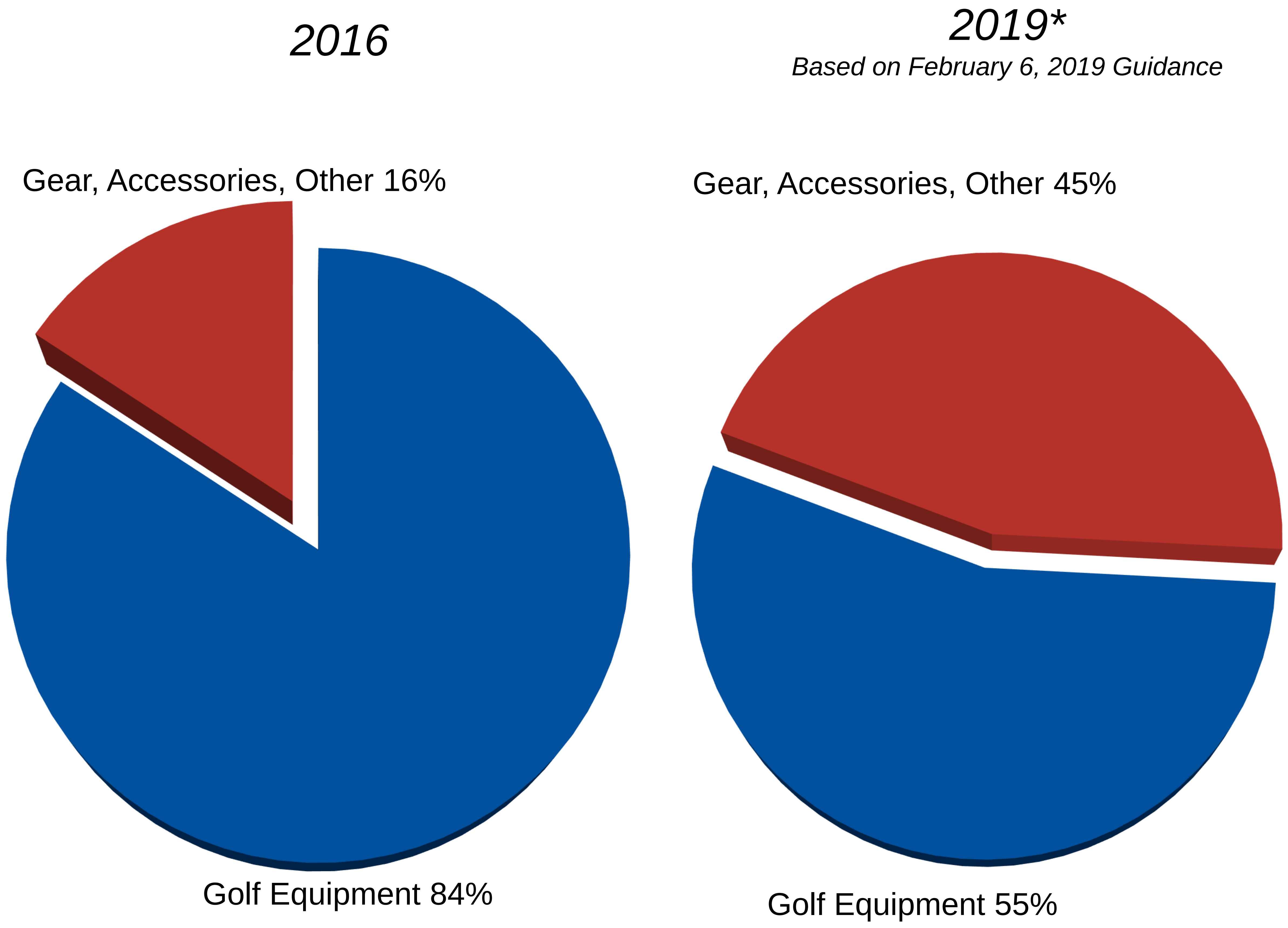
Significant growth driven mainly by acquisitions

Attractive margin profile

- *Accretive to overall ELY margins*

Opportunity to drive synergies across portfolio of brands

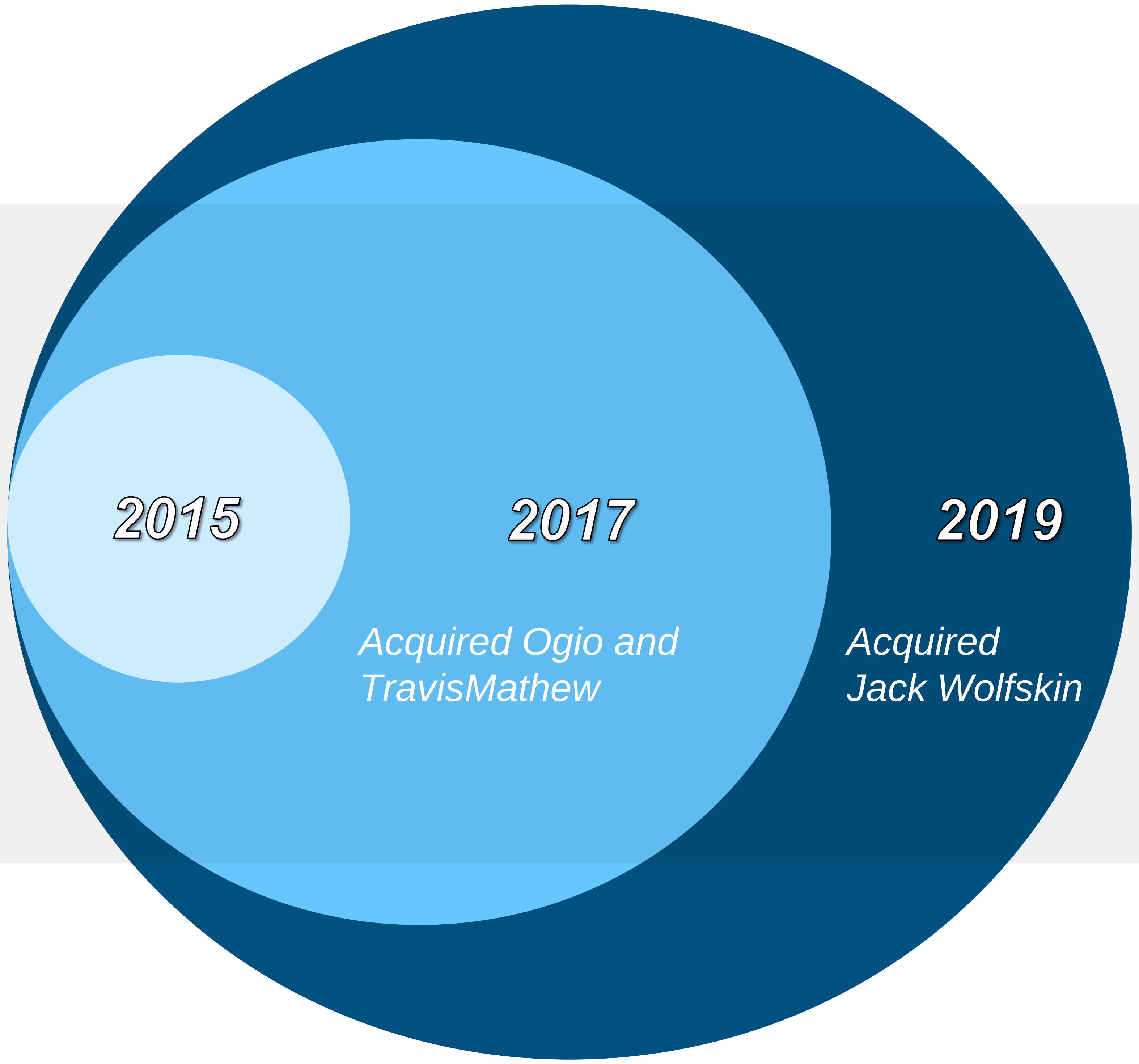
- *Distribution*
  - *- Geographic*
  - *- Customer*
- *Supply Chain*
  - *- Sourcing*
  - *- Warehouse*
  - *- Logistics*
- *Back Office*



Gear, Accessories, Other has grown 5 fold in just 3 years fueled by acquisitions

** Estimated based on Company's guidance provided on February 6, 2019; Company is not updating this guidance at this time*

GLOBAL TOTAL ADDRESSABLE MARKET IS EXPANDANDING



2015:
- Golf Equipment
- Golf Apparel/Footwear

2017:
- Golf Equipment
- Golf Apparel/Footwear
- Luggage
- Lifestyle Apparel

2019:
- Golf Equipment
- Golf Apparel/Footwear
- Luggage
- Lifestyle Apparel
- Outdoor Apparel

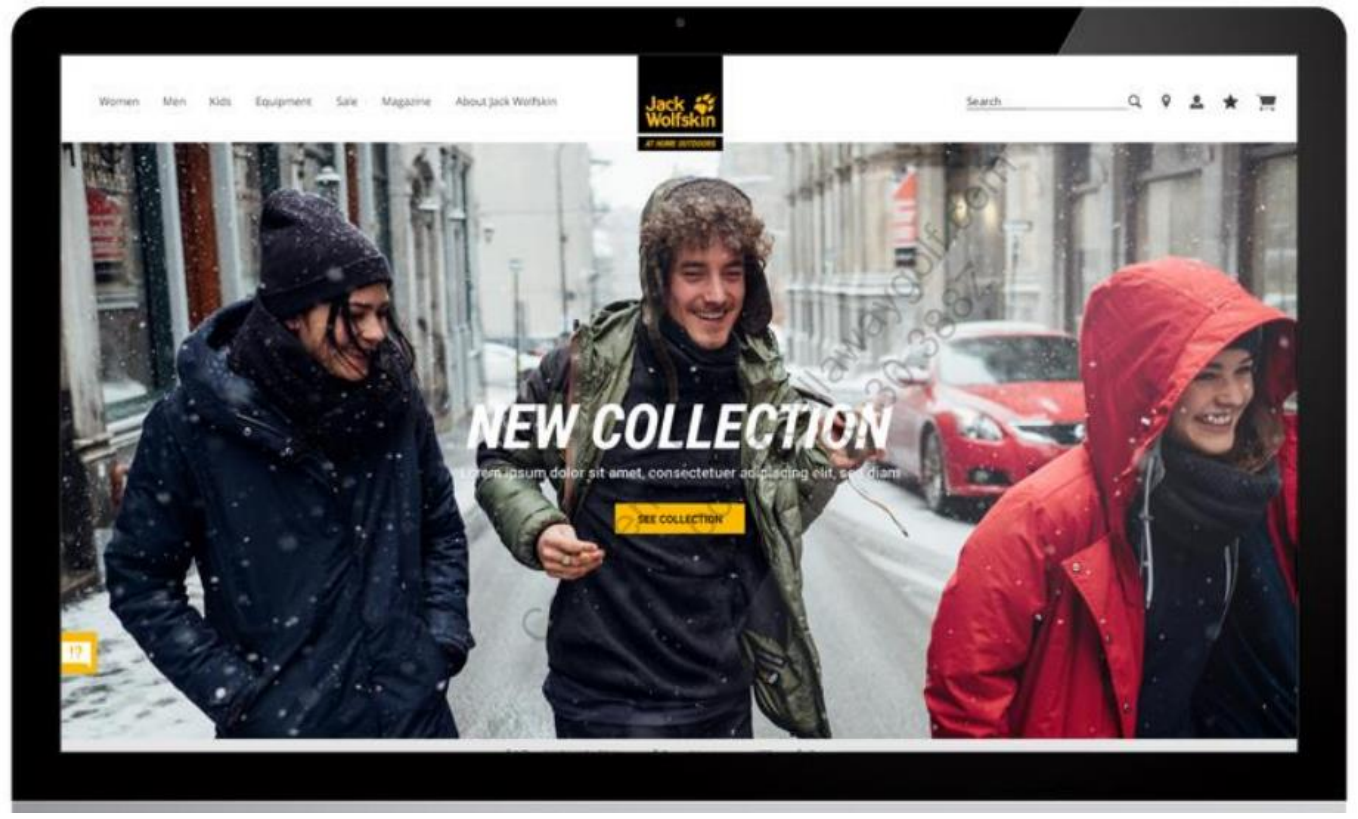
TOTAL ADDRESSABLE MARKET INCREASING SIGNIFICANTLY WITH RECENT ACQUISITIONS

SOFT GOODS BRAND INITIATIVES

	Jack Wolfskin	travisMathew	OGIO
Expand to new geographies	• Expand into North America & Japan	• Launch brand into Europe and Asia	• Launch brand into Europe and Asia
Invest in DTC	• Omnichannel and CRM implementation	• New retail doors • Enable Omnichannel capabilities (BORIS)	• New e-commerce portal
Drive operational synergies	• Leverage soft goods supply chain	• Leverage soft goods supply chain	• Leverage soft goods supply chain
Deliver DSPD product	• Invest in technical excellence	• Launch new product segments	• Revamp product line • Reorient customer channels

DIRECT TO CONSUMER CAPABILITIES BY BRAND

- *25 e-commerce platforms and over 130 retail doors*
- *Revitalized brand website*
- *Connecting retail and online channels*
- *Only outdoor brand with the platform to drive ominchanel in Europe through >200 POS (Retail and Franchise combined)*
- *Developing CRM to further monetize and track customer base*



- *Immersive brand culture content - "Life on Tour"*
- *Revitalized brand website*
- *10 retail locations currently, adding approx. 4-5 per year*
- *Planning for international retail expansion by 2020*

DIRECT TO CONSUMER CAPABILITIES BY BRAND

- *~30 Retail Locations for Japan Apparel business*
- *Establishing Ecommerce platforms in Europe and Asia regions*
- *Increasing and enhancing digital marketing in International regions*

- *Revitalized e-commerce platform and brand website*
- *Dedicated influencer product marketing*
- *Loyalty program*

SOFT GOODS BUSINESS PERFORMANCE

GROWTH FUELED BY ACQUISITIONS

	2016	2018 Pro Forma*	Growth
REVENUE	$137M	$710M	2-YR CAGR 128%
OPERATING PROFIT	$18M	$93M	$75M
OPERATING MARGIN *(as % of sales)*	13%	13%	flat

<u>2018 Revenue Split:</u>

- United States ~ 55%
- Europe ~ 10%
- Asia ~ 30%
- Other ~ 5%

<u>2018 Pro Forma* Revenue Split:</u>

- United States ~ 26%
- Europe ~ 46%
- Asia ~ 26%
- Other ~ 2%

** Includes 2018 Full Year ELY financial results combined with 9/30/18 LTM of Jack Wolfskin business stated in USD converted at 1.14 Euro/USD exchange rate*

SOFT GOODS BUSINESS

SIGNIFICANT GROWTH AND SYNERGY OPPORTUNITES AHEAD

Fastest growing segment in the portfolio

- *Fueled by acquisitions with healthy organic growth*

Expanding brands into new geographies provides significant growth opportunity

- *Leverage diverse global footprint*

Opportunity exists for supply chain synergies

- *Sourcing, Warehouse, Logistics*

Build on direct to consumer capabilities

- *Provide positive end to end consumer experience*

CAPITAL DEPLOYMENT

CAPITAL DEPLOYMENT PRIORITIES

BALANCED APPROACH FOCUSED ON TOTAL SHAREHOLDER RETURN

Reinvest in the core business to drive growth

- *Building team, tools, processes and pipeline*

Pay down Term Loan B

- *Recently incurred debt related to the Jack Wolfskin acquisition*

Opportunistically and thoughtfully explore investments in complementary areas

- *Seeking acquisition or investment opportunities*
    - *- Access to attractive consumer segments or category adjacencies*
    - *- Clear synergies with existing portfolio*
    - *- Accretive to earnings in the near- to medium-term*
- *Topgolf investment*

Return capital to shareholders through buybacks and dividends

- *$17 million worth of shares repurchased in 2017*
- *$22 million worth of shares repurchased in 2018*
- *Annual dividend payment of $0.04 per common share*

CONTINUE TO SUPPORT TOPGOLF INVESTMENT

High growth entertainment concept

- Combines driving range, nightclub, and dining experience into one venue
- 52 locations globally; adding 8-10/year in U.S.
- 14 additional sites planned and announced (including 3 international sites)
- Introduced Topgolf Swing Suites (26 locations with an additional 6 planned)

Exclusive golf partner of Topgolf and ~14% owner

- Built our position over past decade
- On balance sheet at $70.8M cost basis

Complementary to core golf equipment business and financially attractive investment

POSITIVE MOMENTUM AS GROWTH STRATEGY TAKES HOLD

FOCUSED ON INCREASING LONG-TERM SHAREHOLDER VALUE

- *Leading golf equipment market share globally*
- *Golf industry fundamentals remain healthy*
- *Soft Goods, our fastest growth segment, is margin accretive*
- *Total Addressable Market continues to expand with attractive growth rates*
- *Significant free cash flow*
- *Proven management team delivering on operational excellence*

INVESTOR PRESENTATION
MARCH 2019

APPENDIX

P&L RECONCILIATION

CALLAWAY GOLF COMPANY
Supplemental Financial Information and Non-GAAP Reconciliation
(Unaudited)
(In thousands, except per share data)

	Year Ended December 31, 2018			Year Ended December 31, 2017			
	Total As Reported	Acquisition Costs[1]	Non-GAAP	Total As Reported	Acquisition Costs[2]	Non-Cash Tax Adjustment[3]	Non-GAAP
Net sales	$ 1,242,834	$ —	$ 1,242,834	$ 1,048,736	$ —	$ —	$ 1,048,736
Gross profit	578,369	—	578,369	480,448	(2,439)	—	482,887
% of sales	46.5%	—	46.5%	45.8%	—	—	46.0%
Operating expenses	449,927	3,661	446,266	401,611	8,825	—	392,786
Income (loss) from operations	128,442	(3,661)	132,103	78,837	(11,264)	—	90,101
Other income (expense), net	2,830	4,409	(1,579)	(10,782)	—	—	(10,782)
Income (loss) before income taxes	131,272	748	130,524	68,055	(11,264)	—	79,319
Income tax provision (benefit)	26,018	172	25,846	26,388	(4,118)	3,394	27,112
Net income (loss)	105,254	576	104,678	41,667	(7,146)	(3,394)	52,207
Less: Net income attributable to non-controlling interests	514	—	514	861	—	—	861
Net income (loss) attributable to Callaway Golf Company	$ 104,740	$ 576	$ 104,164	$ 40,806	$ (7,146)	$ (3,394)	$ 51,346
Diluted earnings (loss) per share:	$1.08	$0.01	$1.07	$0.42	($0.07)	($0.04)	$0.53
Weighted-average shares outstanding:	97,153	97,153	97,153	96,577	96,577	96,577	96,577

(1) Represents non-recurring costs associated with the acquisition of Jack Wolfskin in January 2019.

(2) Represents non-recurring costs associated with the acquisitions of Ogio International, Inc. in January 2017, and TravisMathew in August 2017.

(3) Represents approximately $7.5 million of non-recurring income tax expense resulting from the 2017 Tax Cuts and Jobs Act, partially offset by a non-recurring benefit of approximately $4.1 million related to the revaluation of taxes on intercompany transactions, resulting from the 2016 release of the valuation allowance against the Company's U.S. deferred tax assets.

P&L RECONCILIATION

CALLAWAY GOLF COMPANY
Supplemental Financial Information and Non-GAAP Reconciliation
(Unaudited)
(In thousands, except per share data)

	Year Ended December 31, 2017				Year Ended December 31, 2016			
	Total As Reported	Acquisition Costs[1]	Non-Cash Tax Adjustment[2]	Non-GAAP	Total As Reported	Topgolf Gain[3]	Release of Tax VA[4]	Non-GAAP
Net sales	$ 1,048,736	$ —	$ —	$ 1,048,736	$ 871,192	$ —	$ —	$ 871,192
Gross profit	480,448	(2,439)	—	482,887	385,011	—	—	385,011
% of sales	45.8%	—	—	46.0%	44.2%	—	—	44.2%
Operating expenses	401,611	8,825	—	392,786	340,843	—	—	340,843
Income (loss) from operations	78,837	(11,264)	—	90,101	44,168	—	—	44,168
Other income (expense), net	(10,782)	—	—	(10,782)	14,225	17,662	—	(3,437)
Income (loss) before income taxes	68,055	(11,264)	—	79,319	58,393	17,662	—	40,731
Income tax provision (benefit)	26,388	(4,118)	3,394	27,112	(132,561)	7,188	(156,588)	16,839
Net income (loss)	41,667	(7,146)	(3,394)	52,207	190,954	10,474	156,588	23,892
Less: Net income attributable to non-controlling interests	861	—	—	861	1,054	—	—	1,054
Net income (loss) attributable to Callaway Golf Company	$ 40,806	$ (7,146)	$ (3,394)	$ 51,346	$ 189,900	$ 10,474	$ 156,588	$ 22,838
Diluted earnings (loss) per share:	$0.42	($0.07)	($0.04)	$0.53	$1.98	$0.11	$1.63	$0.24
Weighted-average shares outstanding:	96,577	96,577	96,577	96,577	95,845	95,845	95,845	95,845

(1) Represents non-recurring costs associated with the acquisitions of Ogio International, Inc. in January 2017, and TravisMathew in August 2017.

(2) Represents approximately $7.5 million of non-recurring income tax expense resulting from the 2017 Tax Cuts and Jobs Act, partially offset by a non-recurring benefit of approximately $4.1 million related to the revaluation of taxes on intercompany transactions, resulting from the 2016 release of the valuation allowance against the Company's U.S. deferred tax assets.

(3) Represents a gain on the sale of a small portion of the Company's Topgolf investment as well as the income tax impact on the gain due to the reversal of the Company's deferred tax valuation allowance in Q4 of 2016.

(4) Non-cash tax benefit due to the reversal of a significant portion of the Company's deferred tax valuation allowance in Q4 of 2016.

P&L RECONCILIATION

Callaway Golf Company
Supplemental Financial Information - Non-GAAP Information and Reconciliation
Constant Currency Net Sales Excluding Businesses Sold or Transitioned
(In thousands)
(Unaudited)

	Constant Currency Net Sales Excluding Businesses Sold or Transitioned					
	Quarter Ended December 31,			Year Ended December 31,		
	2013	2012	Percent	2013	2012	Percent
Net sales:	$ 127,170	$ 119,938	6%	$ 842,801	$ 834,065	1%
Businesses sold/transitioned	(167)	(3,950)		(3,042)	(60,244)	
Sales, net of businesses sold/transitioned	127,003	115,988	9%	839,759	773,821	9%
Currency impact [1]	8,273	-		39,793	-	
Sales, net of businesses sold/transitioned and currency impact	$ 135,276	$ 115,988	17%	$ 879,552	$ 773,821	14%

[1] Calculated by applying 2012 exchange rates to 2013 reported sales in regions outside the U.S.

P&L RECONCILIATION

	Year Ended Ended December 31, 2012				
	Pro Forma Callaway Golf [1]	Gain on Sale of Top-Flite & Ben Hogan [1]	Cost Reduction Initiatives [1][3]	Non-Cash Tax Adjustment [2]	Total as Reported
Net sales	$ 832,008	$ -	$ -	$ -	$ 832,008
Gross profit	283,171	-	(36,232)	-	246,939
% of sales	34%	n/a	n/a	n/a	30%
Operating expenses	352,797	(6,602)	17,474	-	363,669
Income (expense) from operations	(69,626)	6,602	(53,706)	-	(116,730)
Other expense, net	(1,811)	-	-	-	(1,811)
Income (loss) before income taxes	(71,437)	6,602	(53,706)	-	(118,541)
Income tax provision (benefit)	(27,503)	2,542	(20,678)	51,301	5,662
Net income (loss)	(43,934)	4,060	(33,028)	(51,301)	(124,203)
Dividends on convertible preferred stock	8,447	-	-	-	8,447
Net income (loss) allocable to common shareholders	$ (52,381)	$ 4,060	$ (33,028)	$ (51,301)	$ (132,650)
Diluted earnings (loss) per share:	$ (0.78)	$ 0.06	$ (0.49)	$ (0.77)	$ (1.98)
Weighted-average shares outstanding:	67,061	67,061	67,061	67,061	67,061

	Year Ended Ended December 31, 2011						
	Pro Forma Callaway Golf [1]	Global Operations Strategy [1]	Non-Cash Impairment Charge [1]	Restructuring [1]	Gain on Sale of Buildings [1]	Non-Cash Tax Adjustment [2]	Total as Reported
Net sales	$ 886,528	$ -	$ -	$ -	$ -	$ -	$ 886,528
Gross profit	333,143	(20,590)	-	(1,251)	-	-	311,302
% of sales	38%	n/a	n/a	n/a	n/a	n/a	35%
Operating expenses	372,859	4,090	6,533	15,078	(6,170)	-	392,390
Income (expense) from operations	(39,716)	(24,680)	(6,533)	(16,329)	6,170	-	(81,088)
Other expense, net	(9,173)	-	-	-	-	-	(9,173)
Income (loss) before income taxes	(48,889)	(24,680)	(6,533)	(16,329)	6,170	-	(90,261)
Income tax provision (benefit)	(18,822)	(9,502)	(2,515)	(6,287)	2,247	116,438	81,559
Net income (loss)	(30,067)	(15,178)	(4,018)	(10,042)	3,923	(116,438)	(171,820)
Dividends on convertible preferred stock	10,500	-	-	-	-	-	10,500
Net income (loss) allocable to common shareholders	$ (40,567)	$ (15,178)	$ (4,018)	$ (10,042)	$ 3,923	$ (116,438)	$ (182,320)
Diluted earnings (loss) per share:	$ (0.63)	$ (0.23)	$ (0.06)	$ (0.16)	$ 0.06	$ (1.80)	$ (2.82)
Weighted-average shares outstanding:	64,601	64,601	64,601	64,601	64,601	64,601	64,601

(1) For comparative purposes, the Company applied an annualized statutory tax rate of 38.5% to derive pro forma results.

(2) Current period impact of valuation allowance established against the Company's U.S. deferred tax assets and impact of applying statutory tax rate of 38.5% to pro forma results.

(3) Includes costs associated with workforce reductions, transition costs associated with licensing the Company's North American apparel and footwear businesses, transition costs associated with outsourcing the development of any new technology in the Company's uPro GPS business, and cost associated with the reorganization of the Company's golf ball manufacturing supply chain.

ADJUSTED EBITDA RECONCILIATION

CALLAWAY GOLF COMPANY
Supplemental Financial Information and Non-GAAP Reconciliation
(Unaudited)
(In thousands, except per share data)

	2018 Trailing Twelve Month Adjusted EBITDA					2017 Trailing Twelve Month Adjusted EBITDA				
	Quarter Ended					Quarter Ended				
	March 31, 2018	June 30, 2018	September 30, 2018	December 31, 2018	Total	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	Total
Net income (loss)	$ 62,855	$ 60,867	$ 9,517	$ (28,499)	$ 104,740	$ 25,689	$ 31,443	$ 3,060	$ (19,386)	$ 40,806
Interest expense, net	1,528	1,661	1,056	704	4,949	715	550	642	2,004	3,911
Income tax provision (benefit)	17,219	17,247	1,335	(9,783)	26,018	13,206	16,050	1,486	(4,354)	26,388
Depreciation and amortization expense	4,737	5,029	4,996	5,186	19,948	4,319	4,178	4,309	4,799	17,605
EBITDA	$ 86,339	$ 84,804	$ 16,904	$ (32,392)	$ 155,655	$ 43,929	$ 52,221	$ 9,497	$ (16,937)	$ 88,710
Jack Wolfskin net acquisition costs/(gains)	—	—	1,521	(2,269)	(748)	—	—	—	—	—
OGIO and TravisMathew acquisition costs	—	—	—	—	—	3,956	2,254	3,377	1,677	11,264
Adjusted EBITDA	$ 86,339	$ 84,804	$ 18,425	$ (34,661)	$ 154,907	$ 47,885	$ 54,475	$ 12,874	$ (15,260)	$ 99,974

ADJUSTED EBITDA RECONCILIATION

CALLAWAY GOLF COMPANY
Supplemental Financial Information and Non-GAAP Reconciliation
(Unaudited)
(In thousands, except per share data)

2017 Trailing Twelve Month Adjusted EBITDA

	Quarter Ended				
	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	Total
Net income (loss)	$ 25,689	$ 31,443	$ 3,060	$ (19,386)	$ 40,806
Interest expense, net	715	550	642	2,004	3,911
Income tax provision (benefit)	13,206	16,050	1,486	(4,354)	26,388
Depreciation and amortization expense	4,319	4,178	4,309	4,799	17,605
EBITDA	$ 43,929	$ 52,221	$ 9,497	$ (16,937)	$ 88,710
Gain on sale of Topgolf investments	—	—	—	—	—
OGIO and TravisMathew acquisition costs	3,956	2,254	3,377	1,677	11,264
Adjusted EBITDA	$ 47,885	$ 54,475	$ 12,874	$ (15,260)	$ 99,974

2016 Trailing Twelve Month Adjusted EBITDA

	Quarter Ended				
	March 31, 2016	June 30, 2016	September 30, 2016	December 31, 2016	Total
Net income (loss)	$ 38,390	$ 34,105	$ (5,866)	$ 123,271	$ 189,900
Interest expense, net	621	347	431	348	1,747
Income tax provision (benefit)	1,401	1,937	1,294	(137,193)	(132,561)
Depreciation and amortization expense	4,157	4,180	4,204	4,045	16,586
EBITDA	$ 44,569	$ 40,569	$ 63	$ (9,529)	$ 75,672
Gain on sale of Topgolf investments	—	(17,662)	—	—	(17,662)
OGIO and TravisMathew acquisition costs	—	—	—	—	—
Adjusted EBITDA	$ 44,569	$ 22,907	$ 63	$ (9,529)	$ 58,010

ADJUSTED EBITDA RECONCILIATION

CALLAWAY GOLF COMPANY
Supplemental Financial Information and Non-GAAP Reconciliation
(Unaudited)
(In thousands, except per share data)

EBITDA	2015 Trailing Twelve Month EBITDA — Quarter Ended March 31, 2015	June 30, 2015	September 30, 2015	December 31, 2015	Total
Net income (loss)	$ 35,819	$ 12,818	$ (3,617)	$ (30,452)	$ 14,568
Interest expense, net	2,021	1,936	3,520	868	8,345
Income tax provision	1,638	1,817	1,547	493	5,495
Depreciation and amortization expense	4,703	4,454	4,193	4,029	17,379
EBITDA	$ 44,181	$ 21,025	$ 5,643	$ (25,062)	$ 45,787

EBITDA	2014 Trailing Twelve Month EBITDA — Quarter Ended March 31, 2014	June 30, 2014	September 30, 2014	December 31, 2014	Total
Net income (loss)	$ 55,312	$ 3,369	$ (1,134)	$ (41,539)	$ 16,008
Interest expense, net	2,648	2,612	2,037	1,764	9,061
Income tax provision	1,474	1,873	304	1,980	5,631
Depreciation and amortization expense	5,697	5,460	5,222	4,857	21,236
EBITDA	$ 65,131	$ 13,314	$ 6,429	$ (32,938)	$ 51,936

ADJUSTED EBITDA RECONCILIATION

CALLAWAY GOLF COMPANY
Supplemental Financial Information and Non-GAAP Reconciliation
(Unaudited)
(In thousands, except per share data)

Adjusted EBITDA:	2013 Trailing Twelve Month Adjusted EBITDA – Quarter Ended				
	March 31, 2013	June 30, 2013	September 30, 2013	December 31, 2013	Total
Net income (loss)	$ 41,660	$ 10,071	$ (21,153)	$ (49,499)	$ (18,921)
Interest expense, net	2,157	2,470	1,975	1,963	8,565
Income tax provision (benefit)	2,469	1,435	1,037	658	5,599
Depreciation and amortization expense	6,956	6,472	6,265	5,850	25,543
Impairment charges	-	-	-	-	-
Adjusted EBITDA	$ 53,242	$ 20,448	$ (11,876)	$ (41,028)	$ 20,786

Adjusted EBITDA:	2012 Trailing Twelve Month Adjusted EBITDA – Quarter Ended				
	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012	Total
Net income (loss)	$ 31,802	$ 2,799	$ (86,798)	$ (70,749)	$ (122,946)
Interest expense, net	817	884	1,343	1,919	4,963
Income tax provision (benefit)	(292)	2,196	750	2,246	4,900
Depreciation and amortization expense	8,745	9,489	8,342	7,835	34,411
Impairment charges	-	-	17,056	4,877	21,933
Adjusted EBITDA	$ 41,072	$ 15,368	$ (59,307)	$ (53,872)	$ (56,739)

INVESTOR PRESENTATION

MARCH 2019