

Acushnet Holdings Corp.

Fourth Quarter and Full Year 2017 Results

March 7, 2018

Tony Takazawa

Vice President, Investor Relations

Disclaimers

FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements that reflect our current views with respect to, among other things, our operations and 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 financial 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; 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; 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; cost of raw materials and components; currency transaction and translation risk; our ability to successfully manage the frequent introduction of new products; our reliance on technical innovation and high-quality products; changes of the Rules of Golf with respect to equipment; 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 infringement of intellectual property rights by others; recent changes to U.S. patent laws and proposed changes to the rules of the U.S. Patent and Trademark Office; intense competition and our ability to maintain a competitive advantage in each of our markets; limited opportunities for future growth in sales of 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 increase in 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; 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; adequate levels of coverage of 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 on terms acceptable to us; our estimates or judgments relating to our critical accounting policies; our substantial leverage, ability to service our indebtedness, ability to incur more indebtedness and restrictions in the agreements governing our indebtedness; our exposure to market risks from changes in interest rates on our variable rate indebtedness and risks related to counterparty credit worthiness or non-performance of derivative financial instruments; our ability to pay dividends; 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, 2016 filed with the SEC on March 30, 2017 as updated by our periodic reports subsequently filed with the SEC. 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 disclosed 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 make. 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 in accordance with GAAP and may exclude items that are significant in understanding and assessing the Company’s financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income or net sales or other measures under 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, we refer you to the appendix in this presentation or the earnings 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, 2016 filed with the SEC on March 30, 2017 as updated by our periodic reports subsequently filed with the SEC pursuant to the Securities Exchange Act of 1934 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 with the accompanying webcast and related earnings release.

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David Maher

President and Chief Executive Officer

Fourth Quarter and Full Year Results

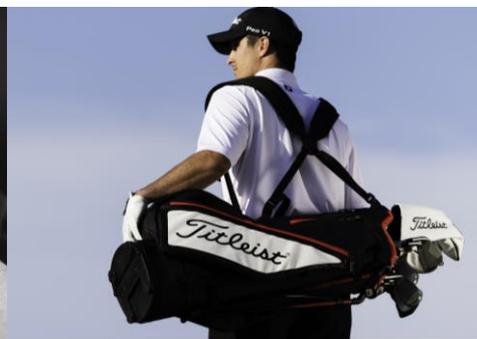
- **Strong 4th quarter with positive momentum heading into 2018**
 - Innovation drives results
 - US market stabilization
 - Japan and South Korea positive
 - Acushnet associates and partners have executed well
- **Increased quarterly cash dividend**
 - \$0.13 / share
 - Increased by 8.3%



Results Overview

(\$ in millions)	4Q 2017	Growth Y/Y	Growth Y/Y @ CC	FY 2017	Growth Y/Y	Growth Y/Y @ CC
Net Sales	\$351.4	6.6%	6.4%	\$1,560.3	(0.8)%	(0.2)%
Net Income Attributable to Acushnet Holdings Corp	\$11.7	NM		\$92.1	105%	
Adjusted EBITDA*	\$40.9	7.4%		\$223.4	(2.2)%	

* See Appendix A for Adjusted EBITDA reconciliation



Segment Results

- **Titleist Golf Balls**

- 4Q17 8.7% Y/Y; FY (0.1%) Y/Y*
- Pro V1 and Pro V1x strong quarter and year
- Completed test market of the Titleist AVX golf balls; expect to launch worldwide in late 2Q
- Introduced new Titleist Tour Soft and Velocity golf balls in 1Q

- **Titleist Golf Clubs**

- 4Q17 (1.0%) Y/Y; FY (6.9%) Y/Y*
- Business has been building positive momentum
- New 718 irons and 818 hybrids have performed well and expect continued success as season opens in northern markets
- New SM7 wedges and Scotty Cameron Select putters coming soon



* All year-year sales changes on constant currency

Segment Results

- **Titleist Golf Gear**

- 4Q17 4.1% Y/Y; FY 5.2% Y/Y*
- 2017 growth in every category: golf bags, headwear, golf gloves and travel
- Fortifying supply chain and design capabilities to deliver best performance and highest quality
- Wide assortment of new products in each gear category planned for 2018

- **FootJoy**

- 4Q17 14.6% Y/Y; FY 2.0% Y/Y*
- New product innovation, performance, comfort and style; the core of FJ identity and recent growth
- Pro/SL, DNA Helix, fall apparel collection and LTS outerwear all performed nicely
- Excited about the new Tour-S golf shoe and recently launched FootJoy 1857 collection



* All year-year sales changes on constant currency

Geographic Results

- **US**
 - 4Q17 up 3.2% Y/Y; FY (1.8%) Y/Y
 - US retail channel is in good shape
- **EMEA**
 - 4Q17 up 10.4% Y/Y; FY 1.0% Y/Y*
 - Steady all year
- **Japan**
 - 4Q17 9.7% Y/Y; FY (4.6%) Y/Y*
 - Rounds/retail activity picked up as year progressed
- **South Korea**
 - 4Q17 9.4% Y/Y; FY17 11.3% Y/Y*
 - Team continues to execute very sound strategy



* All year-year sales changes on constant currency

Links & Kings

- Founded in 2010 by Master Craftsman and passionate golfer, Adam Heindorff
- Known for using the highest-grade leathers, fine craftsmanship and commitment to quality
- A strong following among dedicated golfers
- Adam Heindorff has signed a long term agreement and will serve as CEO for Links & Kings
- Opportunity to leverage Acushnet expertise to manage back-room functions

LINKS  KINGS



“Links & Kings is driven by the spirit of golf’s past to create products that have a heritage on the links of yesterday combined with the performance demanded of the modern player.”

Looking to 2018

- Improved US golf market
- Positive view on EMEA, Japan and South Korea
- Dedicated golfer remains an attractive market opportunity
- Product innovation across all segments driving market enthusiasm
- Investing capital in innovation, technology and automation
- Evolving and refining selling and marketing
- Optimistic about future and the opportunities in front of us and confident in ability to execute

Titleist[®]



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Bill Burke
Chief Financial Officer

Income Statement Highlights

<i>(\$ in millions)</i>	4Q 2017	4Q 2016	FY 2017	FY 2016
Net sales	\$351.4	\$329.8	\$1,560.3	\$1,572.3
Gross profit	\$178.5	\$168.0	\$800.8	\$798.7
<i>GM%</i>	<i>50.8%</i>	<i>50.9%</i>	<i>51.3%</i>	<i>50.8%</i>
SG&A	\$138.0	\$144.4	\$579.8	\$600.8
R&D	\$12.5	\$13.5	\$48.1	\$48.8
Income from operations	\$26.4	\$7.6	\$166.3	\$140.8
<i>OM%</i>	<i>7.5%</i>	<i>2.3%</i>	<i>10.7%</i>	<i>9.0%</i>
Interest expense, net	\$3.8	\$5.8	\$15.7	\$49.9
Income tax expense	\$10.9	\$0.2	\$55.1	\$39.7
<i>Effective Tax Rate</i>	<i>46.9%</i>	<i>14.5%</i>	<i>36.3%</i>	<i>44.5%</i>
Net income (loss) attributable to Acushnet Holdings	\$11.7	\$(0.2)	\$92.1	\$45.0
Adjusted EBITDA*	\$40.9	\$38.1	\$223.4	\$228.4

* See Appendix A for Adjusted EBITDA reconciliation schedule.

Liquidity & Capital Resources

(\$ in millions)

As of December 31, 2017

Notes

Unrestricted Cash

\$45.4

Total Debt Outstanding

~\$467.0

~2.09x LTM Adjusted EBITDA

Capital Expenditures

\$18.8

~\$34.0 million in 2018

2018 Outlook

(\$ in millions)

2018 Outlook

Net Sales

\$1,590 - \$1,620

Net Sales @ CC

Increase by 1.3% to 3.2%
when compared to 2017

Adjusted EBITDA

\$225 - \$235

Appendix

Appendix A: Adjusted EBITDA

<i>(\$ in thousands)</i>	4Q 2017	4Q 2016	FY 2017	FY 2016
Net income (loss) attributable to Acushnet Holdings Corp	\$11,666	\$(179)	\$92,114	\$45,012
Income tax expense	10,876	212	55,056	39,707
Interest expense, net	3,846	5,832	15,709	49,908
Depreciation and amortization	10,204	10,279	40,871	40,834
EAR Plan(a)	-	6,987	-	6,047
Share-based compensation(b)	3,709	7,371	15,285	14,494
One-time executive bonus(c)	-	-	-	7,500
Restructuring charges(d)	-	857	-	1,673
Transaction fees(e)	540	4,905	686	16,817
Beam indemnification expense (income)(f)	(165)	467	177	(2,174)
Losses on the fair value of our common stock warrants(g)	-	-	-	6,112
Other non-cash gains, net	(423)	(61)	(1,036)	(592)
Nonrecurring income(h)	-	-	-	(1,467)
Net income attributable to noncontrolling interests(i)	652	1,426	4,506	4,503
Adjusted EBITDA	\$40,905	\$38,096	\$223,368	\$228,374
Adjusted EBITDA margin	11.6%	11.6%	14.3%	14.5%

Appendix A: Adjusted EBITDA Footnotes

- (a) Reflects expenses related to the Equity Appreciation Rights (“EARs”) granted under our EAR Plan and the remeasurement of the liability at each reporting period based on the then-current projection of our common stock equivalent value (as defined in the EAR Plan). The EAR Plan expired on December 31, 2016.
- (b) For the three months and years ended December 31, 2017 and December 31, 2016, reflects compensation expenses with respect to equity-based grants under the Acushnet Holdings Corp. 2015 Omnibus Incentive Plan.
- (c) In the first quarter of 2016, our then current President and Chief Executive Officer was awarded a cash bonus in the amount of \$7.5 million as consideration for past performance.
- (d) Reflects restructuring charges incurred in connection with the reorganization of certain of our operations in 2016.
- (e) Reflects certain fees and expenses we incurred in 2017 and 2016 in connection with our public offerings and legal fees relating to a dispute arising from the indemnification obligations owed to us by Beam in connection with the Acquisition.
- (f) Reflects the non cash charges related to the indemnification obligations owed to us by Beam that are included when calculating net income (loss) attributable to Acushnet Holdings Corp.
- (g) Fila Korea exercised all of our outstanding common stock warrants in July 2016 and we used the proceeds from such exercise to redeem all of our outstanding 7.5% bonds due 2021.
- (h) Reflects legal judgment in favor of us associated with the Beam value added tax dispute recorded in other (income) expense.
- (i) Reflects the net income attributable to the interest that we do not own in our FootJoy golf shoe joint venture.

A reconciliation of non-GAAP Adjusted EBITDA, as forecasted for 2018, to the closest corresponding GAAP measure, net income (loss), is not available without unreasonable efforts on a forward-looking basis due to the high variability and low visibility of certain charges that may impact our GAAP results on a forward-looking basis, such as the measures and effects of share-based compensation and adjustments related to the indemnification obligations owed to us by Beam

Appendix B: Geographic Results

<i>(\$ in millions)</i>	4Q 2017	Growth Y/Y	Growth Y/Y @ CC	FY 2017	Growth Y/Y	Growth Y/Y @ CC
United States	\$159.1	3.2%	3.2%	\$789.9	(1.8)%	(1.8)%
EMEA	\$38.7	17.6%	10.4%	\$205.2	(2.3)%	1.0%
Japan	\$65.7	2.9%	9.7%	\$201.3	(8.1)%	(4.6)%
Korea	\$47.0	12.0%	9.4%	\$200.4	13.9%	11.3%
Rest of World	\$40.9	10.7%	7.2%	\$163.5	0.5%	(0.3)%

Appendix C: Segment Results

<i>(\$ in millions)</i>	4Q 2017	Growth Y/Y	Growth Y/Y @ CC	FY 2017	Growth Y/Y	Growth Y/Y @ CC
Titleist Golf Balls	\$107.9	9.5%	8.7%	\$512.0	(0.4)%	(0.1)%
Titleist Golf Clubs	\$118.0	(1.5)%	(1.0)%	\$398.0	(7.7)%	(6.9)%
Titleist Golf Gear	\$22.3	4.4%	4.1%	\$142.9	4.9%	5.2%
FootJoy Golf Wear	\$81.7	14.6%	14.6%	\$437.5	1.0%	2.0%