Acushnet Holdings (GOLF)

Updated November 12th, 2025 by Nikolaos Sismanis

Key Metrics

Current Price:	$81	**5 Year Annual Expected Total Return:**	1.4%	**Market Cap:**	$4.69 B
Fair Value Price:	$64	**5 Year Growth Estimate:**	5.0%	**Ex-Dividend Date:**	12/05/2025
% Fair Value:	127%	**5 Year Valuation Multiple Estimate:**	-4.7%	**Dividend Payment Date:**	12/19/2025
Dividend Yield:	1.2%	**5 Year Price Target**	$81	**Years Of Dividend Growth:**	8
Dividend Risk Score:	C	**Sector:**	Consumer Discretionary	**Rating:**	Hold

Overview & Current Events

Acushnet Holdings is leading in the design, development, and distribution of golf performance products under renowned brands such as Titleist, FootJoy, and KJUS. The company designs, manufactures, and distributes a broad range of golf products, including industry-leading golf balls, clubs, gear, footwear, and apparel, tailored to the needs of dedicated golfers. Its products are available globally through premium golf shops, specialty retailers, and direct-to-consumer channels, making it a trusted name in the worldwide golf community. Last year, Acushnet recorded $2.46 billion in sales.

On November 5th, 2025, Acushnet reported its Q3 results for the period ending September 30th, 2025. Net sales grew 6.0% year-over-year to $657.7 million, and rose 5.3% in constant currency, supported by growth across all segments. Titleist golf equipment sales rose 5.7%, driven by higher average selling prices across golf club categories and strong volumes for the 2025 Pro V1 golf ball models and new T-Series irons, partially offset by softer demand for second-year drivers and fairways. FootJoy golf wear sales increased 4.0%, reflecting higher prices across all product categories and stronger apparel volumes, partly offset by lower footwear sales. Golf gear sales grew 14.2%, benefitting from higher average selling prices and increased golf glove sales.

Adjusted EBITDA was $118.6 million, up 10.4% from the prior year, with margin expanding to 18.0%. Net income was $48.5 million (or $0.81 per share), down 13.7% year-over-year, mainly due to higher income tax expense, partly offset by higher operating income. Acushnet updated its full-year 2025 guidance, now expecting revenues between $2.520 and $2.540 billion (previously $2.485 to $2.535 billion) and adjusted EBITDA between $405 and $415 million (previously $405 to $420 million). We still forecast EPS of $3.53 for the year.

Growth on a Per-Share Basis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
EPS	($0.74)	$0.74	$1.33	$1.34	$1.61	$1.29	$2.40	$2.77	$2.96	$3.38	***$3.53***	***$4.51***
DPS	---	---	$0.48	$0.52	$0.56	$0.62	$0.66	$0.72	$0.78	$0.86	***$0.94***	***$1.26***
Shares[1]	19.9	31.2	74.4	74.8	75.4	74.5	74.5	72.0	67.1	63.3	***60.2***	***50.0***

Acushnet's EPS history has been shaped by various macro factors, operational adjustments, and acquisitions. From 2016 to 2019, Acushnet saw a steady rebound from 2015's losses and growth, with EPS rising to $0.74 in 2016, $1.33 in 2017, $1.34 in 2018, and $1.61 in 2019. This period of recovery and stability was driven by successful product launches across its Titleist and FootJoy brands, as well as operational efficiencies and portfolio expansion through the acquisition of Links & Kings LLC in 2018, which added premium leather golf accessories to its offerings.

The onset of the COVID-19 pandemic in 2020 disrupted the company's operations notably, and led to a temporary pause in manufacturing and retail activities. Despite these challenges, Acushnet managed to sustain EPS at $1.29 in 2020, aided by strong consumer interest in golf as a socially distant activity and careful cost management. The following years saw a period of solid recovery, with EPS climbing to $2.40 in 2021, $2.77 in 2022, $2.96 in 2023, and $3.38 in 2024. This growth was fueled by increased golf participation globally, a focus on digital engagement and innovation, and acquisitions. The

[1] Share count is in millions.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.

acquisition of KJUS in 2019, for instance, bolstered its presence in the premium apparel segment, while the 2023 buyout of the Club Glove brand improved its offerings in golf travel gear. These factors, along with prudent capital allocation and enduring demand for high-performance products, have solidified Acushnet's position as a leader in the golf industry. Therefore, we project that EPS can keep growing by about 5% per annum over the medium term.

Meanwhile, Acushnet has consistently raised its dividend for eight consecutive years. The pace of these hikes has been strong, with a 5-year average growth rate of 8.7%. However, we expect that dividend growth will moderate to about 6% in the medium-term, as the company is likely to prioritize maintaining a sustainable payout ratio.

Valuation Analysis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Now	2030
Avg. P/E	---	---	13.5	16.5	16.0	24.3	18.7	17.0	17.1	18.6	***22.9***	***18.0***
Avg. Yld.	---	---	2.7%	2.4%	2.2%	2.0%	1.5%	1.5%	1.7%	1.4%	***1.2%***	***1.6%***

Acushnet’s P/E ratio was in the mid-teens during its early public years, but later expanded along with stable bottom-line growth. Now trading at 22.9 times this year’s expected EPS, we consider this valuation rich. We believe the company has the potential to keep growing its EPS, though not at a highly enough compelling pace to justify a higher valuation from our 18.0x fair multiple. The dividend yield, at 1.2%, is modest. We expect it to remain at similar levels as we advance.

Safety, Quality, Competitive Advantage, & Recession Resiliency

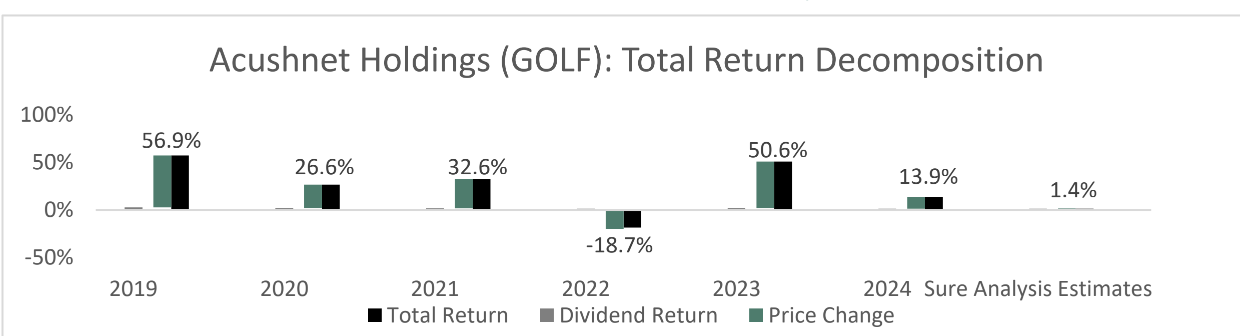
Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
Payout	---	---	36%	39%	35%	48%	28%	26%	26%	25%	***27%***	***28%***

Acushnet Holdings benefits from its leading brands, Titleist and FootJoy, which dominate the global golf ball, footwear, and glove markets, supported by a reputation for premium quality and innovation. Golf, while somewhat discretionary, is less cyclical than many industries due to its loyal and passionate customer base of dedicated golfers who prioritize the sport even during economic slowdowns. We believe this dynamic ensures steady demand for Acushnet’s products, as demonstrated during the COVID-19 pandemic, when golf thrived as a socially distanced activity. In the meantime, the company’s geographic diversification, diverse revenue streams, and strong positioning in both equipment and apparel enable it to mitigate regional and economic volatility. Given, these factors, along with Acushnet maintaining a healthy payout ratio, currently sitting at 27%, makes us confident in its ability to maintain and grow the dividend.

Final Thoughts & Recommendation

Acushnet seems to offer a compelling investment case with its market-leading brands, resilience to economic cycles, and steady demand from dedicated golfers. We forecast annualized returns of 1.4% through 2030, to be mainly driven by the 5% annual growth rate in EPS and the starting yield of 1.2%, offset by valuation headwinds. We rate the stock a hold only due to its eight year dividend growth track record.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Revenue	1,503	1,572	1,560	1,634	1,681	1,612	2,148	2,270	2,382	2,457
Gross Profit	776	799	802	842	872	830	1,118	1,179	1,253	1,162
Gross Margin	51.6%	50.8%	51.4%	51.6%	51.9%	51.5%	52.1%	51.9%	52.6%	47.3%
SG&A Exp.	604	600	578	612	628	611	795	833	888	0
D&A Exp.	42	41	41	40	43	45	41	42	51	56
Operating Profit	119	144	170	172	186	159	260	282	285	-
Operating Margin	7.9%	9.2%	10.9%	10.5%	11.0%	9.8%	12.1%	12.4%	12.0%	-
Net Profit	(1)	45	99	100	121	96	179	199	198	201
Net Margin	-0.1%	2.9%	6.3%	6.1%	7.2%	6.0%	8.3%	8.8%	8.3%	8.2%
Free Cash Flow	69	85	(46)	131	101	240	277	(194)	271	170
Income Tax	28	40	48	47	41	13	64	54	43	48

Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total Assets	1,759	1,736	1,734	1,692	1,817	1,867	2,006	2,194	2,197	2,180
Cash & Equivalents	54	79	48	31	34	151	282	59	65	53
Accounts Receivable	192	178	191	186	215	202	174	217	201	218
Inventories	326	323	364	361	398	358	413	675	616	576
Goodwill & Int. Ass.	681	669	685	688	695	689	676	751	763	757
Total Liabilities	1,434	967	880	765	865	849	922	1,210	1,284	1,383
Accounts Payable	90	88	93	86	102	113	164	167	151	150
Long-Term Debt	836	410	464	383	402	334	315	568	701	844
Shareholder's Equity	160	736	821	895	918	984	1,043	939	864	765
LTD/E Ratio	2.87	0.56	0.57	0.43	0.44	0.34	0.30	0.60	0.81	1.10

Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Return on Assets	-0.1%	2.6%	5.7%	5.8%	6.9%	5.2%	9.2%	9.5%	9.0%	9.2%
Return on Equity	-0.3%	8.2%	12.2%	11.2%	12.9%	9.8%	17.0%	19.3%	20.9%	23.6%
ROIC	-0.1%	3.8%	7.9%	7.6%	9.1%	7.1%	13.0%	13.5%	12.5%	12.1%
Shares Out.	19.9	31.2	74.4	74.8	75.4	74.5	74.5	72.0	67.1	63.7
Revenue/Share	21.17	24.44	20.92	21.65	22.19	21.48	28.54	31.29	35.28	38.60
FCF/Share	0.97	1.32	(0.62)	1.73	1.34	3.19	3.67	(2.68)	4.02	2.68

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.