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### CALLAWAY GOLF COMPANY ANNOUNCES SECOND QUARTER AND FIRST HALF 2012 RESULTS; PROVIDES ADDITIONAL FULL YEAR GUIDANCE

- 2012 second quarter and first half increases in sales and earnings consistent with preliminary estimates announced earlier this month
- On target with \$52 million in annualized cost reductions announced earlier this month
- Callaway estimates full year revenues of \$835 \$865 million; reiterates estimated full year pro forma loss per share of \$0.55 \$0.75.

CARLSBAD, CA /July 26, 2012/ Callaway Golf Company (NYSE:ELY) today announced its second quarter and first half 2012 financial results. The announced results were consistent with the preliminary estimates provided earlier this month and reflect the previously estimated increases in sales and earnings for the second quarter and first half of 2012 compared with the same periods in 2011. The Company also announced that its cost-reduction initiatives are proceeding well and on pace to deliver the \$52 million in targeted gross annualized savings, with an estimated \$16 million and \$36 million being realized in 2012 and 2013, respectively.

### GAAP RESULTS.

For the second quarter of 2012, the Company reported the following results:

Dollars in millions except per share amounts	2012	% of Sales	2011	% of Sales	Improvement / (Decline)
Net Sales	\$281	-	\$274	-	\$7
Gross Profit	\$111	39%	\$103	37%	\$8
Operating Expenses	\$101	36%	\$113	41%	\$12
Operating Income/(Loss)	\$10	3%	(\$10)	(4%)	\$20
		3 /0		( 7/0 )	
Earnings/(Loss) per share	\$0.00	-	(\$0.96)	-	\$0.96

For the first half of 2012, the Company reported the following results:

2012	% of Sales	2011	% of Sales	Improvement / (Decline)
\$566	-	\$559	-	\$7
\$235	42%	\$226	40%	\$9
\$198	35%	\$214	38%	\$16
	7%	\$13	2%	\$24
1.5.5	. , , 0		270	\$1.21
	\$566	2012 Sales \$566 - \$235 42% \$198 35% \$37 7%	2012       Sales       2011         \$566       -       \$559         \$235       42%       \$226         \$198       35%       \$214         \$37       7%       \$13	2012       Sales       2011       Sales         \$566       -       \$559       -         \$235       42%       \$226       40%         \$198       35%       \$214       38%         \$37       7%       \$13       2%

### NON-GAAP PRO FORMA FINANCIAL RESULTS.

In addition to the Company's results prepared in accordance with GAAP, the Company has also provided additional information concerning its results on a non-GAAP pro forma basis. The manner in which the non-GAAP information is derived is discussed in more detail toward the end of this release and the Company has provided in the tables to this release a reconciliation of this non-GAAP information to the most directly comparable GAAP information.

For the second quarter of 2012, the Company reported the following pro forma results:

Dollars in millions except per share amounts	2012	% of Sales	2011	% of Sales	Improvement / (Decline)
Net Sales	\$281	-	\$274	-	\$7
Gross Profit	\$112	40%	\$109	40%	\$3
Operating Expenses	\$97	35%	\$102	37%	\$5
Operating Income	\$14	5%	\$6	2%	\$8
Earnings/(Loss) per share	\$0.05	-	(\$0.01)	-	\$0.06

For the first half of 2012, the Company reported the following pro forma results:

Dollars in millions except per share amounts	2012	% of Sales	2011	% of Sales	Improvement / (Decline)
Net Sales	\$566	-	\$559	-	\$7
Gross Profit	\$236	42%	\$238	43%	(\$2)
Operating Expenses	\$201	35%	\$209	37%	\$8
Operating Income	\$35	6%	\$30	5%	\$5
Earnings per share	\$0.25	-	\$0.15	-	\$0.10

"We are pleased that sales and earnings increased during the first half of 2012 compared to the same period in 2011," commented Chip Brewer, President and Chief Executive Officer. "The pace of improvement, however, is slower than anticipated and our market shares have not met our expectations, resulting in higher than expected retail inventory levels at this time of year. As a result, we have lowered our sales expectations for the second half of the year to allow us to work through any excess inventory at retail and prepare our business for improved results in 2013."

"The recently announced cost-reduction initiatives are proceeding on pace with our plan," continued Mr. Brewer. "Having been through this before, I am convinced we are taking the correct actions to assure that this turnaround will be successful. Given the dynamics of the golf business, with products being introduced annually, it takes time for the turnaround to take effect. Many of the changes we are making at this time to reduce costs, streamline our business, and change our products and the culture at the Company to be more consumer oriented, will have a greater impact on our financial results in 2013 and 2014 than the current year. I do firmly believe that the changes we are making will be the keystone to a successful recovery and I look forward to reporting to you on our progress."

### **Business Outlook**

The Company provided additional financial guidance, estimating that full year 2012 net sales will range from \$835 to \$865 million compared to \$887 million in 2011. The Company's estimated decline in net sales includes the impact of actions taken by the Company during the first half of the year to streamline its business, including the sale of the Top-Flite and Ben Hogan brands and the transition of its footwear and apparel businesses to a licensing model. The Company also reiterated its earnings guidance, estimating that full year pro-forma loss per share will range from \$0.55 to \$0.75, compared to a pro forma loss per share of \$0.63 in 2011. These pro forma estimates exclude from 2012 benefits and charges associated with the sale of the Top Flite/Ben Hogan brands, non-cash tax adjustments, and the cost-reduction initiatives and exclude from 2011 charges relating to a non-cash impairment of assets, non-cash tax adjustments, global operations strategy, restructuring, and the gain on the sale of buildings in 2011.

### Conference Call and Webcast

The Company will be holding a conference call at 2:00 p.m. PDT today to discuss the Company's financial results, business and the recently announced cost-reduction initiatives. 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. PDT on Thursday, August 2, 2012. The replay may be accessed through the Internet at www.callawaygolf.com or by telephone by calling 1-855-859-2056 toll free for calls originating within the United States or 404-537-3406 for International calls. The replay pass code is 12218357.

Non-GAAP Pro Forma Information: The GAAP results contained in this press release and the financial statement schedules attached to this press release have been prepared in accordance with accounting principles generally accepted in the United States ("GAAP"). To supplement the GAAP results, the Company has provided certain non-GAAP pro forma financial information. The non-GAAP financial information included in the press release and attached schedules present certain of the Company's financial results excluding charges for (i) the

Company's global operations strategy, (ii) non-cash impairment charges, (iii) non-cash tax adjustments relating to or as a result of the establishment of a deferred tax valuation allowance, (iv) restructuring charges, (v) the gain on the sale of three buildings, (vi) the gain recognized in connection with the sale of the Top-Flite and Ben Hogan brands, and (vii) the cost-reduction initiatives announced today. In addition, the Company also provided additional non-GAAP information about its results, excluding interest, taxes, depreciation and amortization expenses as well as impairment charges ("Adjusted EBITDA"). For comparative purposes, the Company applied an annualized statutory tax rate of 38.5% to derive the non-GAAP earnings/loss per share and Adjusted EBITDA. The non-GAAP information should not be considered in isolation or 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 reconciling information in the attached schedules.

Forward-Looking Statements: Statements used in this press release that relate to future plans, events, financial results, performance or prospects, including statements relating to the estimated sales and loss per share for 2012, the estimated savings or charges (or timing thereof) related to the cost-reduction initiatives, future retail inventory levels, improved results in 2013 or beyond, and the Company's recovery/turnaround, are forward-looking statements as defined under the Private Securities Litigation Reform Act of 1995. These statements are based upon current information and expectations. Accurately estimating the forward-looking statements is based upon various unknowns including consumer acceptance and demand for the Company's products, the level of promotional activity in the marketplace, as well as future consumer discretionary purchasing activity, which can be significantly adversely affected by unfavorable economic or market conditions, as well as future changes in foreign currency exchange rates. Actual results may differ materially from those estimated or anticipated as a result of these unknowns or other risks and uncertainties, including continued compliance with the terms of the Company's credit facility; delays, difficulties or increased costs in the supply of components needed to manufacture the Company's products or in manufacturing the Company's products; 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, the golf industry, and the Company's business, see the Company's Annual Report on Form 10-K for the year ended December 31, 2011 as well as other risks and uncertainties detailed from time to time in the Company's reports on Forms 10-Q and 8-K subsequently filed 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.

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### **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 apparel, footwear and accessories, under the Callaway Golf® and Odyssey® brands in more than 110 countries worldwide. For more information please visit <a href="www.callawaygolf.com">www.callawaygolf.com</a> or <a href="shop.callawaygolf.com">shop.callawaygolf.com</a>.

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

	June 30, 2012	December 31, 2011
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 27,986	\$ 43,023
Accounts receivable, net	254,903	115,673
Inventories	215,794	233,070
Deferred taxes, net	3,955	4,029
Income taxes receivable	1,753	3,654
Other current assets	18,663	19,880
Total current assets	523,054	419,329
Property, plant and equipment, net	114,323	117,147
Intangible assets, net	129,126	151,138
Other assets	38,622	39,498
Total assets	\$ 805,125	\$ 727,112
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable and accrued expenses	\$ 113,762	\$ 129,193
Accrued employee compensation and benefits	23,522	23,785
Accrued warranty expense	7,863	8,140
Income tax liabilities	5,237	6,666
Credit facility	70,150	, -
Total current liabilities	220,534	167,784
Long-term liabilities	43,547	46,514
Shareholders' equity	541,044	512,814
Total liabilities and shareholders' equity	\$ 805,125	\$ 727,112

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

Quarter	Ended
Quarter	Liiaca

	June 2	
	2012	2011
Net sales	\$ 281,123	\$ 273,814
Cost of sales	170,470	171,152
Gross profit	110,653	102,662
Operating expenses:		
Selling	75,711	74,196
General and administrative	18,446	30,124
Research and development	6,930	8,498
Total operating expenses	101,087	112,818
Income (loss) from operations	9,566	(10,156)
Other expense, net	(4,571)	(3,427)
Income (loss) before income taxes	4,995	(13,583)
Income tax provision	2,196	45,483
Net income (loss)	2,799	(59,066)
Dividends on convertible preferred stock	2,625	2,625
Net income (loss) allocable to common shareholders	\$ 174	\$ (61,691)
Earnings (loss) per common share:		
Basic	\$0.00	(\$0.96)
Diluted	\$0.00	(\$0.96)
Weighted-average common shares outstanding:	ψο.σο	(\$\psi.50)
Basic	65,060	64,425
Diluted	65,112	64,425
	,	, ,
	Year E	nded
	June 3	30,
	2012	2011
Net sales	\$ 566,221	\$ 559,413
Cost of sales	331,197	333,070
Gross profit	235,024	226,343
Operating expenses:		
Selling	152,549	149,415
General and administrative	30,680	46,411
Research and development	14,403	17,695
Total operating expenses	197,632	213,521
Income from operations	37,392	12,822
Other expense, net	(887)	(4,807)
Income before income taxes	36,505	8,015
Income tax provision	1,904	54,263
Net income (loss)	34,601	(46,248)
Dividends on convertible preferred stock	5,250	5,250
Net income (loss) allocable to common shareholders	\$ 29,351	\$ (51,498)
		_
Earnings (loss) per common share:	40.15	/h0 00
Basic	\$0.45	(\$0.80)
D'1 . 1		
Diluted	\$0.41	(\$0.80)
Weighted-average common shares outstanding:	\$0.41	
Weighted-average common shares outstanding: Basic	65,021	64,365
Weighted-average common shares outstanding:		

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

	Six Mont June	
	2012	2011
Cash flows from operating activities:		
Net income (loss)	\$ 34,601	\$ (46,248)
Adjustments to reconcile net income (loss) to net cash used in operating		
activities:		
Depreciation and amortization	18,234	19,191
Impairment charge	-	5,413
Deferred taxes, net	(1,746)	51,397
Non-cash share-based compensation	1,896	7,581
Gain and deferred gain amortization on disposal of long-lived assets	(975)	(6,752)
Gain on sale of intangible assets	(6,602)	-
Changes in assets and liabilities	(136,688)	(56,015)
Net cash used in operating activities	(91,280)	(25,433)
Cash flows from investing activities		
Cash flows from investing activities: Capital expenditures	(14 115)	(14.090)
	(14,115) 70	(14,089)
Proceeds from sale of property, plant and equipment		18,172
Net proceeds from sale of intangible assets	26,861 12,816	4,083
Net cash provided by investing activities	12,810	4,083
Cash flows from financing activities:		
Issuance of common stock	-	1,160
Dividends paid, net	(6,554)	(6,542)
Proceeds from credit facilities, net	70,150	37,142
Other financing activities	69	129
Net cash provided by financing activities	63,665	31,889
Effect of exchange rate changes on cash and cash equivalents	(238)	950
Net (decrease) increase in cash and cash equivalents	(15,037)	11,489
Cash and cash equivalents at beginning of period	43,023	55,043
Cash and cash equivalents at end of period	\$ 27,986	\$ 66,532

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

			Net S	Sales by Prod	uct C	ategory					Net :	Sales by Produ	ict Cat	egory	
				Quarter E				_				Six Months			
		June	e 30,			Growth/(De	ecline)			Jun	e 30,			Growth/(Dec	cline)
		2012		2011		Dollars	Percent			2012		2011		Dollars	Percent
Net sales:															
Woods	\$	58,549	\$	65,254	\$	(6,705)	-10%		\$	149,278	\$	146,281	\$	2,997	2%
Irons		57,825		61,142		(3,317)	-5%			116,141		131,133		(14,992)	-11%
Putters		38,873		23,810		15,063	63%			62,965		52,641		10,324	20%
Golf balls		49,838		54,733		(4,895)	-9%			92,384		99,346		(6,962)	-7%
Accessories and other (1)		76,038		68,875		7,163	10%			145,453		130,012		15,441	12%
	\$	281,123	\$	273,814	\$	7,309	3%		\$	566,221	\$	559,413	\$	6,808	1%
				Net Sales by	Regi	on					N	et Sales by Re	egion		
				Quarter E	nded		_					Six Months E	Inded		
		June	e 30,			Growth/(De	ecline)			Jun	e 30,			Growth/(Dec	cline)
		2012		2011		Dollars	Percent			2012		2011		Dollars	Percent
Net sales:															
United States	\$	142,343	\$	138,545	\$	3,798	3%		\$	292,042	\$	283,876	\$	8,166	3%
Europe		43,443		42,923		520	1%			86,142		89,078		(2,936)	-3%
Japan		36,978		28,741		8,237	29%			79,233		66,318		12,915	19%
Rest of Asia		26,613		27,583		(970)	-4%			44,609		51,089		(6,480)	-13%
Other foreign countries		31,746		36,022		(4,276)	-12%			64,195		69,052		(4,857)	-7%
	\$	281,123	\$	273,814	\$	7,309	3%		\$	566,221	\$	559,413	\$	6,808	1%
		(	Opera	iting Segmen	t Info	ormation		_		C	Operati	ng Segment I	nforma	ation	
				Quarter E	nded							Six Months E	Inded		
		June	e 30,			Growth/	(Decline)			Jun	e 30,	_		Growth/(	(Decline)
Net sales:		2012		2011 <sup>(2)</sup>		Dollars	Percent			2012		2011 <sup>(2)</sup>		Dollars	Percent
Golf clubs	\$	231,285	\$	219,081	\$	12,204	6%		\$	473,837	\$	460,067	\$	13,770	3%
Golf balls	Ψ	49,838	Ψ	54,733	Ψ	(4,895)	-9%		Ψ	92,384	Ψ	99,346	Ψ	(6,962)	-7%
Gon bans	Φ		\$		\$		3%		Φ	566,221	\$		\$		
	<u> </u>	281,123	<u> </u>	273,814	<u> </u>	7,309	3%		\$	300,221	<u> </u>	559,413	<u> </u>	6,808	1%
Income (loss) before income to	axes:														
Golf clubs	\$	17,953	\$	12,308	\$	5,645	46%		\$	50,595	\$	41,613	\$	8,982	22%
Golf balls		4,162		1,085		3,077	284%			5,739		3,385		2,354	70%
Reconciling items (3)		(17,120)		(26,976)		9,856	37%			(19,829)		(36,983)		17,154	46%
-	\$	4,995	\$	(13,583)	\$	18,578	137%		\$	36,505	\$	8,015	\$	28,490	355%

<sup>(1)</sup> Accessories & other include Packaged Sets as well as CGI Sales.

<sup>(2)</sup> Certain prior period amounts have been reclassified between product categories to conform with the current period presentation.

<sup>(3)</sup> 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)

				Qι	uarter Ende	led June 30	),								Quar	er Ende	ed June 30,							
					201	12										2011	1							
	Pro For Callaway C			Cash Tax		eduction ves (1) (3)	Top-l	n Sale of Flite & Iogan <sup>(1)</sup>		tal as		Pro Forma llaway Golf <sup>(1)</sup>	Ope	lobal rations tegy <sup>(1)</sup>	Non-Cas Impairme Charge	nt ]	Non-Cash Ta		Restructu	uring <sup>(1)</sup>		otal as		
Net sales	\$ 28	1,123	\$	-	\$	-	\$	-	\$	281,123	\$	273,814	\$	-	\$		\$		\$		\$	273,814		
Gross profit	11	1,590		-		(937)		-		110,653		108,509		(5,847)		-		-		-		102,662		
% of sales		40%		n/a		n/a		n/a		39%		40%		n/a		n/a	n	/a		n/a		37%		
Operating expenses		7,367		-		3,706		14		101,087		102,277		(34)	5,4					5,162		112,818		
Income (expense) from operations	1	4,223		-		(4,643)		(14)		9,566		6,232		(5,813)	(5,4	13)		-		(5,162)		(10,156)		
Other expense, net		4,571)		-				-		(4,571)		(3,427)		_		<u> </u>						(3,427)		
Income (loss) before income taxes		9,652		-		(4,643)		(14)		4,995		2,805		(5,813)		13)		-		(5,162)		(13,583)		
Income tax provision (benefit)		3,717		272		(1,788)		(5)		2,196		751		(2,374)		<u>(84)</u>	51,1			(1,987)		45,483		
Net income (loss)		5,935		(272)		(2,855)		(9)		2,799		2,054		(3,439)	(3,	329)	(51,1"	77)		(3,175)		(59,066)		
Dividends on convertible preferred stock		2,625		-		-		-		2,625		2,625		-		-	-			-		2,625		
Net income (loss) allocable to common shareholders	\$	3,310	\$	(272)	\$	(2,855)	\$	(9)	\$	174	\$	(571)	\$	(3,439)	\$ (3,	329)	\$ (51,1"	77)	\$	(3,175)	\$	(61,691)		
			· · · · · · · · · · · · · · · · · · ·				·						·								·	<del></del>		
Diluted earnings (loss) per share:	\$	0.05	\$	(0.01)	\$	(0.04)	\$	(0.00)	\$	0.00	\$	(0.01)	\$	(0.05)	\$ (0	.05)	\$ (0.8	30)	\$	(0.05)	\$	(0.96)		
Weighted-average shares outstanding:	6	5,112		65,112		65,112		65,112		65,112		64,425		64,425	64,	-25	64,42	25		64,425		64,425		
				Six l	Months En		30,									Six M	Months Ended	June 3	30,					
				Six	Months En			S1 f			_			.11	No. Co.		Months Ended 2011	June (	30,					
			N. (		201	12	Gain o	n Sale of				D. E.		lobal	Non-Cas	1	2011		30,			G.1. C		
	Pro For			Cash Tax	201 Cost Re	12 eduction	Gain or	Flite &		tal as		Pro Forma	Oper	rations	Impairme	n nt ]	2011 Non-Cash Ta	ıx		. (1)		on Sale of		otal as
	Callaway (	olf (1)	Adjus		201 Cost Re Initiativ	12	Gain or Top-l Ben H		Rep	orted	Ca	laway Golf (1)	Oper Stra		Impairme Charge <sup>(1</sup>	n nt ]	2011 Non-Cash Ta Adjustment	1X 2)	Restructu	ring (1)	Buil	on Sale of dings (1)	Re	ported
Net sales	Callaway C	6,221		Cash Tax	201 Cost Re	eduction ves (1) (3)	Gain or	Flite &	Rep \$	566,221		llaway Golf <sup>(1)</sup> 559,413	Oper Strat	rations tegy (1)	Impairme	n nt ]	2011 Non-Cash Ta	1X 2)		aring (1)			Re \$	559,413
Gross profit	Callaway C	6,221 5,985	Adjus	Cash Tax stment <sup>(2)</sup>	201 Cost Re Initiativ	eduction ves (1) (3) - (961)	Gain or Top-l Ben H	Flite &  logan (1)	Rep \$	566,221 235,024	Ca	1laway Golf (1) 559,413 238,492	Oper Strat	rations tegy (1) - (12,149)	Impairme Charge	n nt ]	Non-Cash Ta	1X 2) -	Restructu	-	Buil	dings (1)	Re \$	559,413 226,343
Gross profit % of sales	\$ 56 23	5,221 5,985 42%	Adjus	Cash Tax	201 Cost Re Initiativ	eduction ves (1) (3) - (961) n/a	Gain or Top-l Ben H	Flite &  logan (1)  -  n/a	Rep \$	566,221 235,024 42%	Ca	1 Standard S	Oper Strat	rations tegy (1) - (12,149) n/a	Impairme Charge	n nt ]	Non-Cash Ta	1X 2)	Restructu	- n/a	Buil	dings (1) n/a	Re \$	559,413 226,343 40%
Gross profit % of sales Operating expenses	Callaway C \$ 56 23	6,221 5,985 42% 0,524	Adjus	Cash Tax stment <sup>(2)</sup> - - n/a -	Cost Re Initiativ	eduction ves (1) (3) (961) n/a 3,710	Gain or Top-l Ben H	Flite & Hogan (1)	Rep \$	566,221 235,024 42% 197,632	Ca	1 State of the sta	Oper Strat	rations tegy (1) - (12,149) n/a 193	Impairme Charge (1) \$	n nt 1	Non-Cash Ta	1X 2) -	Restructu \$	- n/a 5,162	Buil	dings (1)	Re \$	226,343 40% 213,521
Gross profit % of sales Operating expenses Income (expense) from operations	Callaway C \$ 56 23	6,221 5,985 42% 0,524 5,461	Adjus	Cash Tax stment <sup>(2)</sup>	Cost Re Initiativ	eduction ves (1) (3) - (961) n/a	Gain or Top-l Ben H	Flite &  logan (1)  -  n/a	Rep \$	566,221 235,024 42% 197,632 37,392	Ca	1 State of the sta	Oper Strat	rations tegy (1) - (12,149) n/a	Impairme Charge (1) \$	n nt ]	Non-Cash Ta	1X 2) -	Restructu \$	- n/a	Buil	dings (1) n/a	Re \$	ported 559,413 226,343 40% 213,521 12,822
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net	Callaway C \$ 56 23 20 3	5,221 5,985 42% 0,524 5,461 (887)	Adjus	Cash Tax stment <sup>(2)</sup> - - n/a -	Cost Re Initiativ	eduction ves (1) (3)  (961) n/a 3,710 (4,671)	Gain or Top-l Ben H	Flite & logan (1)  -  n/a (6,602) 6,602	Rep \$	566,221 235,024 42% 197,632 37,392 (887)	Ca	1 State of the sta	Oper Strat	rations tegy (1) - (12,149) n/a 193 (12,342) -	Impairme Charge (1) \$ 5,4	n nt 1	Non-Cash Ta	1X 2) -	Restructu \$	n/a 5,162 (5,162)	Buil	dings (1)	Re \$	ported 559,413 226,343 40% 213,521 12,822 (4,807)
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes	Callaway C \$ 56 23 20 3	5,985 42% 0,524 5,461 (887) 4,574	Adjus	Cash Tax stment (2)  n/a	Cost Re Initiativ	eduction ves (1) (3)  - (961) n/a 3,710 (4,671)  - (4,671)	Gain or Top-l Ben H	Flite & Hogan (1)  -	Rep \$	566,221 235,024 42% 197,632 37,392 (887) 36,505	Ca	1 State of the sta	Oper Strat	rations tegy <sup>(1)</sup> - (12,149) n/a 193 (12,342) - (12,342)	Impairme Charge (1) \$  5,- (5,	n nt ) - S	Non-Cash Ta Adjustment \$	/a	Restructu \$	n/a 5,162 (5,162)	Buil	dings (1)	Re \$	ported 559,413 226,343 40% 213,521 12,822 (4,807) 8,015
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes Income tax provision (benefit)	Callaway C \$ 56 23 20 3 1	5,221 5,985 42% 0,524 5,461 (887) 4,574 3,311	Adjus	Cash Tax stment (2) n/a (12,151)	Cost Re Initiativ \$	eduction ves (1) (3)  (961) n/a 3,710 (4,671)  (4,671) (1,798)	Gain or Top-l Ben H	Flite & Hogan (1)	Rep \$	235,024 42% 197,632 37,392 (887) 36,505 1,904	Ca	1 State of the sta	Oper Strat	rations tegy (1)  (12,149) n/a 193 (12,342) (12,342) (4,752)	Impairme Charge (1) \$  5,4 (5,4) (2,4)	n nt ) - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 -	2011 Non-Cash Ta Adjustment \$	- /a	Restructu \$	n/a 5,162 (5,162) (5,162) (1,987)	Buil	dings (1)	Re \$	226,343 40% 213,521 12,822 (4,807) 8,015 54,263
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes Income tax provision (benefit) Net income (loss)	Callaway C \$ 56 23 20 3 1 2	60lf <sup>(1)</sup> 5,221 5,985 42% 0,524 5,461 (887) 4,574 3,311 1,263	Adjus	Cash Tax stment (2)  n/a	Cost Re Initiativ \$	eduction ves (1) (3)  - (961) n/a 3,710 (4,671)  - (4,671)	Gain or Top-l Ben H	Flite & Hogan (1)  -	Rep \$	566,221 235,024 42% 197,632 37,392 (887) 36,505 1,904 34,601	Ca	1 state of the sta	Oper Strat	rations tegy <sup>(1)</sup> - (12,149) n/a 193 (12,342) - (12,342)	Impairme Charge (1) \$  5,4 (5,4) (2,4)	n nt ) - S	Non-Cash Ta Adjustment \$	- /a	Restructu \$	n/a 5,162 (5,162)	Buil	dings (1)	Re \$	2559,413 226,343 40% 213,521 12,822 (4,807) 8,015 54,263 (46,248)
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes Income tax provision (benefit) Net income (loss) Dividends on convertible preferred stock	Callaway C \$ 56 23 20 3 1 2	60lf (1) 5,221 5,985 42% 0,524 5,461 (887) 4,574 3,311 1,263 5,250	Adjus \$	Cash Tax stment (2)	Cost Re Initiativ \$	eduction ves (1) (3)  (961) n/a 3,710 (4,671)  (4,671) (1,798) (2,873)	Gain or Top-l Ben H \$	Flite & Logan (1)  -	Rep	566,221 235,024 42% 197,632 37,392 (887) 36,505 1,904 34,601 5,250	Ca	1away Golf (1) 559,413 238,492 43% 208,923 29,569 (4,807) 24,762 9,662 15,100 5,250	Oper Stra	rations tegy (1)  (12,149) n/a 193 (12,342)  (12,342) (4,752) (7,590)	Impairme Charge (1) \$ 5,4 (5,4) (2,4) (3,4)	n nt 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2011  Non-Cash Ta  Adjustment  \$  51,17  (51,17)	/a	Restructu \$	n/a 5,162 (5,162) (5,162) (1,987) (3,175)	Buil	dings (1)	Re	2559,413 226,343 40% 213,521 12,822 (4,807) 8,015 54,263 (46,248) 5,250
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes Income tax provision (benefit) Net income (loss)	Callaway C \$ 56 23 20 3 1 2	60lf <sup>(1)</sup> 5,221 5,985 42% 0,524 5,461 (887) 4,574 3,311 1,263	Adjus	Cash Tax stment (2) n/a (12,151)	Cost Re Initiativ \$	eduction ves (1) (3)  (961) n/a 3,710 (4,671)  (4,671) (1,798)	Gain or Top-l Ben H	Flite & Hogan (1)	Rep \$	566,221 235,024 42% 197,632 37,392 (887) 36,505 1,904 34,601	Ca	1 state of the sta	Oper Strat	rations tegy (1)  (12,149) n/a 193 (12,342) (12,342) (4,752)	Impairme Charge (1) \$  5,4 (5,4) (2,4)	n nt 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2011 Non-Cash Ta Adjustment \$	/a	Restructu \$	n/a 5,162 (5,162) (5,162) (1,987)	Buil	dings (1)	Re	2559,413 226,343 40% 213,521 12,822 (4,807) 8,015 54,263 (46,248)
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes Income tax provision (benefit) Net income (loss) Dividends on convertible preferred stock Net income (loss) allocable to common shareholders	Callaway C \$ 56 23 20 3 1 2 \$ 1	6olf <sup>(1)</sup> 5,221 5,985 42% 0,524 5,461 (887) 4,574 3,311 1,263 5,250 5,013	Adjus \$	Cash Tax stment (2) - - - n/a - - - (12,151) 12,151 - 12,151	Cost Re Initiativ \$	eduction ves (1) (3)  (961) n/a 3,710 (4,671)  (4,671) (1,798) (2,873)  - (2,873)	Gain of Top-1 Ben H	Flite & Iogan (1)	Rep	200rted 566,221 235,024 42% 197,632 37,392 (887) 36,505 1,904 34,601 5,250 29,351		llaway Golf <sup>(1)</sup> 559,413 238,492 43% 208,923 29,569 (4,807) 24,762 9,662 15,100 5,250 9,850	Strates \$	rations tegy <sup>(1)</sup> - (12,149) n/a 193 (12,342) - (12,342) (4,752) (7,590) - (7,590)	Impairme Charge (1) \$ 5,4 (5,4 (2,4 (3,4 (3,4 (3,4 (3,4 (3,4 (3,4 (3,4 (3	n nt ) - (3) - (4)	2011  Non-Cash Ta  Adjustment  \$  51,17  (51,17)  \$ (51,17)	- /a	Restructu \$	n/a 5,162 (5,162) (5,162) (1,987) (3,175)	Buil \$	dings (1)	Re	2559,413 226,343 40% 213,521 12,822 (4,807) 8,015 54,263 (46,248) 5,250 (51,498)
Gross profit % of sales Operating expenses Income (expense) from operations Other expense, net Income (loss) before income taxes Income tax provision (benefit) Net income (loss) Dividends on convertible preferred stock	Callaway C \$ 56 23 20 3 1 2 \$ 1	60lf (1) 5,221 5,985 42% 0,524 5,461 (887) 4,574 3,311 1,263 5,250	Adjus \$	Cash Tax stment (2)	Cost Re Initiativ \$	eduction ves (1) (3)  (961) n/a 3,710 (4,671)  (4,671) (1,798) (2,873)  - (2,873)	Gain or Top-l Ben H \$	Flite & Logan (1)  -	Rep	566,221 235,024 42% 197,632 37,392 (887) 36,505 1,904 34,601 5,250	Ca	1away Golf (1) 559,413 238,492 43% 208,923 29,569 (4,807) 24,762 9,662 15,100 5,250	Oper Stra	rations tegy (1)  (12,149) n/a 193 (12,342)  (12,342) (4,752) (7,590)	Impairme Charge (1) \$ 5,4 (5,4 (2,4 (3,4 (3,4 (3,4 (3,4 (3,4 (3,4 (3,4 (3	n nt	2011  Non-Cash Ta  Adjustment  \$  51,17  (51,17)  \$ (51,17)	//a	Restructu \$	n/a 5,162 (5,162) (5,162) (1,987) (3,175)	Buil	dings (1)	Re	2559,413 226,343 40% 213,521 12,822 (4,807) 8,015 54,263 (46,248) 5,250

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

<sup>(3)</sup> Includes costs associated with workforce reductions and transition costs associated with licensing the Company's North American apparel business and footwear business.

			20	012 Trailing T	welve	Month Adjus	sted EE	BITDA	
Adjusted EBITDA:					Quar	ter Ended			
	September 30, 2011			cember 31, 2011	M	larch 31, 2012	J	une 30, 2012	 Total
Net income (loss)	\$	(62,587)	\$	(62,985)	\$	31,802	\$	2,799	\$ (90,971)
Interest expense (income), net		399		324		817		884	2,424
Income tax provision (benefit)		14,854		12,442		(292)		2,196	29,200
Depreciation and amortization expense		9,247		10,198		8,745		9,489	37,679
Impairment charge		<u>-</u> _		1,120					 1,120
Adjusted EBITDA	\$	(38,087)	\$	(38,901)	\$	41,072	\$	15,368	\$ (20,548)

		2	2011 Trailing	Twelv	e Month Adj	usted I	EBITDA				
				Qua	arter Ended						
Sep	otember 30, 2010	Dec	cember 31, 2010	M	arch 31, 2011	J	une 30, 2011	Total			
\$	(18,317)	\$	(32,255)	\$	12,818	\$	(59,066)	\$	(96,820)		
	(1,234)		(444)		142		207		(1,329)		
	(22,100)		(13,231)		8,780		45,483		18,932		
	10,687		10,707		9,880		9,311		40,585		
	-		7,547		-		5,413		12,960		
\$	(30,964)	\$	(27,676)	\$	31,620	\$	1,348	\$	(25,672)		

<sup>(2)</sup> 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.