



**GOODYEAR**

**Fourth Quarter 2010 Conference Call**

**February 10, 2011**

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



- **Business Review**
- **Q4 Financial Results**
- **2011 Outlook**
- **Q&A**

# Executive Summary



- **Strong fourth quarter operating performance key to 2010 recovery, full-year highlights include:**
  - North American Tire profitable
  - Segment Operating Income exceeds \$900 million
  - Price/mix more than offset raw materials
  - Significant cost savings (\$467 million) and unabsorbed fixed cost recovery (\$278 million)
  - High-return investments to drive future growth

# Business Highlights

## Manufacturing Strategy



- **Manufacturing Strategy → Support growth in most-profitable market segments**
  - Focus capacity on targeted market segments
  - Invest in emerging markets
  - Drive productivity across all factories
- **Union City announcement achieves plan to reduce 15 to 25 million units of high-cost capacity**
  - Contributes \$80 million of savings in 2012
  - Remaining tires absorbed by existing footprint

**Strategy supports selective approach focused on profitable market segments**

## Business Highlights

# Raw Materials



- **Natural rubber price environment**
  - Rubber prices increased more than 40% since October
  - Continue to have ample supply
- **Goodyear dealing effectively with higher raw material costs**
  - Focus on price/mix
  - Innovative new products
  - Material substitution

**Confident in strategy to address raw materials inflation**

## Business Highlights North American Tire



- **North America returned to profitability in 2010**
- **Strategy for continued progress:**
  - Brand strength
  - Continued product innovation
  - Selective approach (improved mix)
  - Supply chain / manufacturing efficiency
  - Driving business to dealers

**On path to achieve Next Stage Metric (5% return on sales)**

# Business Highlights 2011 Investor Day



- **2011 Investor Day Announcement**
  - **March 22<sup>nd</sup> in New York City**
- **Global leadership team to address:**
  - **Industry trends**
  - **Business strategy**
  - **Goals and metrics**



# Q4 Financial Results

# Fourth Quarter 2010 Income Statement



## Total Company

(In millions, except Margin and EPS)

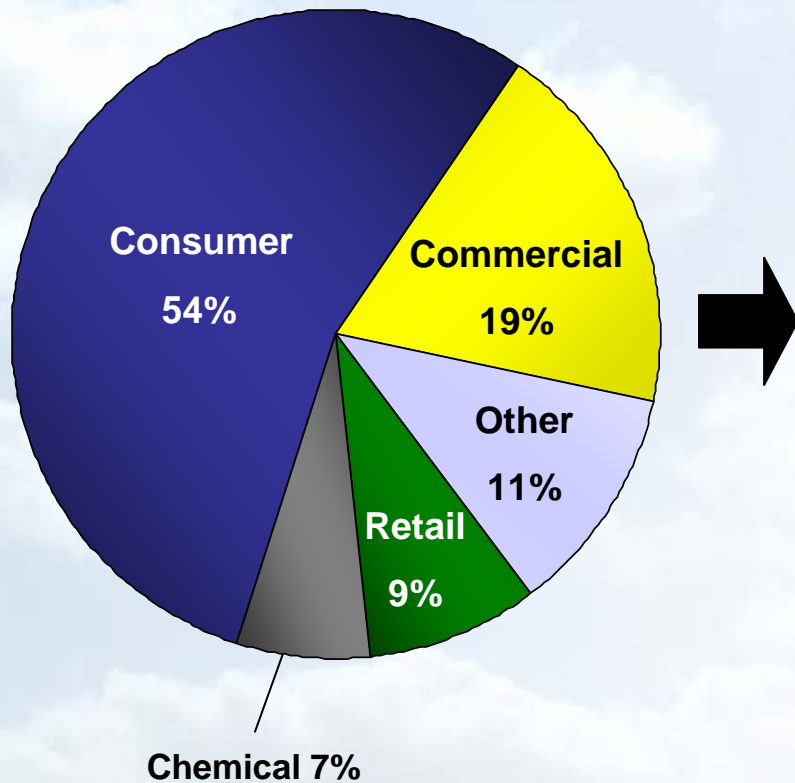
	Fourth Quarter		Change
	2010	2009	
Units	45.3	43.6	3.7%
Net Sales	\$5,072	\$4,437	14.3%
Gross Margin	17.4%	19.3%	-1.9 pts
SAG	\$715	\$640	11.7%
Segment Operating Income <sup>(a)</sup>	\$224	\$249	-10.0%
Segment Operating Margin <sup>(a)</sup>	4.4%	5.6%	-1.2 pts
Goodyear Net (Loss) Income	(\$177)	\$107	
Goodyear Net (Loss) Income per Share - Diluted	(\$0.73)	\$0.44	

a) Segment Operating Income and Margin reconciliation in Appendix on page 29.

# Fourth Quarter 2010 Tire Unit & Sales Summary



2010 Q4 Sales = \$5,072 Million



## Fourth Quarter Unit/Sales Mix (millions)

	<u>2010</u>	<u>2009</u>	<u>% Change</u>
<u>Consumer</u>			
Units	41.1	40.0	3%
Sales	\$2,756	\$2,552	8%
<hr/>			
<u>Commercial</u>			
Units	3.7	3.2	14%
Sales	\$964	\$767	26%

# Price/Mix Improvements



**Price/Mix vs. Raw Materials<sup>(a)</sup>**  
(\$ in millions)

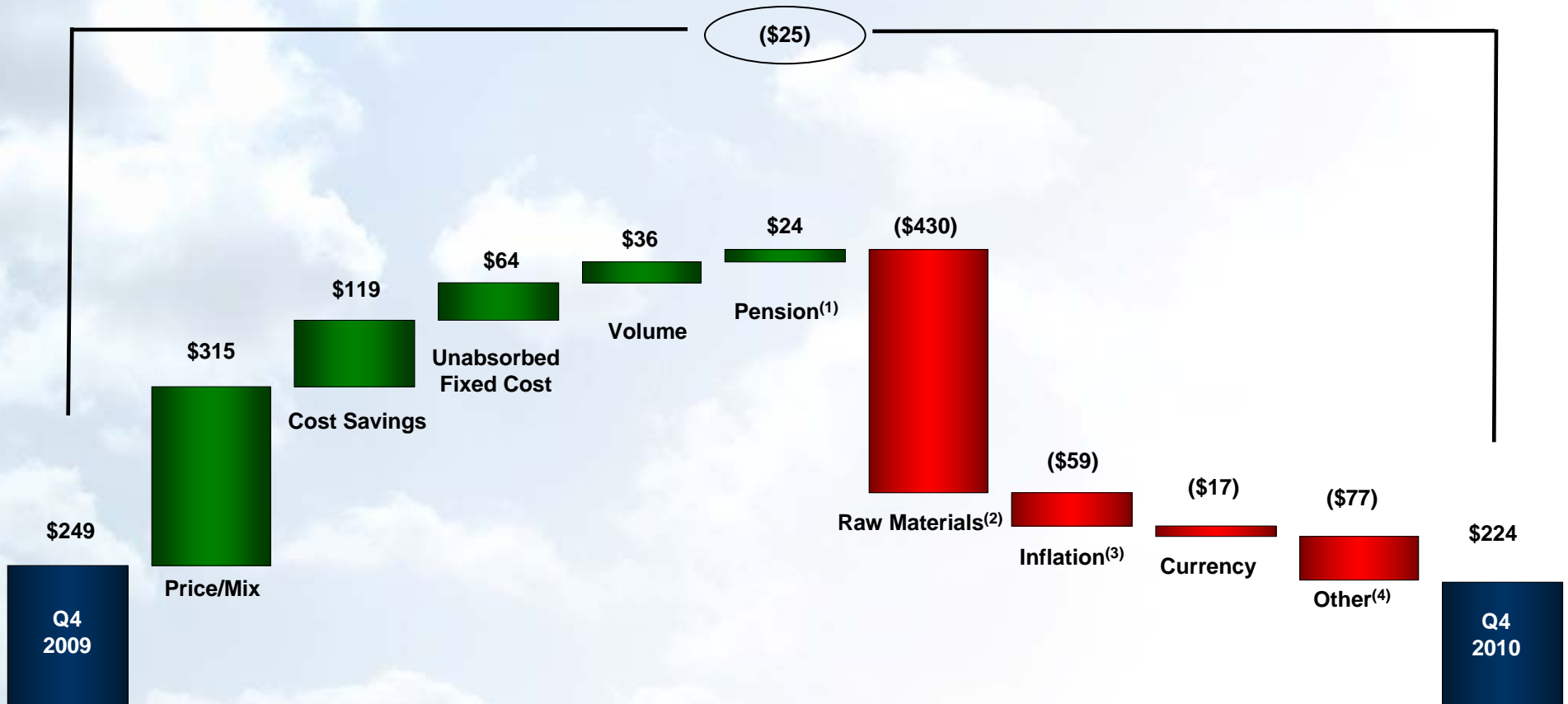


(a) Reflects impact on Segment Operating Income. Raw Materials include the impact of raw material cost savings measures.  
 (b) Raw material variance of \$549 million includes raw material cost savings measures of \$136 million.  
 (c) Raw material variance of \$397 million includes raw material cost savings measures of \$33 million.

# Fourth Quarter 2010 Segment Operating Results



(\$ in millions)



1. Reduction in NAT pension expense.
2. Raw material variance of \$430 million excludes raw material cost saving measures of \$33 million, which is included in Cost Savings above.
3. Estimated impact of inflation (wages, utilities, energy, transportation and other).
4. Primarily incentive compensation, advertising, other marketing, and non-recurrence of 2009 insurance proceeds. Other tire related a partial offset.

# Fourth Quarter 2010 Balance Sheet



(\$ in millions)

	December 31, 2010	September 30, 2010	December 31, 2009
Cash and cash equivalents	\$ 2,005	\$ 1,665	\$ 1,922
Accounts receivable	2,736	3,461	2,540
Inventories	2,977	2,993	2,443
Accounts payable - trade	<u>(3,107)</u>	<u>(2,813)</u>	<u>(2,278)</u>
Working capital <sup>(a)</sup>	<u>\$ 2,606</u>	<u>\$ 3,641</u>	<u>\$ 2,705</u>
Total debt <sup>(b)</sup>	\$ 4,745	\$ 4,972	\$ 4,520
Net debt <sup>(b)</sup>	\$ 2,740	\$ 3,307	\$ 2,598

- a) Working capital represents accounts receivable and inventories, less accounts payable - trade.  
 b) Total Debt and Net Debt reconciliation in Appendix on page 30.

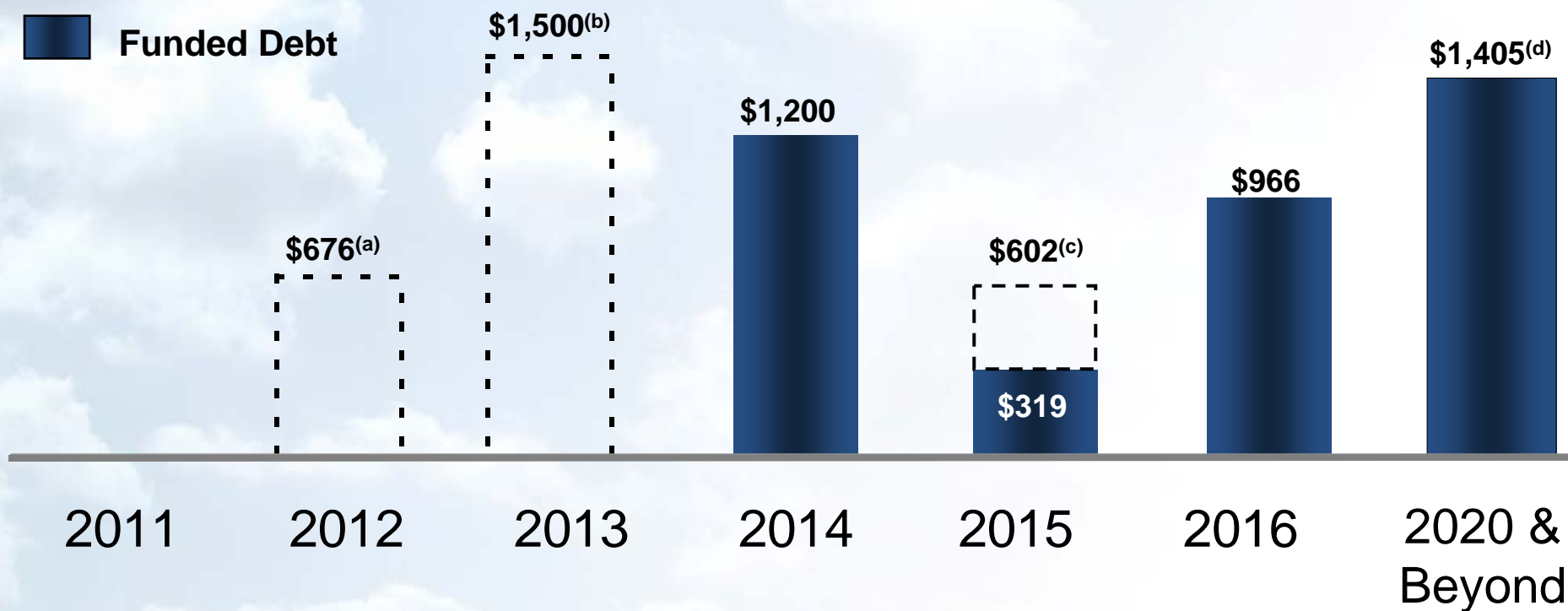
# Fourth Quarter 2010 Maturity Schedule



(\$ in millions)

--- Undrawn  
--- Credit Lines

■ Funded Debt



**Note:** Based on balance sheet values and excludes notes payable, capital leases and other domestic and foreign debt. Detail on all outstanding debt as of December 31, 2010 in Appendix on page 31.

- (a) At December 31, 2010, \$12 million of letters of credit were issued under the European revolving credit facility.
- (b) At December 31, 2010, \$474 million of letters of credit were issued under the U.S. revolving credit facility. Utilization subject to a borrowing base that at December 31, 2010 was \$25 million less than the facility stated amount of \$1.5 billion.
- (c) At December 31, 2010, \$319 million of \$602 million (€238 million of €450 million) facility was available and funded.
- (d) \$1,256 million due in 2020 and \$149 million due in 2028.

# 2010 Year-End Postretirement Funded Status



(\$ in millions)

	<u>December 31, 2010</u>	<u>December 31, 2009</u>
<u>Postretirement Funded Status</u>		
U.S. pension	\$ (1,927)	\$ (1,931)
Non-U.S. pension	<u>(622)</u>	<u>(784)</u>
Total Pension	\$ (2,549)	\$ (2,715)
Other postretirement benefits	<u>(597)</u>	<u>(551)</u>
Net unfunded obligation	<u>\$ (3,146)</u>	<u>\$ (3,266)</u>

# Fourth Quarter 2010 Segment Results



(in millions)

## North American Tire

	<u>2010</u>	<u>2009</u>	<u>Change</u>
Units	16.9	16.9	-
Net Sales	\$2,201	\$1,884	16.8%
Operating Income (Loss)	\$11	(\$27)	
Margin	0.5%	-1.4%	

## Europe, Middle East and Africa Tire

	<u>2010</u>	<u>2009</u>	<u>Change</u>
Units	17.7	16.2	9.3%
Net Sales	\$1,727	\$1,559	10.8%
Operating Income	\$60	\$125	(52.0%)
Margin	3.5%	8.0%	

## Latin American Tire

	<u>2010</u>	<u>2009</u>	<u>Change</u>
Units	5.2	5.3	(1.0%)
Net Sales	\$582	\$508	14.6%
Operating Income	\$93	\$81	14.8%
Margin	16.0%	15.9%	

## Asia Pacific Tire

	<u>2010</u>	<u>2009</u>	<u>Change</u>
Units	5.5	5.2	5.3%
Net Sales	\$562	\$486	15.6%
Operating Income	\$60	\$70	(14.3%)
Margin	10.7%	14.4%	

# 2011 Full Year Industry Outlook



		2011 Outlook <sup>(a)</sup>
Consumer Replacement	↑	NAT: +1% to +3%
	↑	EMEA: +1% to +3%
Consumer OE	↑	NAT: +5% to +10%
	↑	EMEA: +0% to +5%
Commercial Replacement	↑	NAT: +3% to +8%
	↑	EMEA: +5% to +10%
Commercial OE	↑	NAT: +20% to +30%
	↑	EMEA: +30% to +40%

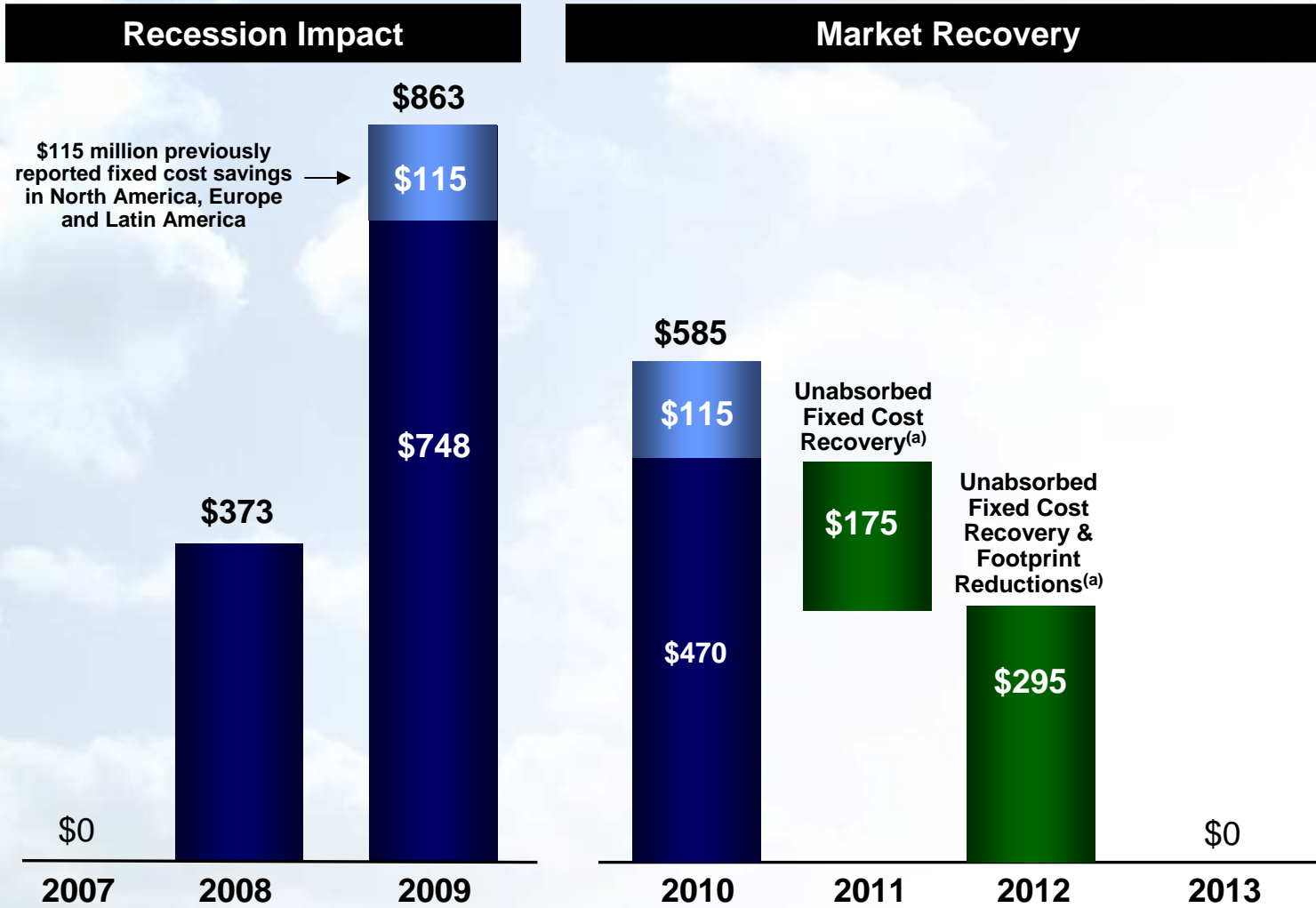
(a) Reflects comparison of 2011 versus 2010 industry volume

# 2010 Financial Results

## Eliminating Unabsorbed Fixed Costs



(\$ in millions)



(a) Represents year-over-year reduction in unabsorbed fixed cost.

# 2011 Key Outlook Items



## 2011 Outlook

<b>Global Tire Unit Sales</b>	<ul style="list-style-type: none"><li>• Increase 3% to 5%</li></ul>
<b>Raw Materials</b>	<ul style="list-style-type: none"><li>• Q1 increase of 25% to 30%</li></ul>
<b>Interest Expense</b>	<ul style="list-style-type: none"><li>• \$350 to \$375 million</li></ul>
<b>Tax Rate</b>	<ul style="list-style-type: none"><li>• ~ 25% of international Segment Operating Income</li></ul>
<b>Capex</b>	<ul style="list-style-type: none"><li>• \$1.1 to \$1.2 billion</li></ul>

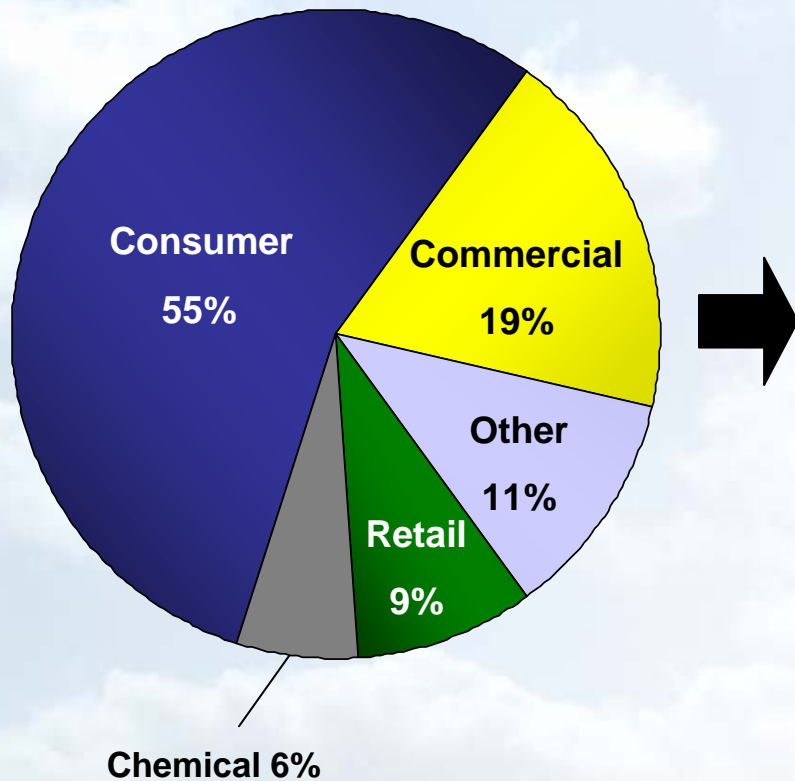


# Appendix

# Year Ended 2010 Tire Unit & Sales Summary



**2010 Sales = \$18,832 Million**



## **Full Year Unit/Sales Mix (\$ millions)**

	<u>2010</u>	<u>2009</u>	<u>% Change</u>
<b><u>Consumer</u></b>			
Units	164.4	152.9	8%
Sales	\$10,342	\$9,373	10%
<hr/>			
<b><u>Commercial</u></b>			
Units	14.0	12.2	15%
Sales	\$3,501	\$2,801	25%

# Legacy Costs and Interest Expense



(\$ in millions)

	2007	2008	2009	2010	2011E
Global pension contributions and direct payments <sup>(a)</sup>	\$719	\$364	\$430	\$405	\$250 - \$300
.....					
Pension expense (global) <sup>(b)</sup>	\$276	\$181	\$387	\$300	\$250 - \$300
.....					
Postretirement benefit payments <sup>(c)</sup>	\$225	\$169 <sup>(d)</sup>	\$64	\$62	\$55 - \$65
.....					
Postretirement benefit expense <sup>(b)</sup>	\$126	\$78 <sup>(d)</sup>	\$4	\$9	\$10 - \$15
.....					
Interest Expense	\$450	\$320	\$311	\$316	\$350 - \$375

(a) 2011E reflects only estimated contributions to global pension plans, and does not include estimates for direct benefit payments which were for 2007-2010 ('07 at \$42 million, '08 at \$56 million, '09 at \$59 million and '10 at \$44 million).

(b) Expense is actuarially based and excludes one-time charges for plan settlements, curtailments and termination benefits. There is approximately a one quarter lag until changes in pension expense are realized in COGS in the Statement of Operations.

(c) Net of participant contributions.

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

# 2010 Cash Flow



(\$ in millions)

	Year Ended	
	December 31, 2010	December 31, 2009
Net Loss	(\$164)	(\$364)
Depreciation and amortization <sup>(a)</sup>	679	656
Working capital <sup>(b)</sup>	52	1,081
Pension contributions and direct payments	(405)	(430)
Venezuela currency devaluation	134	-
Other (including compensation and benefits)	628	354
<b>Total Cash Flows from Operating Activities<sup>(c)</sup></b>	<b>\$924</b>	<b>\$1,297</b>
Memo:		
Capital Expenditures	(\$944)	(\$746)
Effect of exchange rates on cash and cash equivalents	(\$161)	\$48

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

b) Working capital represents total changes in account receivable, inventories and accounts payable – trade.

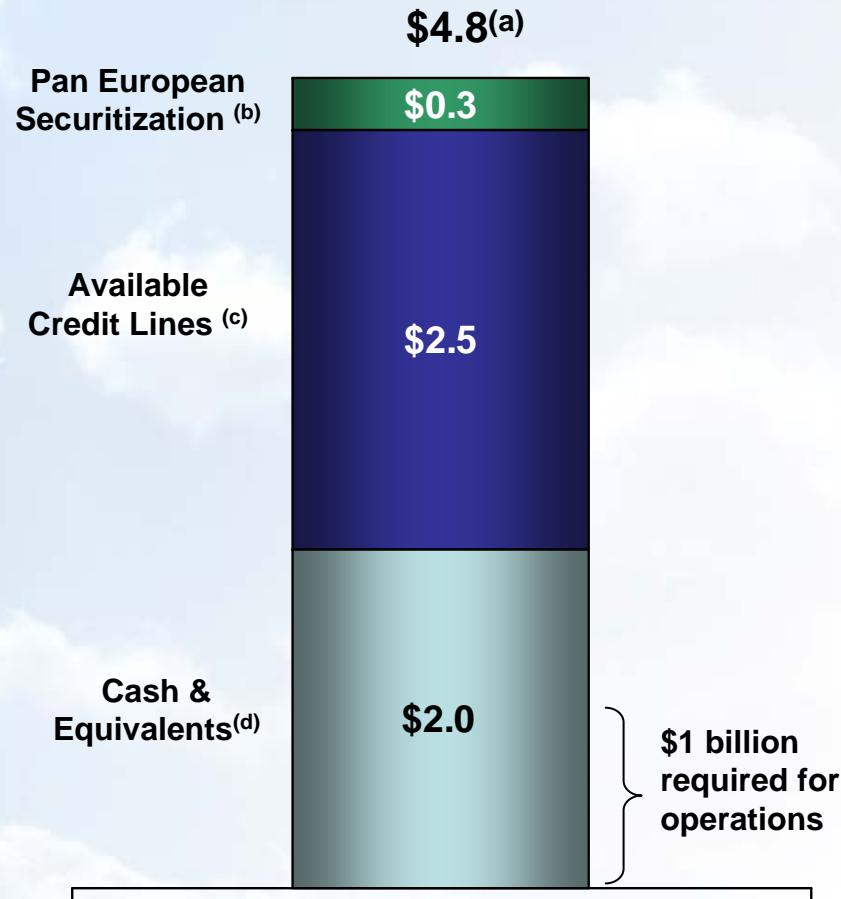
c) Cash flows from operations reconciliation on page 32.

# Fourth Quarter 2010 Liquidity Profile



(\$ in billions)

## Liquidity Profile



**December 31, 2010**

- (a) Total liquidity comprised of \$2,005 million cash and cash equivalents, \$2,475 million of unused availability under various credit agreements, and the additional \$283 million committed under the Pan-European securitization program.
- (b) Committed Pan-European securitization program of \$602 million (€450 million) subject to available receivables. As of December 31, 2010, \$319 million (€238 million) available and fully utilized.
- (c) Includes \$394 million of financing related to relocation and expansion of manufacturing facility in China.
- (d) Includes \$188 million of cash in Venezuela denominated in bolivares fuertes.

# Unabsorbed Fixed Costs



(in millions)

	2009					2010				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Production Variance <sup>(a)</sup>	13.4	14.2	12.8	11.2	51.6	7.7	7.5	7.7	6.1	29.0
<u>Unabsorbed Fixed Cost</u>										
Realized from Current Period Production:										
- Result of Period Costing (formerly SFAS 151)	\$ 134	\$ 116	\$ 67	\$ 25		\$ 7	\$ 4	\$ 5	\$ 3	
-Through COGS (not SFAS 151 related)	20	21	22	14		2	12	16	12	
Realized from Prior Period Production	46	102	144	152		124	152	137	111	
<b>Total</b>	<b>\$ 200</b>	<b>\$ 239</b>	<b>\$ 233</b>	<b>\$ 191</b>	<b>\$ 863</b>	<b>\$ 133</b>	<b>\$ 168</b>	<b>\$ 158</b>	<b>\$ 126</b>	<b>\$ 585</b>

Reduced by \$278

(a) Production variance versus standard volume.

## Fourth Quarter Significant Items (after taxes and minority interest)



### 2010 (See next page)

- Rationalizations, asset write-offs and accelerated depreciation, \$213 million (87 cents per share)
- Loss related to the elimination of the subsidized essential goods exchange rate in Venezuela, \$20 million (8 cents per share)
- Charge related to a claim regarding the use of value-added tax credits in prior periods, \$18 million (7 cents per share)
- Net gains on asset sales, primarily in Asia, \$31 million (13 cents per share)
- Net tax benefits primarily due to tax law changes in the U.S. and other countries, \$22 million (9 cents per share)

### 2009

- Rationalizations, asset write-offs and accelerated depreciation, \$20 million (8 cents per share)
- Expenses related to a legal reserve for a closed facility, \$4 million (2 cents per share)
- Net tax benefits related to employee benefit plans, \$64 million (26 cents per share)
- Net tax benefits primarily related to the release of a valuation allowance in Australia, \$21 million (8 cents per share)
- Gain on insurance proceeds from settlement of claim related to a fire in Thailand in 2007, \$13 million (5 cents per share)
- Net gain on asset sales, \$2 million (1 cent per share)

## Fourth Quarter Significant Items (after taxes and minority interest)



(\$ millions, except EPS)

	Reported	Significant Items				
		Rationalizations, Asset Write-offs, & Accelerated Depreciation	Loss - Elimination of Subsidized Essential Goods Exchange Rate	Claim - Use of VAT Tax Credits in Prior Periods	Net Gains on Asset Sales	Net Tax Benefits
Net Sales	\$ 5,072	-	-	-	-	-
Cost of Goods Sold	4,190	(1)	-	-	-	-
Gross Margin	882	1	-	-	-	-
	17.4%					
SAG	715	-	-	-	-	-
Interest Expense	75	-	-	-	-	-
Rationalizations	224	(224)	-	-	-	-
Other Expense/(Income)	13	-	(24)	(25)	47	-
Pre-tax (Loss) Income	(145)	225	24	25	(47)	-
Taxes	21	1	4	7	(8)	25
Minority Interest	11	11	-	-	(8)	(3)
Net (Loss) Income	\$ (177)	213	20	18	(31)	(22)
EPS	\$ (0.73)	\$ 0.87	\$ 0.08	\$ 0.07	\$ (0.13)	\$ (0.09)

# Reconciliation for Segment Operating Income / Margin



(\$ in millions)

Three Months Ending  
December 31,

	2010	2009
Total Segment Operating Income	\$224	\$249
Rationalizations	(224)	(20)
Interest expense	(75)	(83)
Other (expense) income	(13)	26
Asset write-offs and accelerated depreciation	(2)	(3)
Corporate incentive compensation plans	(26)	(12)
Intercompany profit elimination	(9)	-
Other	(20)	(18)
(Loss) Income before Income Taxes	(\$145)	\$139
United States and Foreign Taxes	21	4
Less: Minority Shareholders Net Income	11	28
Goodyear Net (Loss) Income	<u>(\$177)</u>	<u>\$107</u>
Sales	\$5,072	\$4,437
Return on Sales	-3.5%	2.4%
Total Segment Operating Margin	4.4%	5.6%

# Reconciliation for Total Debt and Net Debt



(\$ in millions)

	<u>December 31, 2010</u>	<u>September 30, 2010</u>	<u>December 31, 2009</u>
Long term debt and capital leases	\$ 4,319	\$ 4,595	\$ 4,182
Notes payable and overdrafts	238	259	224
Long term debt and capital leases due within one year	<u>188</u>	<u>118</u>	<u>114</u>
Total debt	\$ 4,745	\$ 4,972	\$ 4,520
Less: Cash and cash equivalents	<u>2,005</u>	<u>1,665</u>	<u>1,922</u>
Net debt	<u>\$ 2,740</u>	<u>\$ 3,307</u>	<u>\$ 2,598</u>
Change in Net Debt vs. Prior Period	\$ (567)		

# Debt



(\$ in Millions)

	December 31,	
	<u>2010</u>	<u>2009</u>
<b>Notes Payable:</b>		
Notes Payable and Overdrafts	\$ 238	\$ 224
<b>Long-Term Debt:</b>		
<b>Notes:</b>		
7.857% due 2011	\$ -	\$ 650
8.625% due 2011	-	325
9% due 2015	-	260
10.5% due 2016	966	961
8.25% due 2020	993	-
8.75% due 2020	263	-
7% due 2028	149	149
<b>Credit Facilities:</b>		
€505 million revolving credit facility due 2012	-	-
\$1.5 billion first lien revolving credit facility due 2013	-	-
\$1.2 billion second lien term loan facility due 2014	1,200	1,200
Pan-European accounts receivable facility due 2015	319	437
Chinese credit facilities	153	-
Other domestic and international debt	446	296
	<u>\$ 4,489</u>	<u>\$ 4,278</u>
Capital lease obligations	18	18
	<u>\$ 4,507</u>	<u>\$ 4,296</u>
<b>Total Debt</b>	<u><u>\$ 4,745</u></u>	<u><u>\$ 4,520</u></u>

# Reconciliation for Cash Flow



(\$ in millions)

## Cash Flows From Operating Activities:

Net Loss

	Year Ended December 31,	
	2010	2009
Net Loss	\$ (164)	\$ (364)
Adjustments to reconcile Net Loss to cash flows from operating activities:		
Depreciation and amortization	652	636
Amortization and write-off of debt issuance costs	27	20
Net rationalization charges	240	227
Net (gains) and losses on asset sales	(73)	30
Pension contributions and direct payments	(405)	(430)
Rationalization payments	(57)	(200)
Venezuela currency devaluation	134	-
Customer prepayments and government grants	6	14
Changes in operating assets and liabilities, net of asset acquisitions and dispositions:		
Accounts receivable	(181)	139
Inventories	(536)	1,265
Accounts payable - trade	769	(323)
Compensation and benefits	428	287
Other current liabilities	103	24
Other assets and liabilities	(19)	(28)
<b>Total Cash Flows from Operating Activities</b>	<b>\$ 924</b>	<b>\$ 1,297</b>



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