ACUSHNET HOLDINGS CORP.

First Quarter 2024 Earnings Call

May 7, 2024

Titleist SCOTTY CAMERON VOKEY DESIGN CLUB GLOVE TPI FJ

DISCLAIMERS

ACUSHNET HOLDINGS CORP.

FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements that reflect our current views with respect to, among other things, our 2024 outlook, our operations and our financial performance. These forward-looking statements are included throughout this presentation and relate to matters such as our industry, business strategy, goals and expectations concerning our market position, future operations, margins, profitability, capital expenditures, liquidity and capital resources and other financial and operating information such as our anticipated consolidated net sales, consolidated net sales on a constant currency basis and Adjusted EBITDA. We use words like "guidance," "outlook," "anticipate," "assume," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "future," "will," "seek," "foreseeable" and similar terms and phrases to identify forward-looking statements in this presentation.

The forward-looking statements contained in this presentation are based on management's current expectations and are subject to uncertainty and changes in circumstances. We cannot assure you that future developments affecting us will be those that we have anticipated. Actual results may differ materially from these expectations due to changes in global, regional or local economic, business, competitive, market, regulatory and other factors, many of which are beyond our control. Important factors that could cause or contribute to such differences include: a reduction in the number of rounds of golf played or in the number of golf participants; unfavorable weather conditions may impact the number of playable days and rounds played in a given year; consumer spending habits and macroeconomic factors may affect the number of rounds of golf played and related spending on golf products; demographic factors may affect the number of golf participants and related spending on our products; changes to the Rules of Golf with respect to equipment; a significant disruption in the operations of our manufacturing, assembly or distribution facilities; our ability to procure raw materials or components of our products; a disruption in the operations of our suppliers; the cost of raw materials and components; currency transaction and translation risk; our ability to successfully manage the frequent introduction of new products or satisfy changing consumer preferences and quality and regulatory standards; our reliance on technical innovation and high-quality products; our ability to adequately enforce and protect our intellectual property rights; involvement in lawsuits to protect, defend or enforce our intellectual property rights; our ability to prevent our products from infringing the intellectual property rights of others; changes to patent laws; intense competition and our ability to maintain a competitive advantage in each of our markets; limited opportunities for future growth in sales of certain of our products, including golf balls, golf shoes and golf gloves; our customers' financial condition, their levels of business activity and their ability to pay trade obligations; a decrease in corporate spending on our custom logo golf balls; our ability to maintain and further develop our sales channels; consolidation of retailers or concentration of retail market share; our ability to maintain and enhance our brands; seasonal fluctuations of our business; fluctuations of our business based on the timing of new product introductions; risks associated with doing business globally; compliance with laws, regulations and policies, including the U.S. Foreign Corrupt Practices Act or other applicable anti-corruption legislation; our ability to secure professional golfers to endorse or use our products; negative publicity relating to us or the golfers who use our products or the golf industry in general; our ability to accurately forecast demand for our products; a disruption in the service, or a significant increase in the cost, of our primary delivery and shipping services or a significant disruption at shipping ports; our ability to maintain our information systems to adequately perform their functions; cybersecurity risks; our ability to comply with data privacy and security laws; the ability of our eCommerce systems to function effectively; impairment of goodwill and identifiable intangible assets; our ability to attract and/or retain management and other key employees and hire qualified management, technical and manufacturing personnel; our ability to prohibit sales of our products by unauthorized retailers or distributors; our ability to grow our presence in existing international markets and expand into additional international markets; tax uncertainties, including potential changes in tax laws, unanticipated tax liabilities and limitations on utilization of tax attributes after any change of control; our ability to secure and maintain adequate levels of coverage under our insurance policies; product liability, warranty and recall claims; litigation and other regulatory proceedings; compliance with environmental, health and safety laws and regulations; our ability to secure additional capital at all or on terms acceptable to us and potential dilution of holders of our common stock; lack of assurance of positive returns on capital investments; risks associated with acquisitions and investments; the accuracy of our estimates or judgments relating to our critical accounting estimates; terrorist activities and international political instability; occurrence of natural disasters or pandemic diseases; a high degree of leverage, ability to service our indebtedness, ability to incur more indebtedness and restrictions in the agreements governing our indebtedness; our use of derivative financial instruments; the ability of our controlling shareholder to control significant corporate activities, and that our controlling shareholder's interests may conflict with yours; our status as a controlled company; the market price of shares of our common stock; the execution of our share repurchase program and effects thereof; our ability to maintain effective internal controls over financial reporting; our ability to pay dividends; our status as a holding company; dilution from future issuances or sales of our common stock; anti-takeover provisions in our organizational documents and Delaware law; reports from securities analysts; and the other factors set forth in the section entitled "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023 filed with the Securities and Exchange Commission ("SEC") on February 29, 2024 as it may be updated by our periodic reports subsequently filed with the SEC, including, when available, the Quarterly Report on Form 10-Q for the period ended March 31, 2024. These factors should not be construed as exhaustive. Should one or more of these risks or uncertainties materialize, or should any of our assumptions prove incorrect, our actual results may vary in material respects from those projected in these forward-looking statements.

Any forward-looking statement made by us in this presentation speaks only as of the date of this presentation. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We may not actually achieve the plans, intentions or expectations described in our forward-looking statements and you should not place undue reliance on our forward-looking statements. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, investments or other strategic transactions we may pursue. We undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by any applicable securities laws.

NON-GAAP FINANCIAL MEASURES

This presentation includes certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP") such as Adjusted EBITDA, Adjusted EBITDA margin and net sales in constant currency. These non-GAAP financial measures are not measures of financial performance derived in accordance with GAAP and may exclude items that are significant to understanding and assessing the Company's financial results. Therefore, these measures should not be considered in isolation or as an alternative to net sales, net income or other measures of profitability or performance prepared in accordance with GAAP. You should be aware that the Company's presentation of these measures may not be comparable to similarly titled measures used by other companies. For a reconciliation of these measures to the most comparable GAAP measures, please see the appendix to this presentation or the earnings press release that we have made available on our website (www.acushnetholdingscorp.com) in connection with this presentation.

For further information, please see our Annual Report on Form 10-K for the year ended December 31, 2023, filed with the SEC on February 29, 2024, as it may be updated by our periodic reports subsequently filed with the SEC, including, when available, the Quarterly Report on Form 10-Q for the period ended March 31, 2024, which are available at the SEC's website (www.sec.gov). Copies of this presentation and the accompanying webcast are publicly available on our website (www.acushnetholdingscorp.com). This presentation should be read in conjunction with the accompanying webcast and related earnings press release.

Q1 2024 Performance

David Maher
President and Chief Executive Officer

Q1 OVERVIEW

ACUSHNET HOLDINGS CORP.

($ in millions)	Q1 2024	Growth Y/Y	Growth Y/Y @ CC
Net sales	$707.6	3.1%	4.0%
Adjusted EBITDA(1)	$153.7	4.7%	


Leona Maguire


Will Zalatoris


Wyndham Clark

(1) See Appendix for Adjusted EBITDA reconciliation

Q1 NET SALES BY SEGMENT

ACUSHNET HOLDINGS CORP.

($ in millions)	Q1 2024	Growth Y/Y	Growth Y/Y @ CC
Titleist Golf Balls	$208.0	8.3%	9.4%
Titleist Golf Clubs	$203.9	12.8%	14.0%
Titleist Golf Gear	$68.2	1.8%	2.4%
FootJoy Golf Wear	$192.4	(6.3)%	(5.7)%

Q1 NET SALES BY REGION

ACUSHNET HOLDINGS CORP.

($ in millions)	Q1 2024	Growth Y/Y	Growth Y/Y @ CC
United States	$418.2	13.1%	13.1%
EMEA	$101.7	(3.0)%	(5.3)%
Japan	$37.2	(19.8)%	(10.3)%
Korea	$75.3	(15.4)%	(12.0)%
Rest of World	$75.2	(1.3)%	0.5%

OUTLOOK

ACUSHNET HOLDINGS CORP.

- Golf industry on firm footing
- US rounds of play up 7% in Q1 2024
- Segment highlights
  - Comprehensive golf ball launches, strong demand for Pro V1 Loyalty program
  - Successful Vokey SM10 launch
  - NA distribution center start up exceeded expectations
  - Titleist, FootJoy & KJUS products well positioned for Q2
  - Channel inventories appropriate
- Initiatives
  - FJ FitLAB performance fitting experiences
  - Activating fitting network into selling season













Q1 2024 Financial Results

Sean Sullivan
Chief Financial Officer

INCOME STATEMENT HIGHLIGHTS

ACUSHNET HOLDINGS CORP.

($ in millions)	Q1 2024	Q1 2023
Net sales	**$707.6**	**$686.3**
Gross profit	**$377.9**	**$365.7**
GM%	*53.4%*	*53.3%*
SG&A	$236.6	$222.5
R&D	$16.5	$14.5
Intangible amortization	$3.5	$3.7
Income from operations	**$121.4**	**$124.9**
Interest expense, net	$13.1	$9.9
Other expense, net	$0.3	$0.7
Income tax expense	$23.4	$20.7
Effective Tax Rate	*21.7%*	*18.1%*
Net income attributable to Acushnet Holdings Corp.	**$87.8**	**$93.3**
Adjusted EBITDA (1)	**$153.7**	**$146.8**
Adjusted EBITDA Margin	*21.7%*	*21.4%*

(1) See Appendix for Adjusted EBITDA reconciliation

BALANCE SHEET AND CAPITAL ALLOCATION

ACUSHNET HOLDINGS CORP.

($ in millions)	As of 3/31/2024	As of 12/31/2023
Unrestricted Cash	$47	$64
Total Debt Outstanding	$864	$701
Net Leverage Ratio [(1)]	*1.9x*	*1.9x*
Inventory	$537	$616

(1) Ratio of average adjusted net funded debt for the prior four fiscal quarters to Adjusted EBITDA for such period

($ in millions)	3 months ended 3/31/2024	3 months ended 3/31/2023
Cash Flows from Operations	$(110)	$(86)
Capital Expenditures	$7	$12
Dividends Paid	$15	$14
Share Repurchases	$35	$116

2024 FINANCIAL OUTLOOK

ACUSHNET HOLDINGS CORP.

($ in millions)	2024 Outlook [1]
Net Sales	$2,450 - $2,500 Up ~3.9% at the mid-point
Net Sales @ CC	Increase by ~3.2% to 5.3% Up ~4.3% at the mid-point
Adjusted EBITDA	$385 - $405 Up ~5.0% at the mid-point

(1) Change as compared to 2023


Q&A

APPENDIX

ADJUSTED EBITDA

ACUSHNET HOLDINGS CORP.

($ in millions)	Q1 2024	Q1 2023
Net income attributable to Acushnet Holdings Corp.	**$87.8**	**$93.3**
Interest expense, net	13.1	9.9
Income tax expense	23.4	20.7
Depreciation and amortization	13.8	12.6
Share-based compensation	7.4	7.3
Restructuring costs (1)	7.0	-
Transformation costs (2)(3)	3.8	3.0
Other extraordinary, unusual or non-recurring items, net	0.7	(0.3)
Net (loss) income attributable to noncontrolling interests	(3.2)	0.3
Adjusted EBITDA	**$153.7**	**$146.8**
Adjusted EBITDA margin	**21.7%**	**21.4%**

(1) For the three months ended March 31, 2024, relates to restructuring costs associated with the closure of certain production lines at our footwear manufacturing joint venture.
(2) For the three months ended March 31, 2024, includes $3.1 million related to the optimization of our information technology systems.
(3) For the three months ended March 31, 2024 and 2023, includes costs associated with the optimization of our distribution and custom fulfillment capabilities.