



**Second Quarter 2011 Conference Call**  
**July 28, 2011**

# Forward-Looking Statements



Certain information contained in this presentation constitutes 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.



- **Business Review**
- **Q2 Financial Results**
- **2011 Outlook**
- **Q&A**



## Key How To's

## Key Accomplishments

### Target Profitable Segments

- ✓ Record quarterly sales
- ✓ Price/mix > raw materials
- ✓ Revenue per tire +18%
- ✓ Branded share gains

### Operational Excellence

- ✓ Accelerated Union City closure
- ✓ Launched 14 new products in Q2
- ✓ Recovered unabsorbed overhead / delivered cost savings

### Enabling Investments

- ✓ First production of tires in new China factory
- ✓ Expanding China retail network



- **Segment operating income increased substantially**
- **Strong price/mix**
  - **Success in targeted segments**
  - **Branded share growth**
- **Fixed cost recovery of \$20 million**
- **Union City plant closure effective July 11, 2011**
- **Further steps required to sustain this level of SOI**

**Strong Execution in Key Focus Areas**

# Second Half Perspective



+

- Continued strong commercial vehicle demand
- Recovery of consumer OE production

-

- Developed market consumer replacement growth
  - Winter tires in Europe the exception
- Actions to address inflation in emerging markets slowing consumer demand
- Raw material costs continue to increase

**Uneven and Volatile Global Economic Environment...Goodyear Focused on Successful Execution of Key Initiatives**

The background features a dark blue grid pattern in the upper left and lower left corners. The rest of the background is filled with dynamic, wavy lines in shades of blue and yellow. A prominent yellow wavy line with a white dashed line running through its center curves across the middle of the slide.

# ***Second Quarter 2011 Results***



## **Key themes generating improved results**

- ✓ **Revenue growth**
  - Weighted to targeted segments
- ✓ **Price/mix performance**
  - Highest ever achieved
- ✓ **Cost efficiency**
  - Reduced unabsorbed overhead
  - Progress toward 3-year \$1 billion savings plan
  - Union City closure accelerated

**Demonstrating Strong Performance**



# Second Quarter 2011 Income Statement



## Total Company

(In millions, except Margin and EPS)

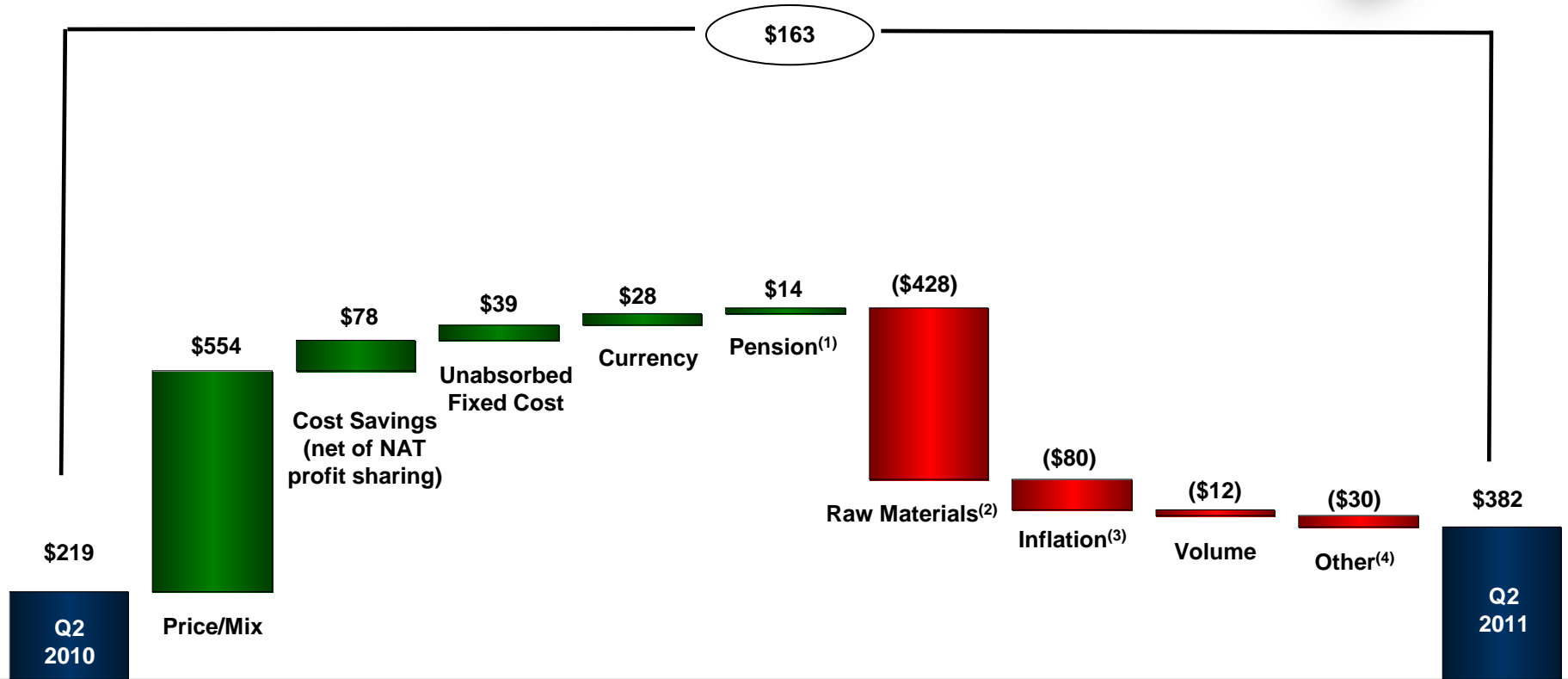
	Second Quarter		Change
	2011	2010	
Units	42.9	43.9	(2.2%)
Net Sales	\$5,620	\$4,528	24.1%
Gross Margin	18.6%	18.6%	0.0 pts
SAG	\$753	\$670	12.4%
Segment Operating Income <sup>(a)</sup>	\$382	\$219	74.4%
Segment Operating Margin <sup>(a)</sup>	6.8%	4.8%	2.0 pts
Goodyear Net Income	\$47	\$28	
Less: Preferred Stock Dividends	\$7	\$ -	
Goodyear Net Income Available to Common Shareholders	\$40	\$28	
Goodyear Net Income Available to Common Shareholders Per Share of Common Stock - Diluted	\$0.16	\$0.11	

a) Segment Operating Income and Margin reconciliation in Appendix on page 26.

# Second Quarter 2011 Segment Operating Results



(\$ in millions)



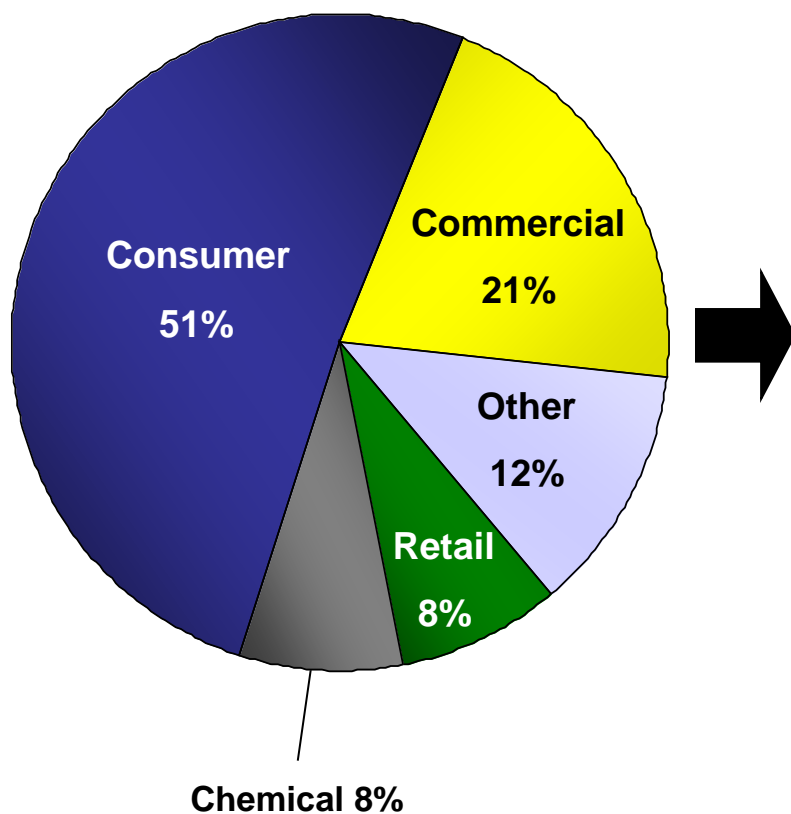
1. Reduction in NAT pension expense.
2. Raw material variance of \$428 million excludes raw material cost saving measures of \$47 million, which is included in Cost Savings above.
3. Estimated impact of inflation (wages, utilities, energy, transportation and other).
4. Primarily advertising, Pulandian start-up costs and transportation. Product liability and other tire related were partial offsets.

# Second Quarter 2011 Tire Unit & Sales Summary



(in millions)

2011 Q2 Sales = \$5,620



Q2 Unit/Sales Mix

2011      2010      % Change

Consumer

Units	38.6	39.8	(2.9%)
Sales	\$2,873	\$2,424	18.5%

Commercial

Units	3.7	3.5	6.0%
Sales	\$1,159	\$838	38.3%

# Second Quarter 2011 Balance Sheet



(\$ in millions)

	<b>June 30, 2011</b>	<b>March 31, 2011</b>	<b>December 31, 2010</b>
Cash and cash equivalents	\$ 1,804	\$ 2,215	\$ 2,005
Accounts receivable	3,539	3,550	2,736
Inventories	4,032	3,337	2,977
Accounts payable - trade	(3,515)	(3,358)	(3,107)
Working capital <sup>(a)</sup>	<u>\$ 4,056</u>	<u>\$ 3,529</u>	<u>\$ 2,606</u>
Total debt <sup>(b)</sup>	\$ 5,304	\$ 5,284	\$ 4,745
Net debt <sup>(b)</sup>	\$ 3,500	\$ 3,069	\$ 2,740

a) Working capital represents accounts receivable and inventories, less accounts payable - trade.  
 b) Total Debt and Net Debt reconciliation in Appendix on page 27.

# Second Quarter 2011 Segment Results



(in millions)

## North American Tire

	<b>2011</b>	<b>2010</b>	<b>Change</b>
Units	15.7	16.6	(6.0%)
Net Sales	\$2,411	\$2,049	17.7%
Operating Income	\$137	\$16	
Margin	5.7%	0.8%	

## Europe, Middle East and Africa Tire

	<b>2011</b>	<b>2010</b>	<b>Change</b>
Units	17.0	16.8	1.9%
Net Sales	\$1,943	\$1,455	33.5%
Operating Income	\$126	\$73	72.6%
Margin	6.5%	5.0%	

## Latin American Tire



	<b>2011</b>	<b>2010</b>	<b>Change</b>
Units	5.0	5.2	(2.8%)
Net Sales	\$640	\$529	21.0%
Operating Income	\$54	\$66	(18.2%)
Margin	8.4%	12.5%	

## Asia Pacific Tire

	<b>2011</b>	<b>2010</b>	<b>Change</b>
Units	5.2	5.3	(2.4%)
Net Sales	\$626	\$495	26.5%
Operating Income	\$65	\$64	1.6%
Margin	10.4%	12.9%	

# 2011 Full Year Industry Outlook



	July vs. April Guidance	July Full Year 2011 Guidance
Consumer Replacement	 No Change	NAT: 0% to +2% EMEA: +4% to +6%
Consumer OE	No Change No Change	NAT: +5% to +10% EMEA: +4% to +8%
Commercial Replacement	 No Change	NAT: +10% to +15% EMEA: +7% to +11%
Commercial OE	No Change No Change	NAT: +40% to +50% EMEA: ~ +50%

# 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>• Increase of 25% to 30%</li></ul>
<b>Interest Expense</b>	<ul style="list-style-type: none"><li>• \$325 to \$350 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>

The background features a dark blue grid pattern in the upper left and lower left corners. The rest of the background is a gradient of blue with several thick, wavy yellow lines that create a sense of motion and depth. One prominent yellow line in the lower right has a white dashed line running along its length, resembling a road or a path.

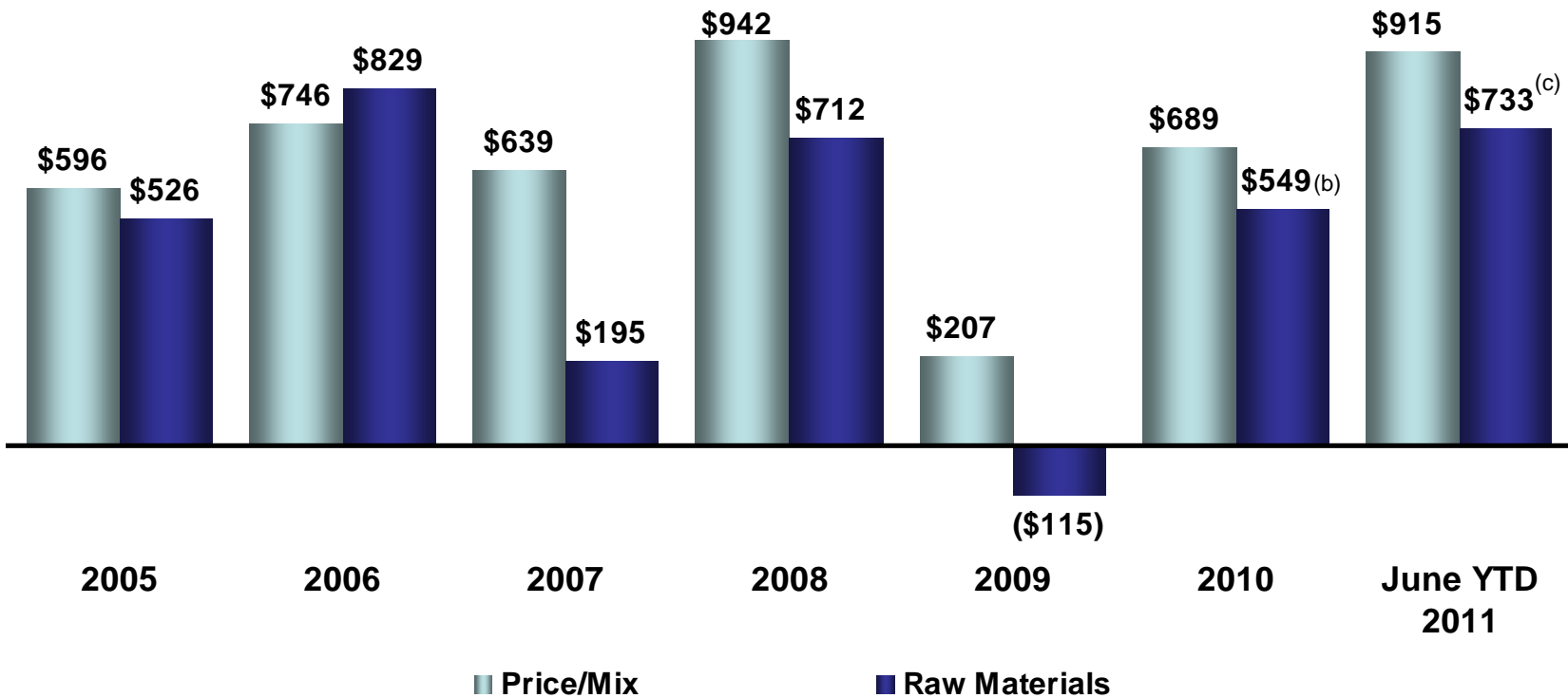
# *Appendix*



# Price/Mix Improvements



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

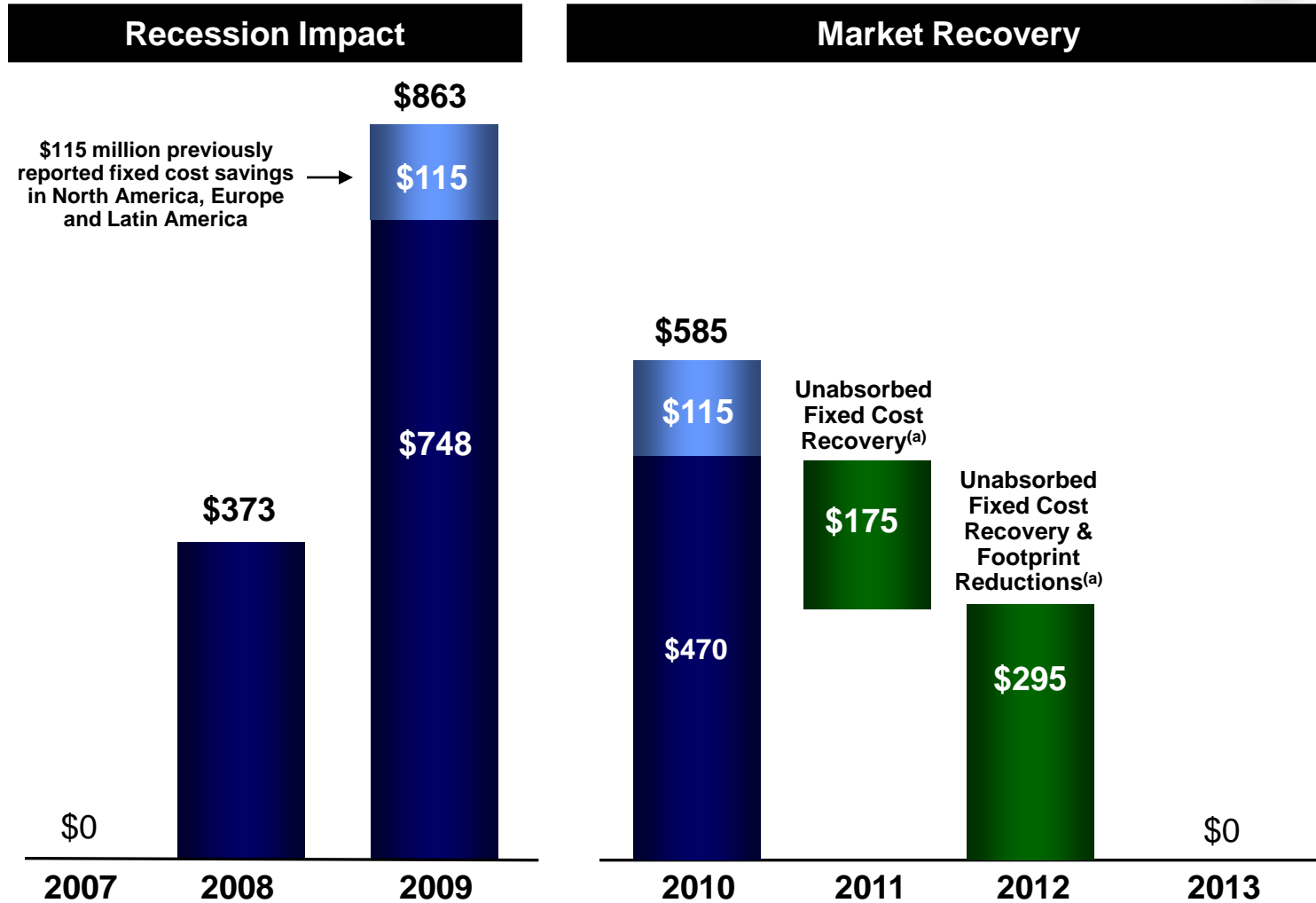


- (a) Reflects impact on Segment Operating Income. Raw Materials include the impact of raw material cost savings measures.
- (b) Raw material variance of \$549 million includes raw material cost savings measures of \$136 million.
- (c) Raw material variance of \$733 million includes raw material cost savings measures of \$80 million.

# Eliminating Unabsorbed Fixed Costs



(\$ in millions)



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

# 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	\$325 - \$350

(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 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.

# Second Quarter 2011 Cash Flow



(\$ in millions)

	<b>Six Months Ended</b>	
	<b>June 30, 2011</b>	<b>June 30, 2010</b>
Net Income	\$180	\$15
Depreciation and amortization <sup>(a)</sup>	398	331
Working capital <sup>(b)</sup>	(1,256)	(518)
Pension contributions and direct payments	(106)	(127)
Venezuela currency devaluation	-	110
Other (including compensation and benefits)	115	372
<b>Total Cash Flows from Operating Activities<sup>(c)</sup></b>	<b>(\$669)</b>	<b>\$183</b>
Memo:		
Capital Expenditures	(\$532)	(\$358)
Effect of exchange rates on cash and cash equivalents	\$24	(\$234)

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

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

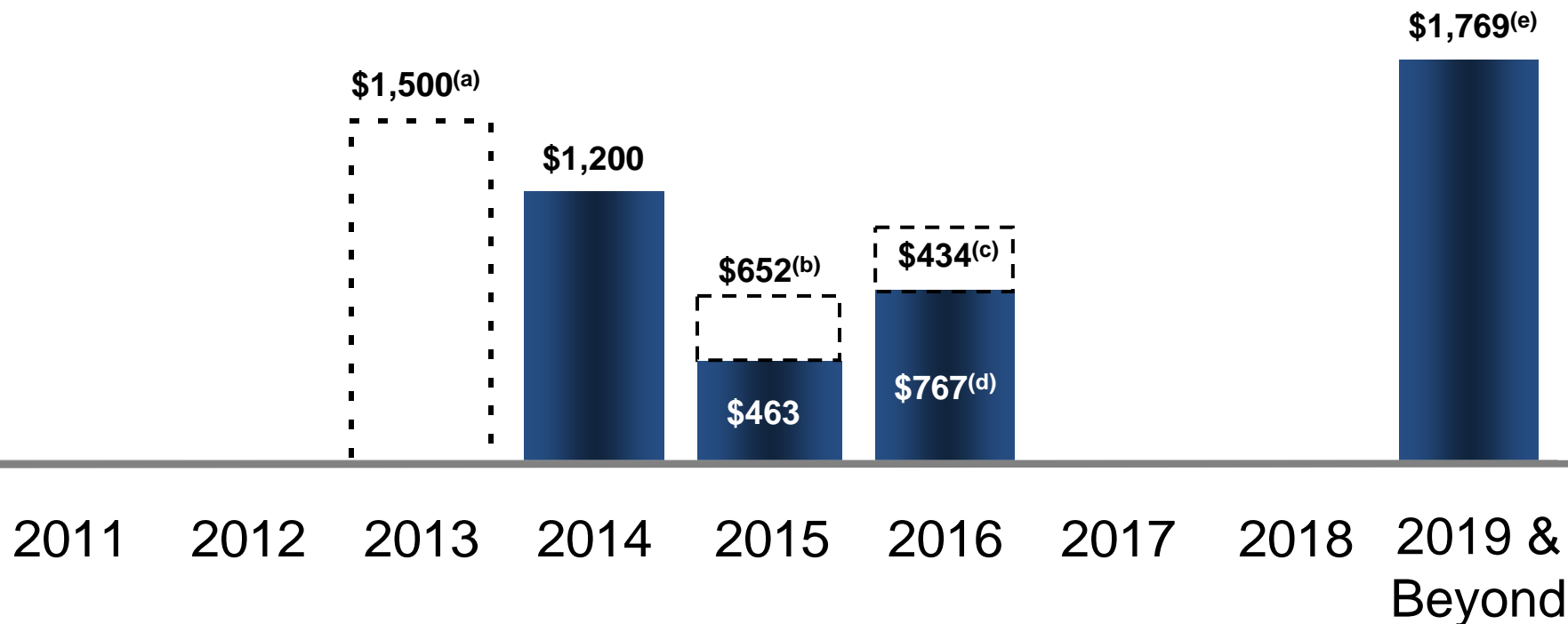
c) Cash flows from operations reconciliation on page 29.

# Second Quarter 2011 Maturity Schedule



(\$ in millions)

  Undrawn Credit Lines    
  Funded Debt



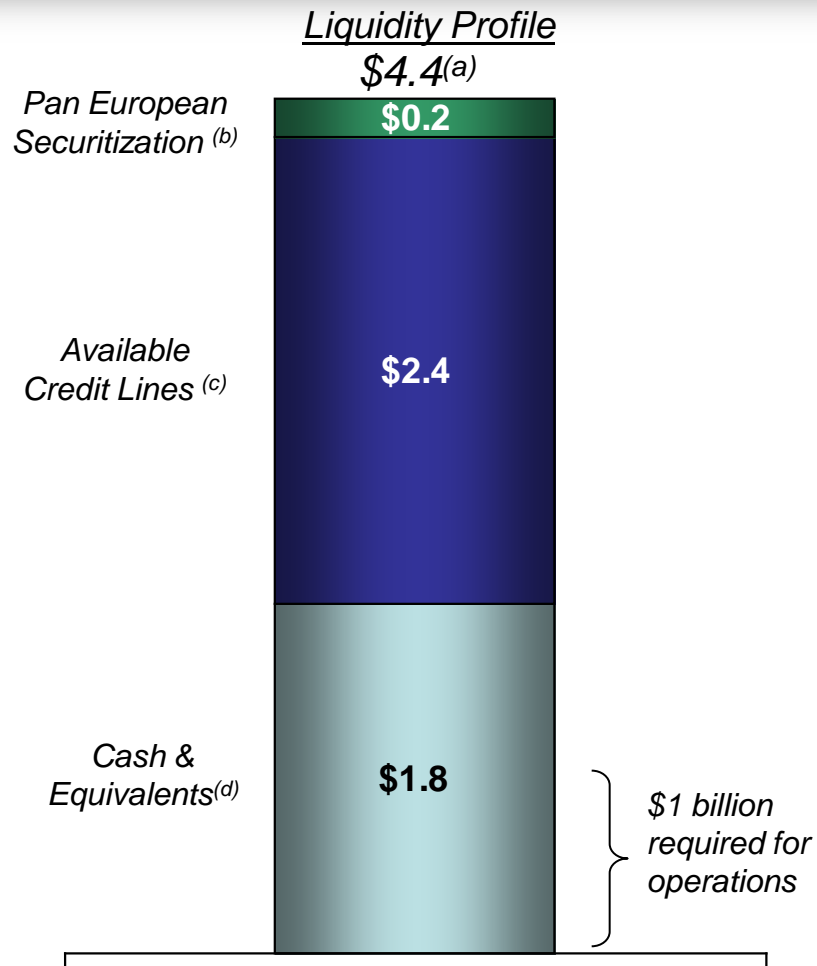
**Note:** Based on balance sheet values and excludes notes payable, capital leases and other domestic and foreign debt. Detail on all outstanding debt as of June 30, 2011 in Appendix on page 28.

- (a) At June 30, 2011, \$415 million of letters of credit were issued under the U.S. revolving credit facility.
- (b) At June 30, 2011, \$463 million of \$652 million (€320 million of €450 million) accounts receivable facility was available and funded.
- (c) At June 30, 2011, \$7 million of letters of credit were issued under the European revolving credit facility.
- (d) \$629 million outstanding on our 10.5% notes and \$138 million borrowed under the European revolving credit facility.
- (e) \$362 million Eurobond due in 2019, \$1,258 million due in 2020 and \$149 million due in 2028.

# Second Quarter 2011 Liquidity Profile



(\$ in billions)



**June 30, 2011**

- (a) Total liquidity comprised of \$1,804 million cash and cash equivalents, \$2,398 million of unused availability under various credit agreements, and the additional \$189 million committed under the Pan-European securitization program.
- (b) Committed Pan-European securitization program of \$652 million (€450 million) subject to available receivables. As of June 30, 2011, \$463 million (€320 million) available and fully utilized.
- (c) Includes \$231 million of financing related to relocation and expansion of manufacturing facility in China.
- (d) Includes \$241 million of cash in Venezuela denominated in bolivares fuertes.

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



### 2011 (See next page)

- Rationalizations, asset write-offs and accelerated depreciation, \$66 million (27 cents per share)
- Financing fees related to the early partial redemption of 10.5% senior notes, \$53 million (22 cents per share)
- Discrete tax charges, \$7 million (3 cents per share)
- Costs related to tornado damage at a manufacturing facility, \$3 million (1 cent per share)
- Gain from asset sales, \$10 million (4 cents per share)

### 2010

- Rationalizations, asset write-offs and accelerated depreciation, \$8 million (3 cents per share)
- One-time importation cost adjustment, \$3 million (1 cent per share)
- Gain from asset sales, \$8 million (3 cents per share)

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



## Second Quarter 2011

(\$ in millions, except EPS)

	Reported	Significant Items				
		Rationalizations & Accelerated Depreciation	Debt Redemption	Tax Items	Fayetteville Tornado	Asset Sales
Net Sales	\$ 5,620	-	-	-	-	-
Cost of Goods Sold	4,572	(24)	-	-	(3)	-
Gross Margin	1,048	24	-	-	3	-
	18.6%					
SAG	753	-	-	-	-	-
Interest Expense	81	-	-	-	-	-
Rationalizations	46	(46)	-	-	-	-
Other Expense	48	-	(53)	-	-	12
Pre-tax Income	120	70	53	-	3	(12)
Taxes	64	3	-	(10)	-	(2)
Minority Interest	9	1	-	3	-	-
Reported Net Income	\$ 47	66	53	7	3	(10)
Preferred Dividends	7	-	-	-	-	-
Net Income Available to Common Shareholders	\$ 40	66	53	7	3	(10)
EPS	\$ 0.16	\$ 0.27	\$ 0.22	\$ 0.03	\$ 0.01	\$ (0.04)



# Mandatory Convertible Preferred Stock Common Share Impact Upon Conversion



<u>Common Share Price</u>	<u>Conversion Rate</u>	<u>Common Shares Issuable upon Conversion</u>	<u>% Dilution *</u>	<u>Common Share Price Appreciation**</u>
\$14.57 and below	3.4317	34,317,000	14.1%	0%
\$15.00	3.3333	33,333,333	13.7%	3%
\$16.00	3.1250	31,250,000	12.8%	10%
\$17.00	2.9412	29,411,765	12.1%	17%
\$18.00	2.7778	27,777,778	11.4%	24%
\$18.21 and above	2.7454	27,454,000	11.3%	25%

\* Assumes 244 million common shares outstanding as of 6/30/11

\*\* Appreciation from Goodyear common share price of \$14.57 on date of issuance of Mandatory Convertible Preferred Stock

# Reconciliation for Segment Operating Income / Margin



(\$ in millions)

	Three Months Ended June 30,	
	2011	2010
Total Segment Operating Income	\$ 382	\$ 219
Rationalizations	(46)	(6)
Interest expense	(81)	(77)
Other expense	(48)	(7)
Asset write-offs and accelerated depreciation	(25)	(6)
Corporate incentive compensation plans	(21)	(20)
Pension curtailments/settlements	(11)	-
Intercompany profit elimination	(2)	7
Other	(28)	(28)
Income before Income Taxes	\$ 120	\$ 82
United States and Foreign Taxes	64	43
Less: Minority Shareholders Net Income	9	11
Goodyear Net Income	<u>\$ 47</u>	<u>\$ 28</u>
Sales	\$5,620	\$4,528
Return on Sales	0.8%	0.6%
Total Segment Operating Margin	6.8%	4.8%

# Reconciliation for Total Debt and Net Debt



(\$ in millions)

	<b>June 30, 2011</b>	<b>March 31, 2011</b>	<b>December 31, 2010</b>
Long term debt and capital leases	\$4,786	\$4,795	\$4,319
Notes payable and overdrafts	261	245	238
Long term debt and capital leases due within one year	257	244	188
Total debt	\$5,304	\$5,284	\$4,745
Less: Cash and cash equivalents	1,804	2,215	2,005
Net debt	\$3,500	\$3,069	\$2,740
Change in Net Debt vs Prior Period	\$ 431	\$ 329	

# Second Quarter 2011 Debt



(\$ in millions)

	June 30, 2011	March 31, 2011	December 31, 2010
<b>Notes Payable:</b>			
Notes Payable and Overdrafts	\$ 261	\$ 245	\$ 238
<b>Long-Term Debt:</b>			
<b>Notes:</b>			
10.5% due 2016	\$ 629	\$ 967	\$ 966
6.75% Euro Notes due 2019	362	-	-
8.25% due 2020	994	994	993
8.75% due 2020	264	263	263
7% due 2028	149	149	149
<b>Credit Facilities:</b>			
\$1.5 billion first lien revolving credit facility due 2013	-	-	-
\$1.2 billion second lien term loan facility due 2014	1,200	1,200	1,200
€400 million revolving credit facility due 2016	138	291	-
Pan-European accounts receivable facility due 2015	463	418	319
Chinese credit facilities	329	261	153
Other domestic and international debt	496	477	446
	<u>\$ 5,024</u>	<u>\$ 5,020</u>	<u>\$ 4,489</u>
Capital lease obligations	19	19	18
	<u>\$ 5,043</u>	<u>\$ 5,039</u>	<u>\$ 4,507</u>
<b>Total Debt</b>	<u><u>\$ 5,304</u></u>	<u><u>\$ 5,284</u></u>	<u><u>\$ 4,745</u></u>

# Reconciliation for Cash Flow



	Six Months Ended	
	June 30,	
<i>(\$ in millions)</i>	<u>2011</u>	<u>2010</u>
<b>Cash Flows From Operating Activities:</b>		
Net Income	\$ 180	\$ 15
Adjustments to reconcile Net Income to cash flows from operating activities:		
Depreciation and amortization	374	321
Amortization and write-off of debt issuance costs	24	10
Net rationalization charges	55	8
Net gains on asset sales	(13)	(24)
Pension contributions and direct payments	(106)	(127)
Rationalization payments	(26)	(31)
Venezuela currency devaluation	-	110
Changes in operating assets and liabilities net of asset acquisitions and dispositions:		
Accounts receivable	(701)	(428)
Inventories	(960)	(592)
Accounts payable - trade	405	502
Compensation and benefits	166	213
Other current liabilities	(28)	67
Other assets and liabilities	(39)	139
<b>Total Cash Flows From Operating Activities</b>	<b><u>\$ (669)</u></b>	<b><u>\$ 183</u></b>



**GOODYEAR**