



GOODYEAR

First Quarter 2008 Conference Call

April 25, 2008

Forward-Looking Statements



Certain information contained in this presentation may constitute forward-looking statements for purposes of the safe harbor provisions of The Private Securities Litigation Reform Act of 1995. There are a variety of factors, many of which are beyond our control, which affect our operations, performance, business strategy and results and could cause our actual results and experience to differ materially from the assumptions, expectations and objectives expressed in any forward-looking statements. These factors include, but are not limited to: actions and initiatives taken by both current and potential competitors; increases in the prices paid for raw materials and energy; our ability to realize anticipated savings and operational benefits from cost reduction initiatives or to implement successfully other strategic initiatives; whether or not the various contingencies and requirements are met for the establishment of the Voluntary Employees' Beneficiary Association (VEBA) to provide healthcare benefits for current and future USW retirees; potential adverse consequences of litigation involving the company; pension plan funding obligations; as well as the effects of more general factors such as changes in general market or economic conditions or in legislation, regulation or public policy. Additional factors are discussed in our filings with the Securities and Exchange Commission, including our annual report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K. In addition, any forward-looking statements represent our estimates only as of today and should not be relied upon as representing our estimates as of any subsequent date. While we may elect to update forward-looking statements at some point in the future, we specifically disclaim any obligation to do so, even if our estimates change.

Agenda



- **First Quarter 2008 Highlights**
- **First Quarter 2008 Performance**
- **Industry Outlook**
- **Q&A**

First Quarter 2008 Highlights



Recognition by Independent Publications

- **World's Most Admired Motor Vehicle Parts Manufacturer**
 - *Fortune magazine*
- **One of America's Most Trustworthy Companies**
 - *Forbes magazine and Audit Integrity, Inc.*
- **One of the 100 Best Corporate Citizens**
 - *CRO Magazine*
- **Shareholder Returns**
 - *The Wall Street Journal*

Validation of strategies

First Quarter 2008 Highlights



Operating Results

- Revenue from continuing operations grew 10% to a record \$4.9 billion
- Revenue per tire increased 7% year-over-year^(a)
- Gross margin improved to 19.9%
- Segment operating income up 37% (as adjusted)^(b)
- Segment operating income growth in all four businesses
- Strong performance in international business units
- Robust demand for premium products; accelerating investments in high-value added (HVA) tires
- Significant progress against 4-Point Cost Savings Plan
- Repaid \$750 million of high-cost debt
- Highest first quarter net income in 10 years
- Better positioned to deal with economic uncertainty than in recent past

(a) Excluding translation

(b) Adjusted for the estimated strike impact of \$34 million in Q1 2007 and a favorable excise tax settlement of \$12 million in Q1 2008

Next Stage Metrics



Next Stage Metrics

**North American Segment
Operating Margin**

5%

**Total Segment
Operating Margin**

8%

Debt^(a)

2.5x EBITDA



Remain confident in achieving Next Stage Metrics

(a) EBITDA is calculated in accordance with our credit facilities

First Quarter 2008 Performance

Income Statement



Total Company

(In millions, except Margin and EPS)

	First Quarter		Change
	2008	2007	
Units	47.9	49.2	-3%
Net Sales ^(b)	\$4,942	\$4,499	10%
Gross Margin	19.9%	16.8%	3.1 pts
Segment Operating Income ^{(a)(b)}	\$367	\$226	62%
Segment Operating Margin ^(a)	7.4%	5.0%	2.4 pts
Income (Loss) from Continuing Operations	\$147	(\$110)	
Income (Loss) per Share from Continuing Operations - Diluted	\$0.60	(\$0.61)	

a) Segment operating income and margin reconciliation in Appendix on page 24

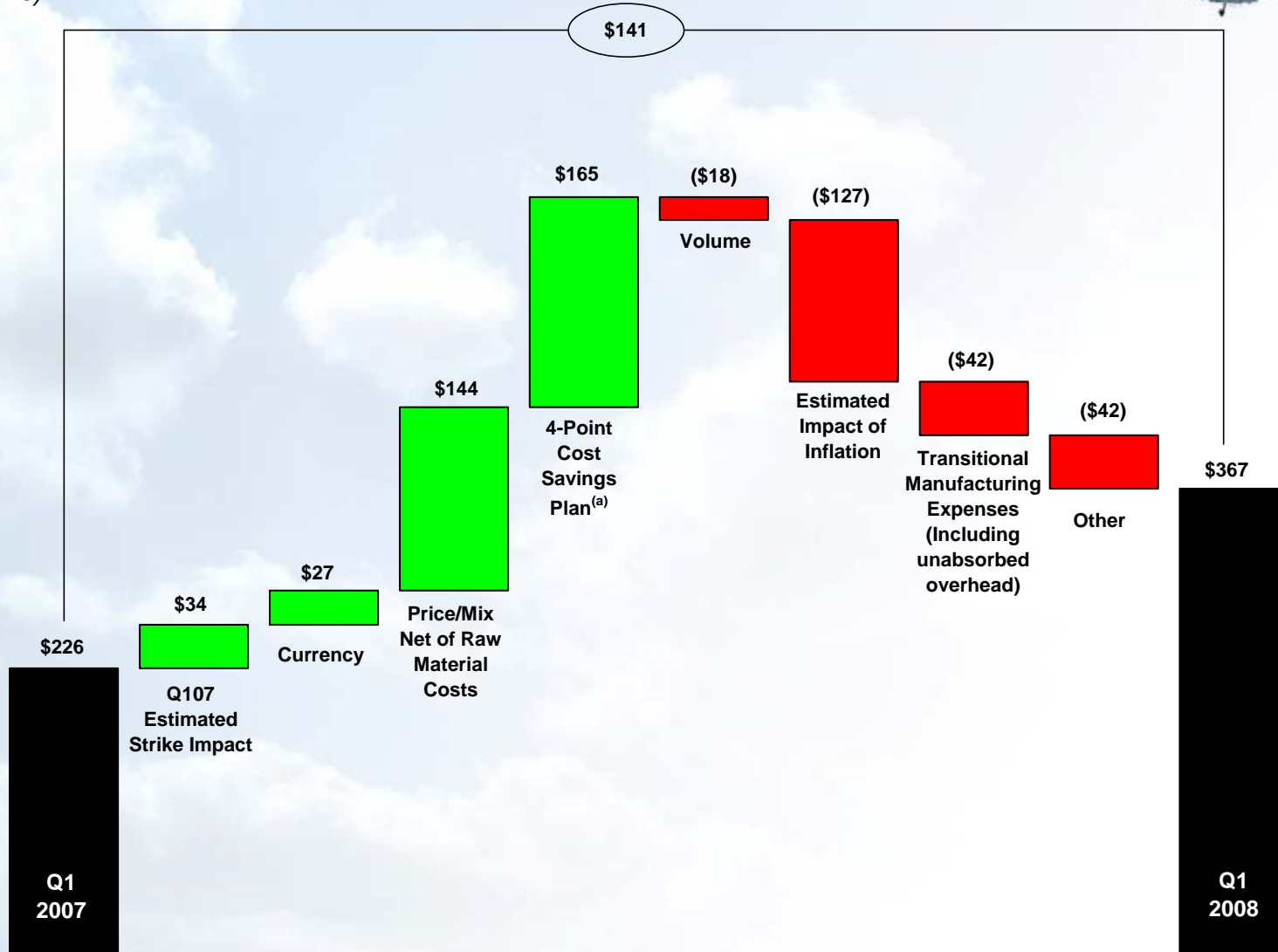
b) Q1 2007 net sales and segment operating income include estimated strike impact of \$102 million and \$34 million, respectively

First Quarter 2008 Performance

Segment Operating Income



(\$ in millions)



(a) Excludes raw material savings reflected in price/mix net of raw material costs

4-Point Cost Savings Plan



Continuous Improvement / USW savings

- USW Contract Savings (\$250 million by 2009)
- Business Process Improvements (Productivity, Six Sigma, Lean Manufacturing)
- Product Reformulation
- Safety

Savings by 2009: \$1.25 – \$1.4 billion
Progress to Date: More than \$800 million

Reduce Footprint

- Global high cost footprint strategy
 - Target more than 25 million unit footprint reduction
 - \$150 – \$250 million cash cost

Savings by 2009: More than \$150 million
Announced to Date: \$135 million, 21M units
Progress to Date: \$85 million

Low-Cost Country Sourcing

- Raw Materials
- Low Cost Tires
- Capital Equipment
- Indirect Purchases

Savings by 2009: \$200 – \$300 million
Progress to Date: Nearly \$120 million
Note: Excludes cash savings related to capital expenditures

Selling, Administrative & General

- Back-office Consolidation
- Legal Entity Reduction
- Headcount Rationalization
- Warehouse Consolidation

Savings by 2009: \$200 – \$250 million
Progress to Date: More than \$200 million

**Targeting \$1.8 – \$2.0 billion in gross cost savings over 4 years;
Savings of more than \$1.2 billion realized to date**

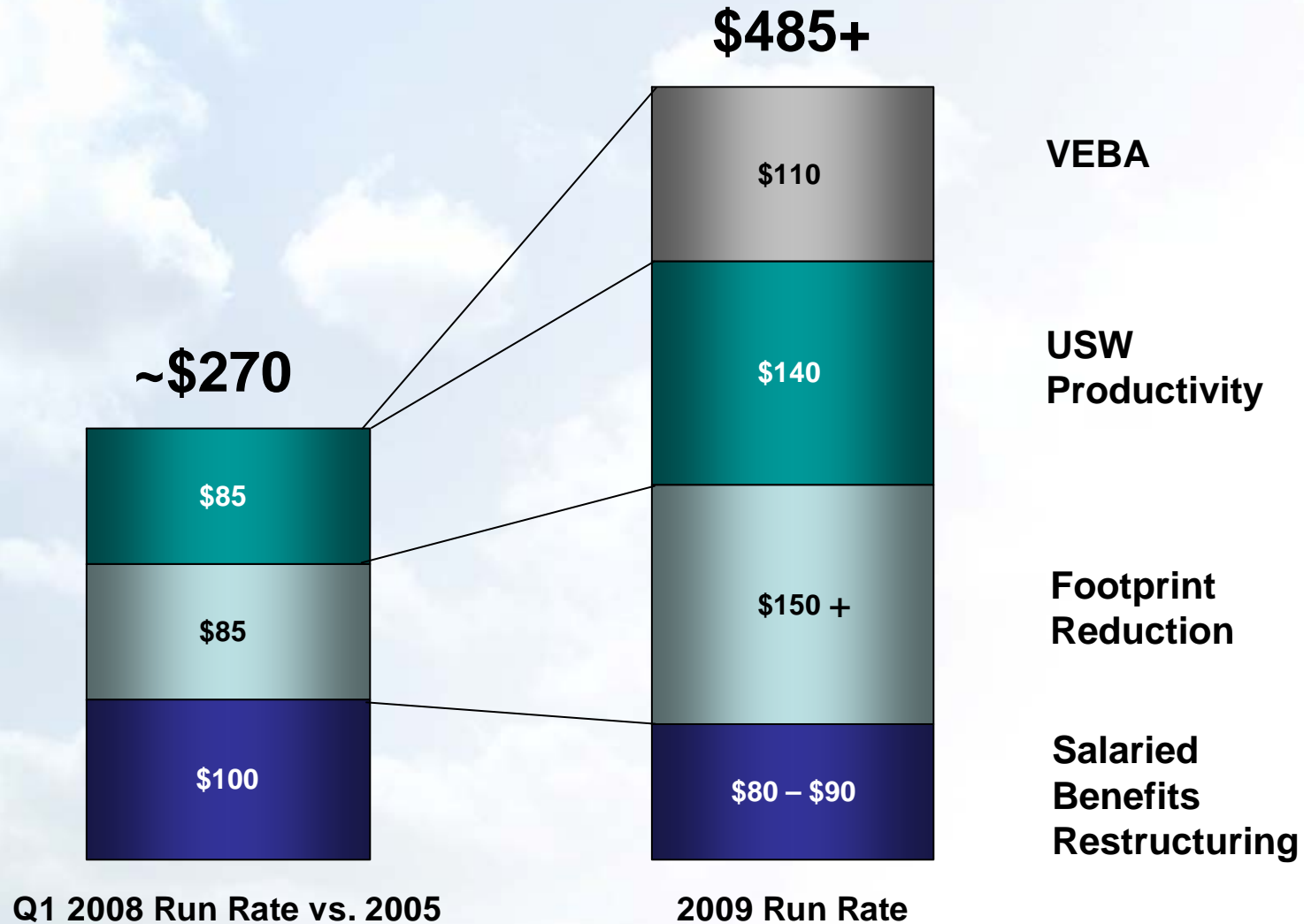
First Quarter 2008 Performance

Structural Cost Savings

Q1 2008 Run Rate vs. 2009 Run Rate



(\$ in millions)



First Quarter 2008 Performance

Balance Sheet



(\$ in millions)

	March 31, 2008	December 31, 2007	March 31, 2007
	<u> </u>	<u> </u>	<u> </u>
Cash and cash equivalents	\$2,216	\$3,463	\$2,083
Accounts receivable	3,629	3,103	3,244
Inventories	3,532	3,164	2,742
Accounts payable - trade	(2,513)	(2,422)	(2,056)
Working capital ^(a)	<u>\$4,648</u>	<u>\$3,845</u>	<u>\$3,930</u>
Total debt ^(b)	\$4,076	\$4,725	\$5,826
Net debt ^(b)	\$1,860	\$1,262	\$3,743

Note: Reflects continuing operations only

a) Working capital represents accounts receivable and inventories, less accounts payable - trade

b) Net Debt reconciliation in Appendix on page 25

First Quarter 2008 Performance

Cash Flow



(\$ in millions)

	Three Months Ended	
	March 31, 2008	March 31, 2007
Income (Loss) from Continuing Operations	\$147	(\$110)
Depreciation and amortization ^(a)	171	160
Working capital ^(b)	(646)	(483)
Pension contributions and direct payments	(53)	(57)
Other	34	97
	<hr/>	<hr/>
Cash Flows from Continuing Operations ^(c)	<u>(\$347)</u>	<u>(\$393)</u>
Memo:		
Capital Expenditures	\$226	\$97

a) Includes amortization and write-off of debt issuance costs

b) Working capital represents accounts receivable and inventories, less accounts payable - trade

c) Cash flows from operations reconciliation in Appendix on page 26

First Quarter 2008 Performance



North American Tire

(In millions)

	First Quarter		Change
	2008	2007	
Units	17.8	19.3	-8%
Net Sales	\$1,997	\$2,017	-1% ^(a)
Segment Operating Income (Loss)	\$32	(\$20)	

a) Net sales grew 7% excluding the impact of T&WA, which contributed revenue of \$150 million in Q1 2007

- **Weak markets continue – especially OE ; continued growth in high-value segments**
- **Strong demand for premium products**
- **Gaining share in premium branded segments**
- **Price/mix improvements more than offset raw material cost increases**
- **Strong revenue per tire growth**
- **Transitional manufacturing costs**
- **Commercial truck replacement industry recovering**

First Quarter 2008 Performance



Europe, Middle East and Africa Tire

(In millions)

	First Quarter		Change
	2008	2007	
Units	20.0	20.1	-1%
Net Sales	\$1,950	\$1,688	16%
Segment Operating Income	\$172	\$139	24%

- **First quarter reporting on a combined basis**
- **Strong results despite soft consumer markets in Western Europe**
- **Strong growth in Eastern European markets**
- **Commercial OE market remains strong throughout region**
- **Gaining share in replacement markets**
- **Price/mix improvements more than offset raw material cost increases**
- **Supply constraints in HVA segments**

First Quarter 2008 Performance



Latin American Tire

(In millions)

	First Quarter		Change
	2008	2007	
Units	5.2	5.3	-1%
Net Sales	\$530	\$410	29%
Segment Operating Income	\$114	\$78	46%

- **Outstanding first quarter results**
- **Economic strength driving growth in consumer and commercial markets**
- **Gaining share in premium branded segments**
- **Launched impactful new commercial truck tires**
- **Price/mix improvements drove strong revenue per tire growth**
- **Favorable currency translation**
- **Non-recurring benefit from excise tax settlement (\$12 million)**

First Quarter 2008 Performance



Asia Pacific Tire

(In millions)

	First Quarter		Change
	2008	2007	
Units	4.9	4.5	9%
Net Sales	\$465	\$384	21%
Segment Operating Income	\$49	\$29	69%

- **Strong first quarter sales and segment operating income**
- **Strong growth throughout region – especially China**
- **Focused on premium branded products**
- **Price/mix improvements more than offset raw material cost increases**
- **Introduced Goodyear Assurance with ArmorGrip Technology**

Industry Outlook



2008 Industry Outlook		Original Equipment		Replacement	
		Consumer	Commercial	Consumer	Commercial
North America:	Full Year	(10)% - (7)%	10% - 15%	(1)% - 0%	0% - 2%
Europe:	Full Year	1% - 3%	5% - 10%	(1)% - 0%	(2)% - 0%

• Full Year 2008

- Raw material costs expected to increase 7% – 9%
- Interest expense \$320 – \$340 million
- Tax expense about 25% of international segment operating income

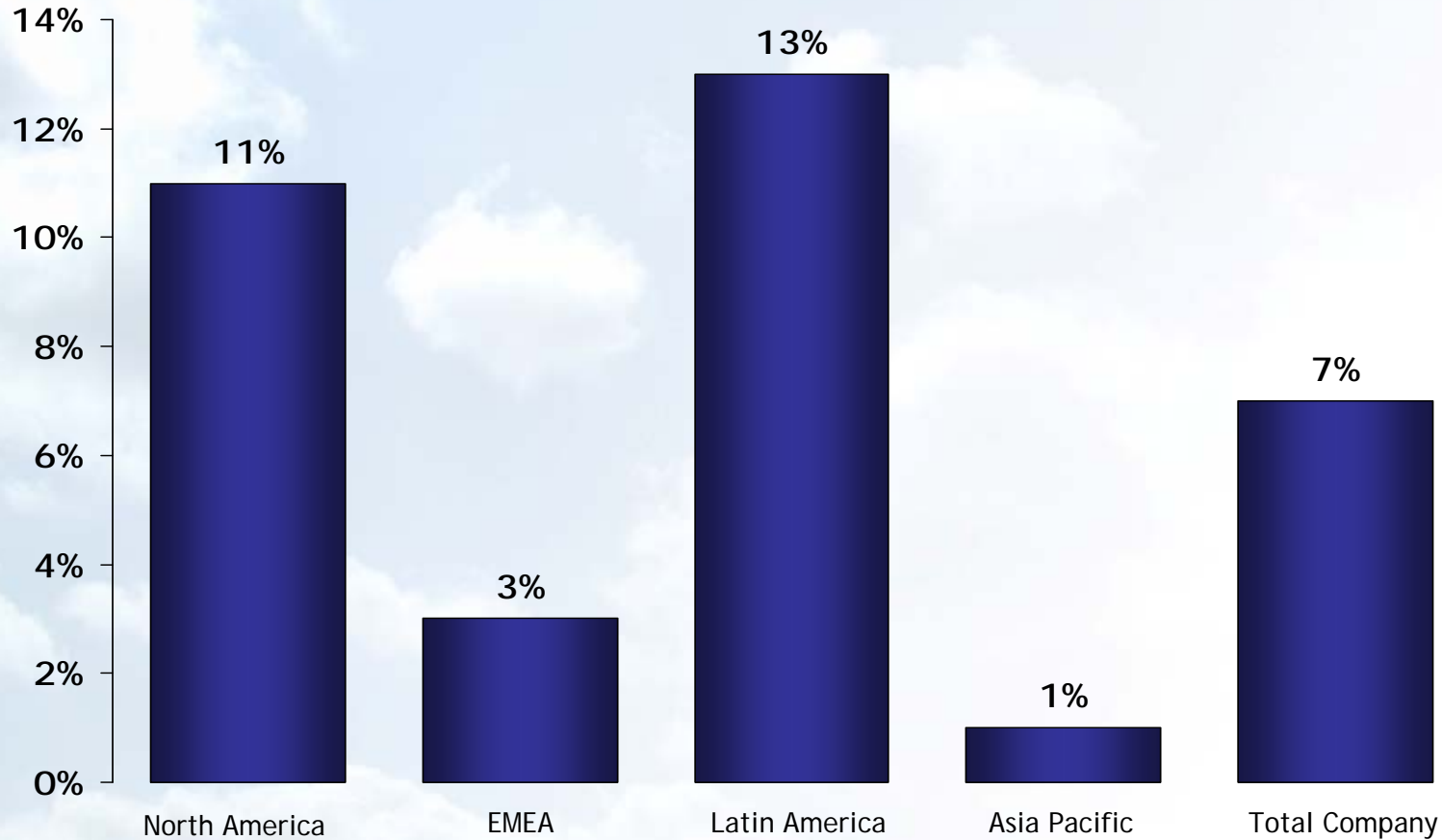


Appendix

First Quarter 2008 Revenue Per Tire Increase



(Y-o-Y, excluding impact of exchange)

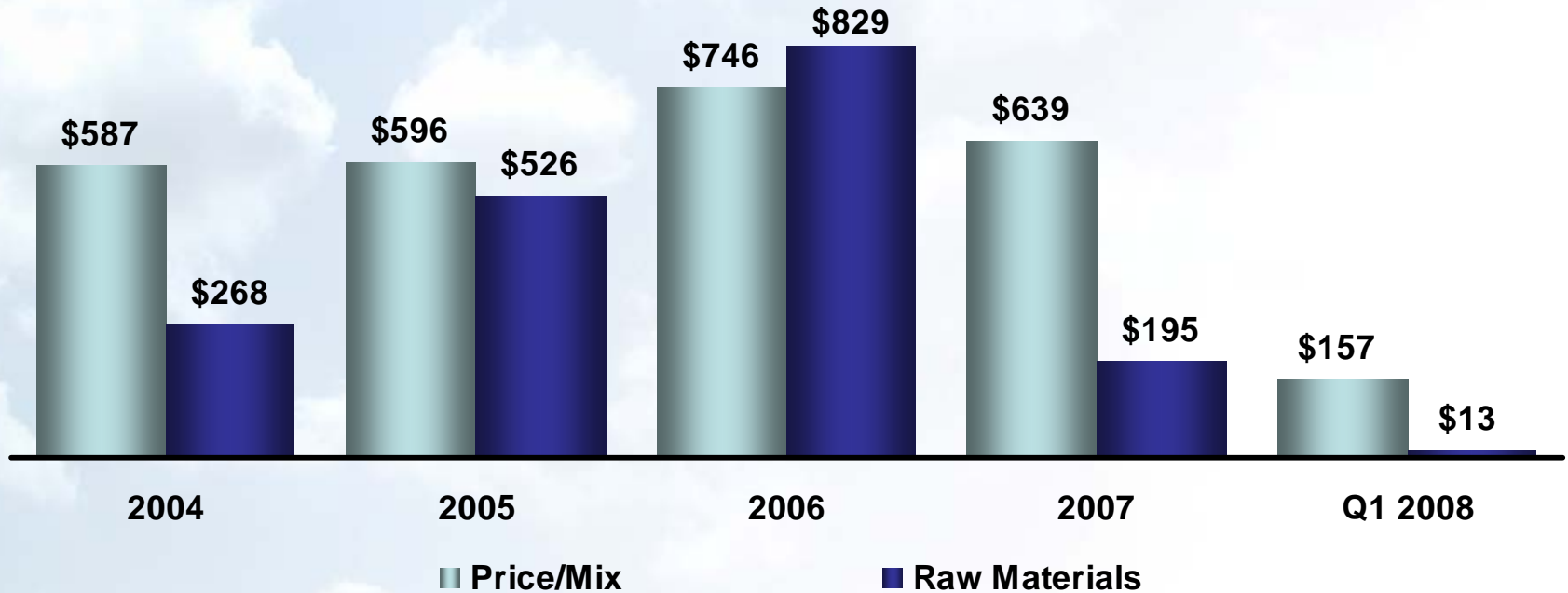


Driven by price/mix improvement

Price/Mix Improvements



Price/Mix vs. Raw Materials
(\$ in millions)

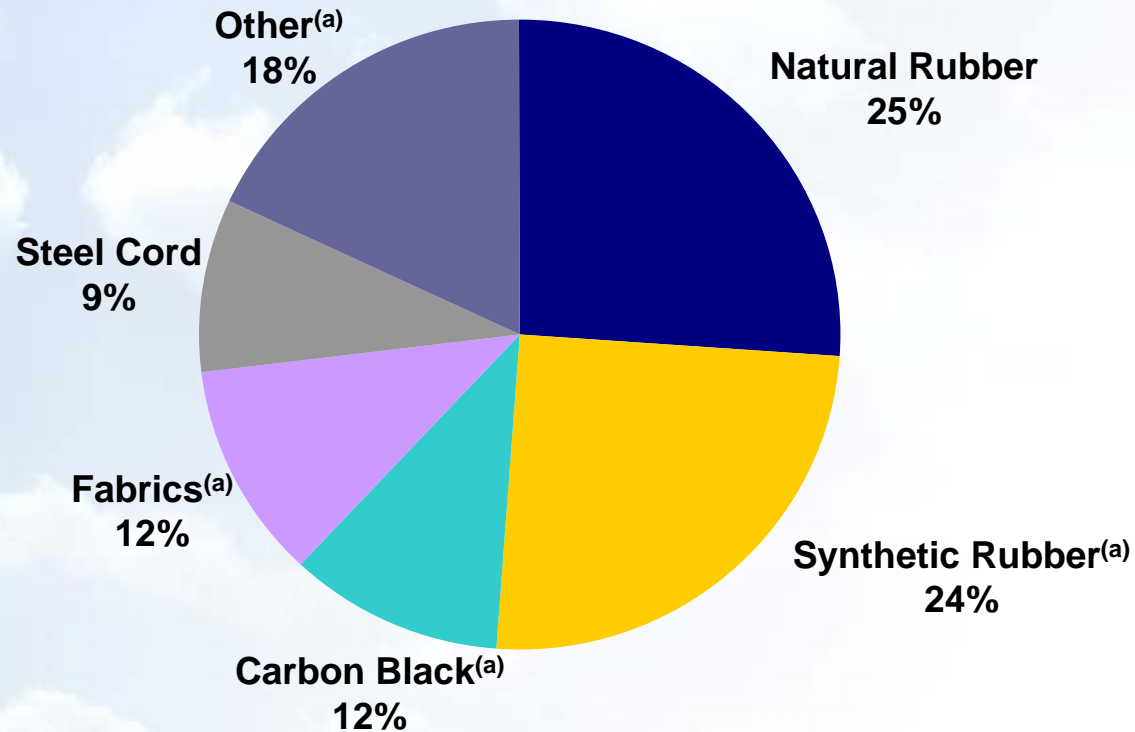


Note: Reflects impact on Segment Operating Income

Raw Material Cost



Raw material cost breakdown



Note: As of FY 2007
(a) Dependent upon oil

Raw materials make up nearly 40% of COGS

Legacy Costs and Interest Expense



(\$ in millions)

	2004	2005	2006	2007	2008E (Excludes VEBA Savings)
Global pension contributions and direct payments ^(a)	\$265	\$522	\$708	\$719	\$350 – \$400
.....					
Pension expense (global) ^(b)	\$344	\$358	\$388	\$276	< \$225
.....					
Postretirement benefit payments	\$257	\$259	\$254	\$266	< \$200 ^(c)
.....					
Postretirement benefit expense ^(b)	\$288	\$220	\$205	\$126	< \$125 ^(c)
.....					
Interest Expense	\$368	\$408	\$447	\$450	\$320 - \$340

(a) 2008E reflects contributions to global pension plans

(b) Excluding one-time charges

(c) Postretirement benefit payments and expense will be further reduced once VEBA is funded

First Quarter Significant Items Impacting Continuing Operations (after tax)



- **2008**

- Financing fees related to debt repayment, \$43 million (18 cents per share)
- Rationalization charges, \$13 million (5 cents per share)
- Gain on asset sales, \$33 million (13 cents per share)
- Gain on excise tax settlement in Latin America, \$8 million (3 cents per share)

- **2007**

- Curtailment charge related to salaried benefit plan changes, \$64 million (35 cents per share)
- Estimated impact of USW strike, \$34 million (19 cents per share)
- Rationalization charges including accelerated depreciation, \$31 million (17 cents per share)
- Loss due to a plant fire in Asia, \$3 million (2 cents per share)
- Gain on a property sale in Asia, \$6 million (3 cents per share)

Reconciliation for Segment Operating Income / Margin



(\$ in millions)

	First Quarter	
	2008	2007
Total Segment Operating Income (Loss)	\$ 367	\$ 226
Rationalizations	(13)	(15)
Accelerated depreciation	-	(17)
Interest expense	(89)	(125)
Corporate incentive and stock based compensation plans	(4)	(16)
Intercompany profit elimination	(9)	(17)
Curtailment	-	(64)
Retained net expenses of discontinued operations	-	(4)
Other income and (expense)	6	18
Other	(8)	(11)
Income (Loss) from continuing operations before income taxes and minority interest	\$ 250	\$ (25)
United States and foreign taxes	(77)	(63)
Minority Interest	(26)	(22)
Income (Loss) from continuing operations	\$ 147	\$ (110)
Discontinued operations	-	(64)
Net Income (Loss)	<u>\$ 147</u>	<u>\$ (174)</u>
Net Income (Loss) from continuing operations	\$ 147	\$ (110)
Sales	\$ 4,942	\$ 4,499
Return on Sales	3.0%	-2.4%
Total Segment Operating Margin	7.4%	5.0%

Reconciliation for Net Debt



(\$ in millions)

	March 31, 2008	December 31, 2007	December 31, 2006	December 31, 2005	December 31, 2004
Long term debt and capital leases	\$3,684	\$4,329	\$6,562	\$4,741	\$4,442
Notes payable and overdrafts	300	225	243	207	205
Long term debt and capital leases due within one year	<u>92</u>	<u>171</u>	<u>405</u>	<u>448</u>	<u>1,010</u>
Total debt	\$4,076	\$4,725	\$7,210	\$5,396	\$5,657
Less: Cash and cash equivalents	<u>2,216</u>	<u>3,463</u>	<u>3,862</u>	<u>2,138</u>	<u>1,935</u>
Net debt	<u>\$1,860</u>	<u>\$1,262</u>	<u>\$3,348</u>	<u>\$3,258</u>	<u>\$3,722</u>
Change in Net Debt vs December 31, 2007	\$598				

Note: Reflects continuing operations only

Reconciliation for Cash Flow



(\$ in millions)

Cash Flows From Operating Activities:

Net Income (Loss)	
Less: Discontinued operations	
Income (Loss) from Continuing Operations	

Three Months Ended
March 31,

	2008	2007
	\$ 147	\$ (174)
	-	(64)
	\$ 147	\$ (110)

Adjustments to reconcile income (loss) from continuing operations to cash flows from operating activities:

Depreciation and amortization	155	154
Amortization and write-off of debt issuance costs	16	6
Deferred tax provision	5	(2)
Net rationalization charges	13	15
Net gains asset sales	(33)	(9)
Fire loss expense	2	7
Minority interest and equity earnings	28	22
Pension contributions and direct payments	(53)	(57)
Rationalization payments	(16)	(23)
Insurance recoveries	9	-
Changes in operating assets and liabilities net of asset acquisitions and dispositions:		
Accounts receivable	(415)	(435)
Inventories	(296)	(126)
Accounts payable - trade	65	78
U.S. and foreign taxes	50	11
Compensation and benefits	-	152
Other assets and liabilities	(24)	(76)
Total Operating Cash Flows From Continuing Operations	\$ (347)	\$ (393)
Discontinued operations	-	(15)
Total Cash Flows From Operating Activities	\$ (347)	\$ (408)



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