



**GOODYEAR**

**Second Quarter 2009 Conference Call**

**July 30, 2009**

# 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: deteriorating economic conditions or an inability to access capital markets; our ability to realize anticipated savings and operational benefits from our cost reduction initiatives or to implement successfully other strategic initiatives; actions and initiatives taken by both current and potential competitors; pension plan funding obligations; increases in the prices paid for raw materials and energy; work stoppages, financial difficulties or supply disruptions at our suppliers or customers; a labor strike, work stoppage or other similar event; our failure to comply with a material covenant in our debt obligations; the adequacy of our capital expenditures; potential adverse consequences of litigation involving the company; as well as the effects of more general factors such as changes in general market, economic or political 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



- **Strategic Update and Market Overview**
- **Financial Results**
- **Industry Outlook**
- **Q&A**

# Executive Overview



- **Impact of economic and industry downturn continues**
- **Second quarter results strengthened versus previous quarter**
- **Seeing signs of economic stabilization**
  - **U.S. miles driven in May increased for second consecutive month**
  - **Government incentive programs stimulating OE demand**
  - **Select Asian economies showing signs of rebound (e.g., China and India)**
- **Strategic actions aimed at Top Line, Cost and Cash position Goodyear for success when markets recover**

# 2009 Actions Aligned with Proven Strategies



## 7 Strategic Drivers

Leadership

Product Leadership

Leveraged Distribution

Build Brand Strength

Advantaged Supply Chain

Lower Cost Structure

Cash is King

- **Top Line**
- **Cost Actions**
- **Cash Initiatives**

# Top Line – New Product Engine



## U.S. Industry Mix\*

\* Internal estimate of 2008



- 42 new products launched through June 2009 – on track for > 50 this year
- Strategy began in premium segment – success providing “halo” effect
- 2009 new products concentrated in high-volume, branded mid-tier
  - Increases addressable market for high-value-added products
  - Introducing features previously not available in mid-tier (e.g., Fuel Max)
- Pace of new product introductions providing powerful differentiator to dealers

**Driving innovation into high-volume, branded mid-tier**

# Top Line – Second Quarter



- Sales increased sequentially versus Q1
- Strong market share performance
- Revenue per tire increased despite weak commercial tire mix
- Price/mix of \$127 million – more than offset raw materials
- Wrangler HP All Weather wins China's *Motor Trend* "SUV Tire of the Year"
- Fuel Max and EfficientGrip performing above expectations



Top Line actions having desired impact on performance

# Cost Actions – Second Quarter

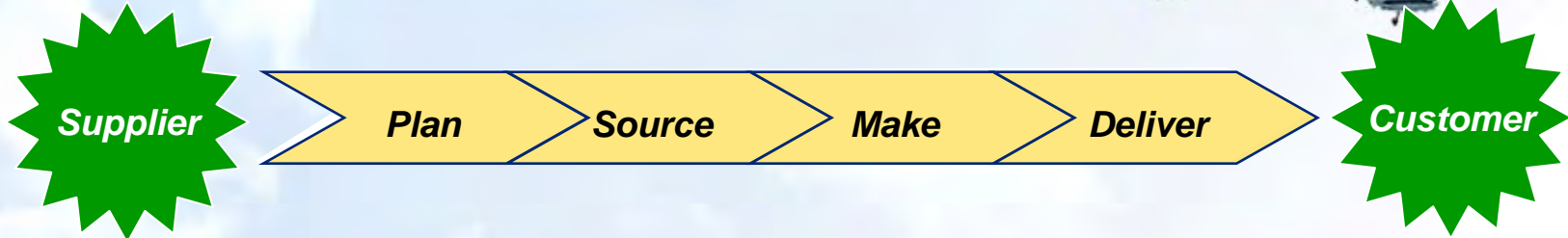


- **4-Point cost savings plan progress – \$200 million in Q2**
- **Eliminated approximately 5,500 positions year-to-date**
- **Progressing on efforts to reduce capacity by additional 15 - 25 million units, including:**
  - **Amiens, France = 6 million units**
  - **Las Pinas, Philippines = 2 million units**
- **Initiated shift changes in multiple locations**
- **USW agreement in Union City**

**Goodyear taking actions to drive cost structure lower**

# Cash Initiatives

## Advantaged Supply Chain



- **Strategic decision to build Advantaged Supply Chain instrumental to Goodyear competitive position**
  - Invested in new leadership
  - Focused on having the right tires, at the right time and in the right place
- **Key benefits include**
  - Reduces Goodyear inventory requirements
  - Allows dealers to reduce their inventory needs
  - Improves customer fill rates
  - Drives cost efficiencies
- **Contributed to first half 2009 inventory reduction of nearly \$700 million**

**Advantaged Supply Chain provides “classic” win/win for Goodyear and dealers**

# Cash Initiatives – Second Quarter



- **Strong working capital management (e.g., inventory)**
- **Capex on target with plan of \$700 to \$800 million full year**
- **Completed \$1 billion unsecured notes offering**
- **Sale of non-core assets progressing**
- **Accounts receivable impact from General Motors/Chrysler bankruptcies not material**

**Cash initiatives drove positive cash flow during Q2;  
Liquidity position improved**

# Strategic and Market Overview Summary



- **Proven leadership team**
- **Industry-leading new product engine**
- **Major advances in supply chain**
- **Intense focus on reducing cost structure**
- **Prospects for industry remain attractive**

**Actions taken to address downturn also position  
Goodyear for market recovery**

# Second Quarter Financial Summary



- **Second Quarter Key Considerations:**
  - **Continued impact of weak industry demand**
  - **Results strengthened versus Q1**
  - **Strong price/mix more than offset raw materials**
  - **Continued “double hit” from production cuts**
  - **Increased net cost savings**
  - **Cash actions bolster liquidity**

# First Half 2009 Industry Summary



## Industry Volumes

(% change versus 2008)

			<u>Q1</u>	<u>Q2</u>
Consumer	Replacement	North America	(12)	(11)
		Europe	(4)	(8)
	OE	North America	(51)	(48)
		Europe	(34)	(19)
<hr/>				
Commercial	Replacement	North America	(25)	(16)
		Europe	(33)	(25)
	OE	North America	(44)	(51)
		Europe	(65)	(77)

**Trend of industry volume declines continued in quarter**

# Second Quarter 2009 Results

## Income Statement



### Total Company

(In millions, except Margin and EPS)

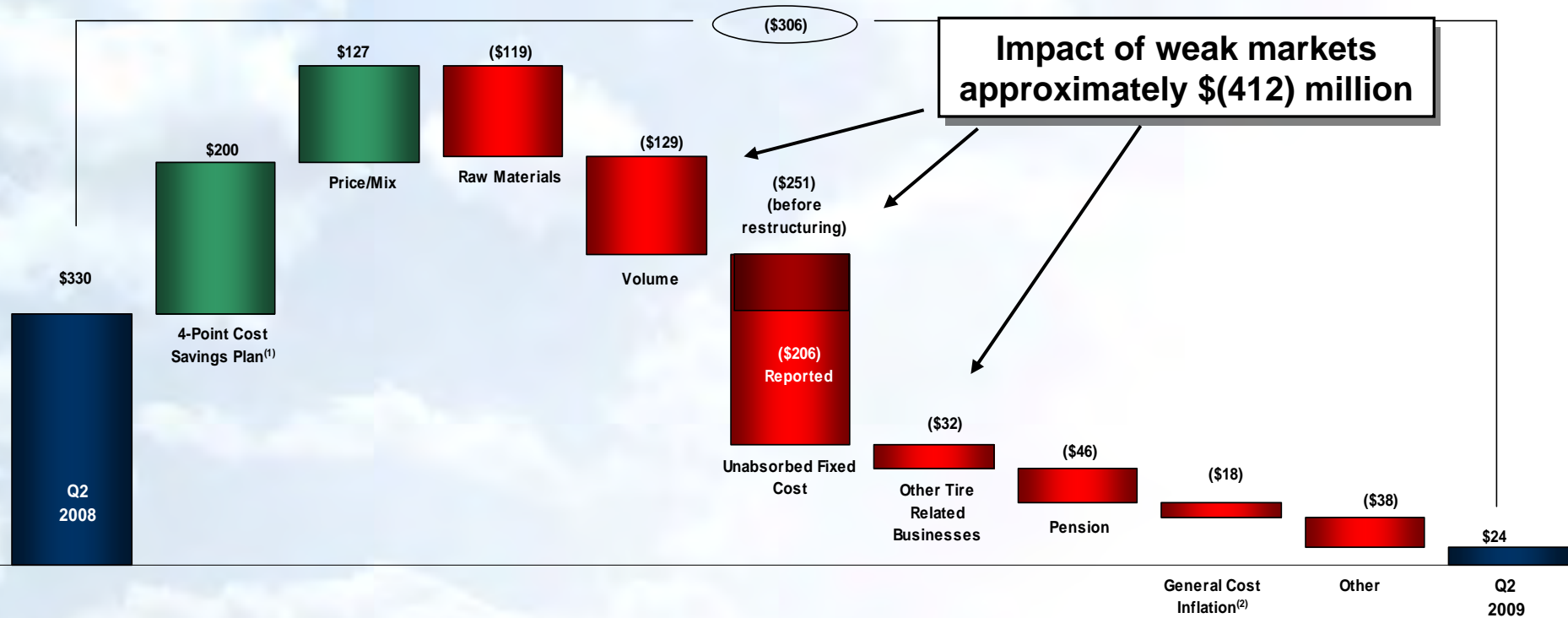
	Second Quarter		Change
	2009	2008	
Units	40.0	47.9	-16.5%
Net Sales	\$3,943	\$5,239	-24.7%
Gross Margin	15.0%	19.9%	-4.9 pts
SAG	\$614	\$735	-16.5%
Segment Operating Income <sup>(a)</sup>	\$24	\$330	-92.7%
Segment Operating Margin <sup>(a)</sup>	0.6%	6.3%	-5.7 pts
Goodyear Net (Loss) Income	(\$221)	\$75	
Goodyear Net (Loss) Income per Share - Diluted	(\$0.92)	\$0.31	

a) Segment operating income and margin reconciliation in Appendix on page 33.

# Second Quarter 2009 Segment Operating Results



(\$ in millions)



1. Excludes raw material savings reflected in price/mix net of raw material costs.  
 2. Estimated impact of inflation (wages, utilities, energy, transportation, and other).

# 4-Point Cost Savings Plan Progress




## Continuous Improvement / USW savings

- USW Contract Savings
- Business Process Improvements (Productivity, Six Sigma, Lean Manufacturing)
- Manufacturing Efficiencies (Staff and Shift Reductions)
- Leverage Manufacturing Upgrades
- Product Reformulation

Savings by 2009: Approximately \$1.7 billion  
Progress to Date: More than \$1.4 billion

## Reduce Footprint

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

Plan to reduce additional 15 to 25 million units of capacity  
(savings not reflected in 4-point plan target)

Savings by 2009: More than \$150 million  
Progress to Date: Approx. \$150 million

## Low-Cost Country Sourcing

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

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

## Selling, Administrative & General

- Back-office Consolidation
- Legal Entity Reduction
- Headcount Rationalization
- Warehouse Consolidation / Supply Chain Improvements

Savings by 2009: More than \$350 million  
Progress to Date: Approx. \$320 million

**Second quarter 2009 savings of \$200 million and approximately \$2.1 billion achieved over life of plan**

# Second Quarter 2009 Balance Sheet

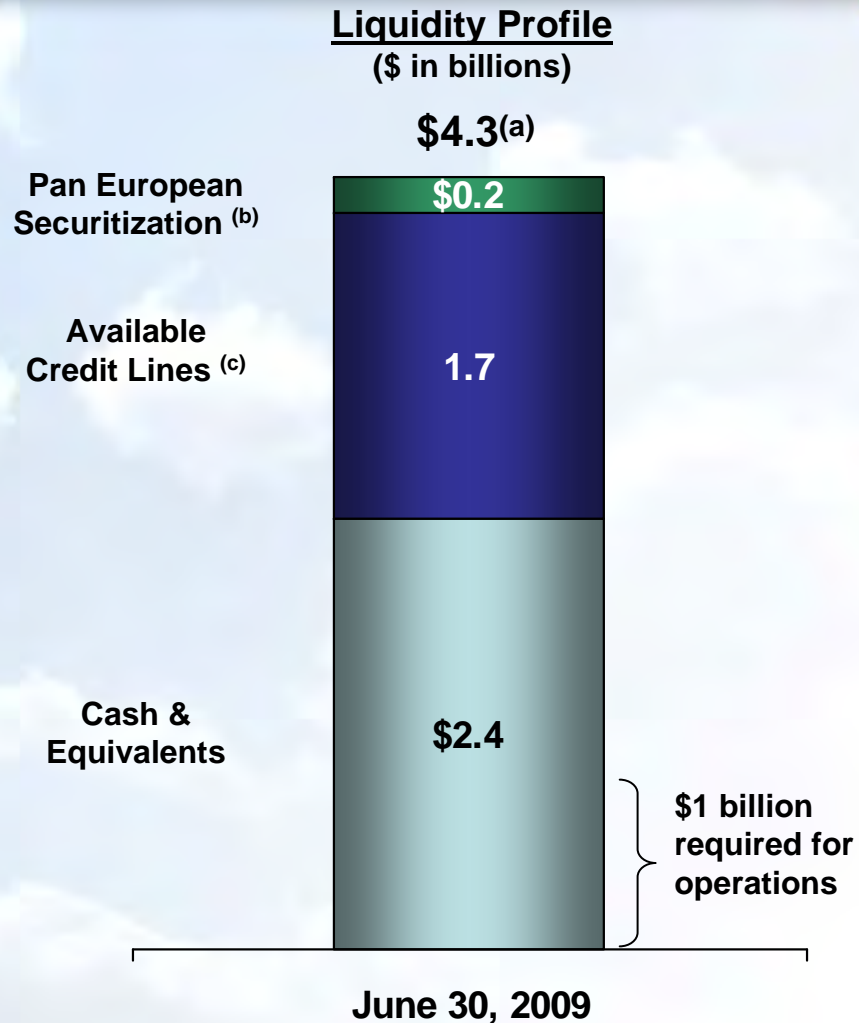


(\$ in millions)

	<b>June 30, 2009</b>	<b>March 31, 2009</b>	<b>December 31, 2008</b>
	<hr/>	<hr/>	<hr/>
Cash and cash equivalents	\$ 2,366	1,896	\$ 1,894
Accounts receivable	2,549	2,459	2,517
Inventories	2,909	3,262	3,592
Accounts payable - trade	(1,928)	(2,010)	(2,529)
Working capital <sup>(a)</sup>	<u>\$ 3,530</u>	<u>\$ 3,711</u>	<u>\$ 3,580</u>
Total debt <sup>(b)</sup>	\$ 5,849	5,526	\$ 4,979
Net debt <sup>(b)</sup>	\$ 3,483	\$ 3,630	\$ 3,085

a) Working capital represents accounts receivable and inventories, less accounts payable - trade.  
b) Total Debt and Net Debt reconciliation in Appendix on page 34.

# Second Quarter 2009 Liquidity Profile



- (a) Total liquidity comprised of \$2,366 million cash and cash equivalents, \$1,724 million of unused availability under various credit agreements, and the additional \$197 million committed under the Pan-European securitization program.
- (b) Committed Pan-European securitization program of \$632 million (€450 million) subject to available receivables. As of June 30, 2009, \$435 million (€310 million) available and fully utilized.
- (c) Includes approximately \$530 million of financing related to relocation and expansion of manufacturing facility in Dalian, China.

# Second Quarter 2009 Segment Results



## North American Tire

*(In millions)*

	Second Quarter		Change
	2009	2008	
Units	14.8	18.3	-19.4%
Net Sales	\$1,687	\$2,130	-20.8%
Segment Operating (Loss) Income	(\$91)	\$24	
Margin	-5.4%	1.1%	

- **Continued weak industry demand**
- **Strong replacement market share performance**
- **Price/mix benefits more than offset raw material increases**
- **Revenue per tire increased 5.9%**
- **Production cuts of approximately 4 million units**
- **Restructuring actions continue to improve cost structure (e.g., Union City shift reduction)**

# Second Quarter 2009 Segment Results



## Europe, Middle East and Africa Tire

(In millions)

	Second Quarter		Change
	2009	2008	
Units	15.8	18.8	-16.4%
Net Sales	\$1,393	\$2,024	-31.2%
Segment Operating (Loss) Income	(\$15)	\$151	
Margin	-1.1%	7.5%	

- **Continued weak industry demand**
- **Government stimulus efforts supported consumer OE demand**
- **Raw material increases more than offset price/mix benefits**
- **Revenue per tire negative due to weak commercial tire mix**
- **Production cuts of more than 3.5 million units**
- **Announced Amiens, France consumer tire capacity reduction**

# Second Quarter 2009 Segment Results



## Latin American Tire

(In millions)

	Second Quarter		Change
	2009	2008	
Units	4.6	5.4	-14.0%
Net Sales	\$437	\$572	-23.6%
Segment Operating Income	\$73	\$103	-29.1%
Margin	16.7%	18.0%	

- **Continued weak industry demand**
- **Price/mix benefits more than offset raw material increases**
- **Revenue per tire increased 3.5%**
- **Trade restrictions continue to impact results**
- **Production cuts of more than 1.5 million units**

# Second Quarter 2009 Segment Results



## Asia Pacific Tire

(In millions)

	Second Quarter		Change
	2009	2008	
Units	4.8	5.4	-9.1%
Net Sales	\$426	\$513	-17.0%
Segment Operating Income	\$57	\$52	9.6%
Margin	13.4%	10.1%	

- **China and India rebounding**
- **Australia and New Zealand remain weak**
- **Price/mix benefits more than offset raw material increases**
- **Revenue per tire increased 5%**
- **Announced closure of Las Pinas, Philippines facility (2 million units)**



- Industry environment remains challenging in Q3
- Some signs of stabilization, pace of recovery unclear
- Present industry volume expectations

## NAT

- Consumer → Q3 slightly better than Q2, led by OE
- Commercial → Q3 similar to Q2

## EMEA

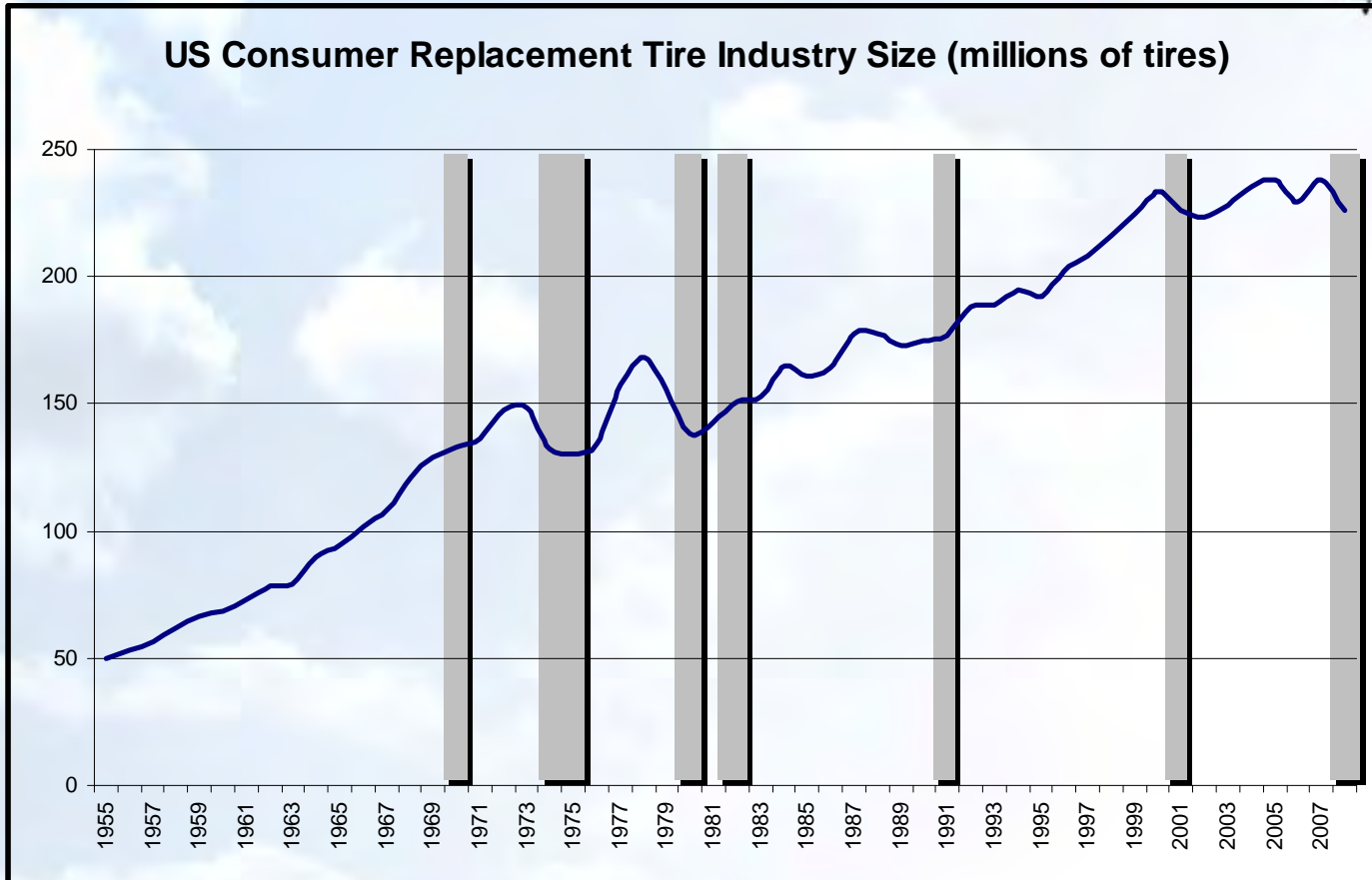
- Consumer → Q3 similar to Q2, risks remain
- Commercial → Q3 similar to Q2

- Additional Q3 production cuts of approximately 4 million units versus Q3'08
- Raw material costs expected to decline 15% - 20% year-over-year in Q3; further reductions expected in Q4
- Full year interest expense of \$330 to \$350 million
- Tax expense about 25% of international segment operating income



# Appendix

# Historical U.S. Consumer Replacement Volumes



*Note: Recessionary periods highlighted in gray.  
Source: RMA and company data.*

**Demand Patterns Similar in Prior Recessions**

# Price/Mix Improvements



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

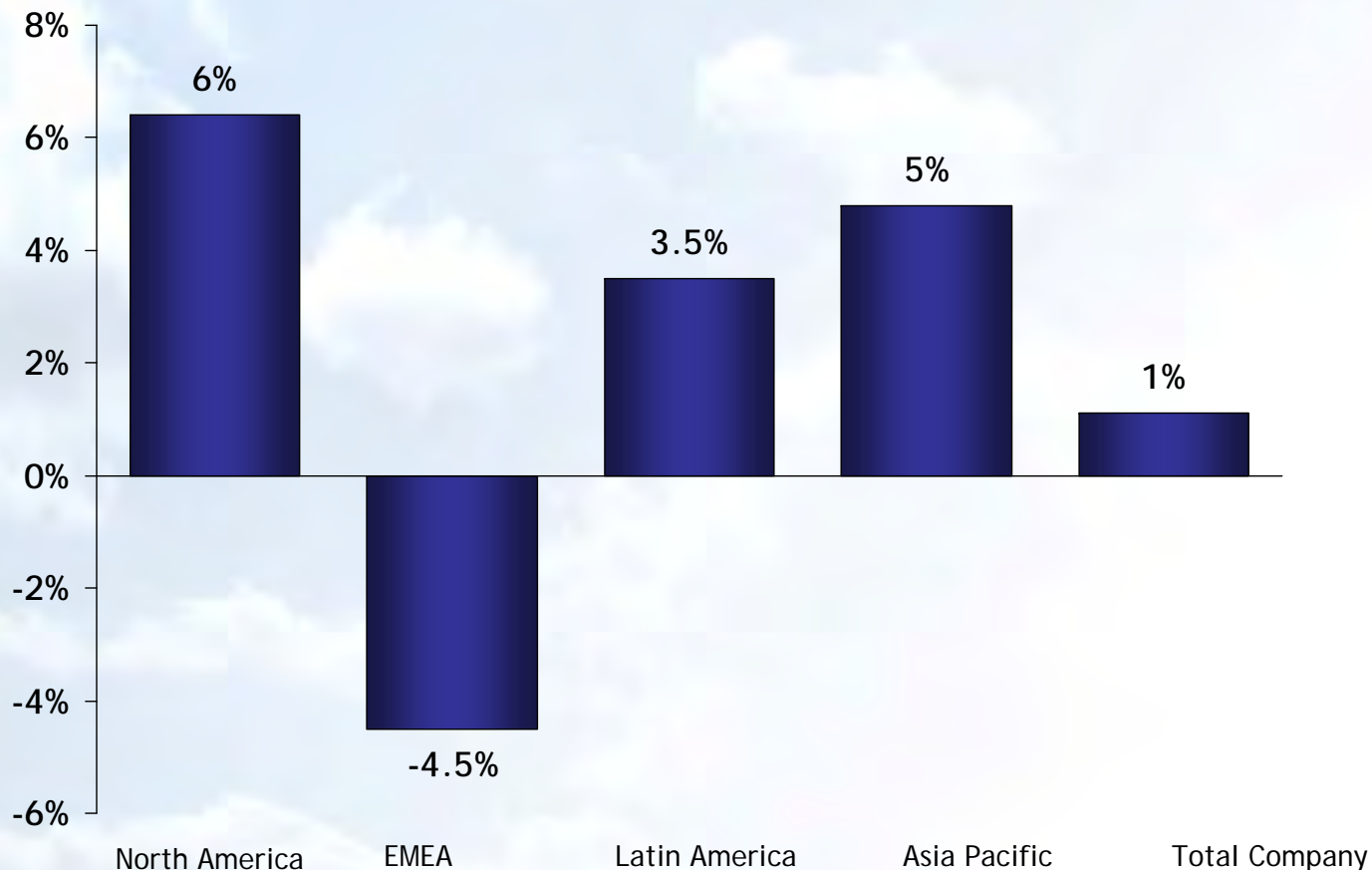


**Price/mix of \$127 million in the second quarter  
offset raw materials of \$119 million**

# Second Quarter 2009 Revenue Per Tire



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

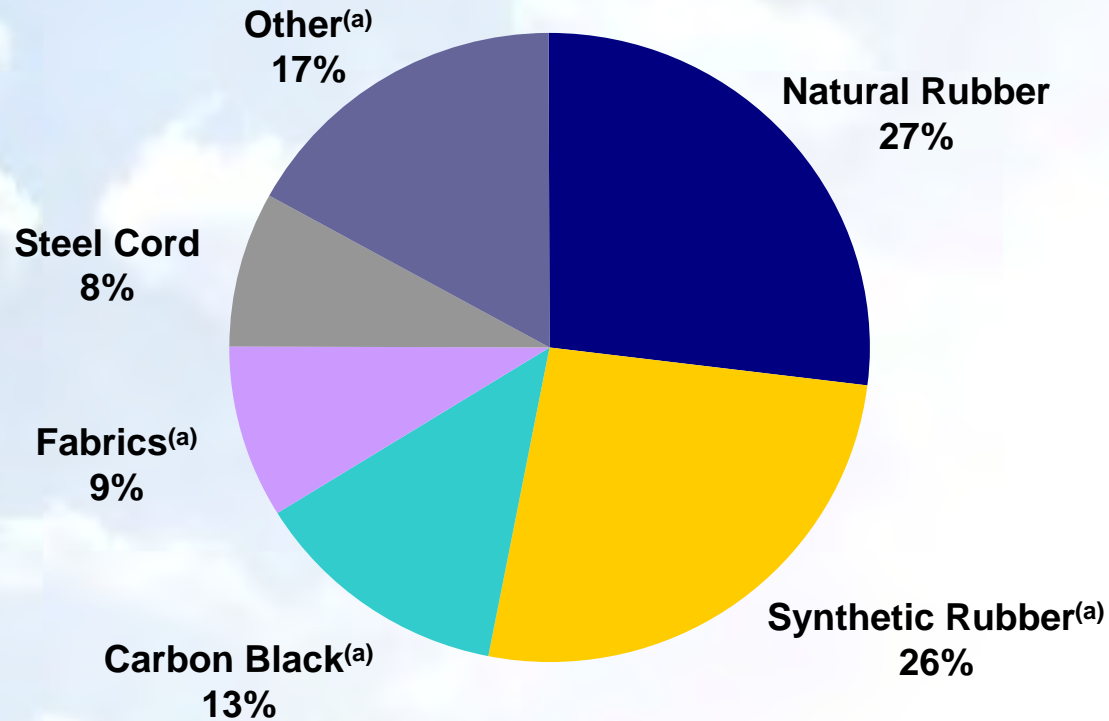


**Price/mix improvement continued even with commercial market weakness impacting mix**

# Raw Material Cost



Raw material cost breakdown



Note: As of FY 2008.  
(a) Dependent upon oil.

Raw materials make up approx. 40% of COGS

# First Half 2009 Cash Flow



(\$ in millions)

	Six Months Ended	
	June 30, 2009	June 30, 2008
Net (Loss) Income	(\$601)	\$266
Depreciation and amortization <sup>(a)</sup>	319	337
Working capital <sup>(b)</sup>	246	(722)
Pension contributions and direct payments	(201)	(162)
Other (including compensation and benefits)	244	66
Total Cash Flows from Operating Activities <sup>(c)</sup>	<u>\$7</u>	<u>(\$215)</u>
Memo:		
Capital Expenditures	\$372	\$476

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

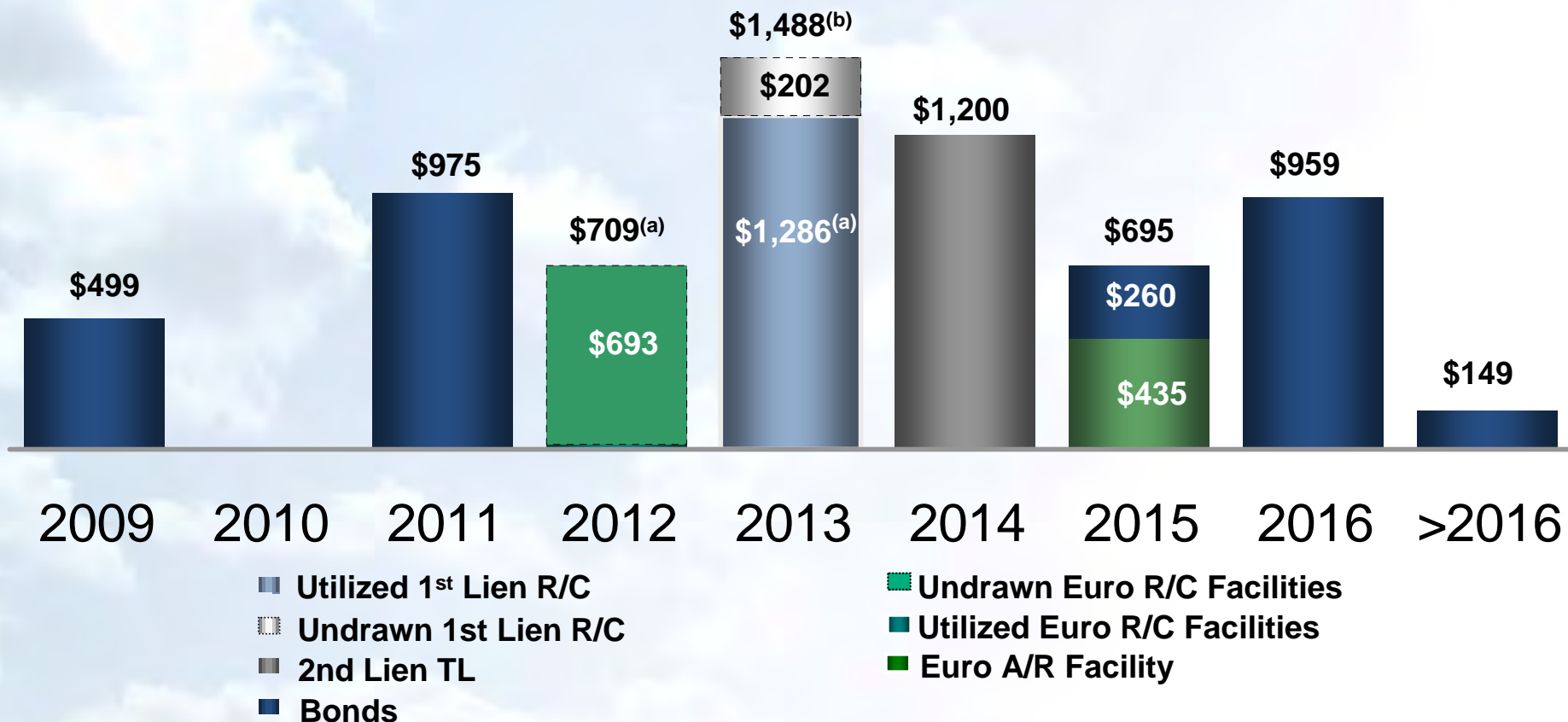
b) Working capital represents accounts receivable and inventories, less accounts payable – trade.

c) Cash flows from operations reconciliation on page 35.

# Management for Cash Debt Maturities



(\$ in millions)



**May 2009 bond issuance addresses December 2009 maturity**

Note: Based on balance sheet values and excludes notes payable, capital leases and other domestic and foreign debt.  
 (a) Includes \$486 million of letters of credit issued under the U.S. revolving credit facility and \$16 million under the European revolving facility.  
 (b) Borrowing base slightly reduced at June 30, 2009

# Legacy Costs and Interest Expense



## Total Company - 2nd Quarter 2009

(\$ in millions)

	2005	2006	2007	2008	2009E
Global pension contributions and direct payments <sup>(a)</sup>	\$522	\$708	\$719	\$364	\$325 - \$375
.....					
Pension expense (global) <sup>(b)</sup>	\$358	\$388	\$276	\$181	\$375 - \$425
.....					
Postretirement benefit payments	\$259	\$254	\$266	\$216 <sup>(c)</sup>	< \$70 <sup>(c)</sup>
Postretirement benefit expense <sup>(b)</sup>	\$220	\$205	\$126	\$78 <sup>(c)</sup>	< \$10 <sup>(c)</sup>
.....					
Interest Expense	\$408	\$447	\$450	\$320	\$330 - \$350

(a) 2009E reflects contributions to global pension plans.

(b) Excluding one-time charges.

(c) Reflects settlement of liability related to VEBA funding. Benefit payments do not include \$1 billion contribution to VEBA.

## Second Quarter Significant Items (after-tax and minority)



### 2009

- Rationalizations, asset write-offs and accelerated depreciation, \$116 million (48 cents per share)
- Loss on asset sales, \$40 million (17 cents per share)
- Gain from income tax settlement, \$19 million (8 cents per share)

### 2008

- Rationalizations and accelerated depreciation, \$87 million (36 cents per share)
- Gain on asset sales, \$2 million (1 cent per share)

# Reconciliation for Segment Operating Income / Margin



(\$ in millions)

Three Months  
Ended June 30,

	<u>2009</u>	<u>2008</u>
Total Segment Operating Income	\$24	\$330
Rationalizations	(136)	(87)
Interest expense	(79)	(76)
Other income and (expense)	(32)	22
Asset write-offs and accelerated depreciation	(12)	(4)
Corporate incentive compensation plans	(20)	(11)
Intercompany profit elimination	(3)	(4)
Other	(13)	(3)
(Loss) Income before Income Taxes	<u>(\$271)</u>	<u>\$167</u>
United States and Foreign Taxes	(18)	74
Net (Loss) Income	<u>(\$253)</u>	<u>\$93</u>
Less: Minority Shareholders Net (Loss) Income	(32)	18
Goodyear Net (Loss) Income	<u>(\$221)</u>	<u>\$75</u>
Goodyear Net (Loss) Income	(\$221)	\$75
Sales	\$3,943	\$5,239
Return on Sales	-5.6%	1.4%
Total Segment Operating Margin	0.6%	6.3%

# Reconciliation for Net Debt



(\$ in millions)

	<b>June 30, 2009</b>	<b>March 31, 2009</b>	<b>December 31, 2008</b>
Long term debt and capital leases	\$ 4,940	\$ 4,645	\$ 4,132
Notes payable and overdrafts	275	317	265
Long term debt and capital leases due within one year	<u>634</u>	<u>564</u>	<u>582</u>
Total debt	\$ 5,849	\$ 5,526	\$ 4,979
Less: Cash and cash equivalents	<u>2,366</u>	<u>1,896</u>	<u>1,894</u>
Net debt	<u>\$ 3,483</u>	<u>\$ 3,630</u>	<u>\$ 3,085</u>
Change in Net Debt vs December 31, 2008	\$ 398		

# Reconciliation for Cash Flow



## Total Company

(\$ in millions)

### Cash Flows From Operating Activities:

Net (Loss) Income

Adjustments to reconcile Net (Loss) Income to cash flows from operating activities:

	<b>Six Months Ended</b>	
	<b>June 30,</b>	
	<b>2009</b>	<b>2008</b>
	<hr/>	<hr/>
Net (Loss) Income	\$ (601)	\$ 266
Depreciation and amortization	312	318
Amortization and write-off of debt issuance costs	7	19
Net rationalization charges	191	100
Net losses (gains) on asset sales	40	(37)
Pension contributions and direct payments	(201)	(162)
Rationalization payments	(153)	(28)
Accounts receivable	29	(398)
Inventories	739	(684)
Accounts payable - trade	(522)	360
Compensation and benefits	196	59
Prepaid and other current assets	(29)	(36)
Other assets and liabilities	(1)	8
<b>Total Cash Flows From Operating Activities</b>	<hr/> <b>\$ 7</b>	<hr/> <b>\$ (215)</b>



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