CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of December and Cumulative for 12 Months, 2003,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of November 2003
Relative to Industry Results or Levels, Compared with Prior Year Periods

The following table summarizes selected agricultural and construction equipment industry retail unit sales results in North America as compared with prior year periods. Industry results for the current periods are expressed as a percentage change from the prior year periods, by major product category. The percentage change reflects only industry retail unit sales results and is derived from flash, or preliminary actual, data of the U.S. Association of Equipment Manufacturers ('AEM') and of the Canadian Farm and Industrial Equipment Institute ('CFIEI').

These industry data are based on unit sales as preliminarily reported by AEM and CFIEI member companies and include most, but not all, of the equipment sold in each of the categories. The data are subject to revision from time to time and caution should be maintained when using the data for any purpose. Actual results will vary and may not be known for some time. Over time, industry results will be adjusted to reflect actual sales differences, reclassifications, or other factors. Retail unit sales will fluctuate from month to month due to several factors, including timing of new products and new product introductions, product availability, and sales programs. CNH Global N.V.'s performance for the same periods is described relative to the change in industry results.

Also included in the table are indicators of North American dealer inventory levels. Industry data are derived from the flash, or preliminary actual, data of the AEM and CFIEI and expressed as the number of months of inventory on hand, based on the simple average of the previous 12 months retail unit sales results. CNH Global N.V.'s dealer's inventory levels for the same periods are described relative to the industry levels.

This information reflects point-in-time data that is not necessarily representative of either the market nor of CNH Global N.V.'s relative performance going forward, nor does it reflect or imply any forward-looking information regarding the market or CNH Global N.V.'s relative performance in that market.

Copies of the relevant Agricultural Flash report from AEM and CFIEI follow the table.

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CATEGORY	Total North American INDUSTRY	CNH RELATIVE PERFORMANCE (All Brands)
RETAIL UNIT SALES: MONTH OF DEC. 2003		
Agricultural Tractors: under 40 horsepower (2WD)	+ 29.8%	up moderate double digits, slightly less than the industry
40 to 100 horsepower (2WD)	+ 26.4%	up high double digits, significantly more than the industry
over 100 horsepower (2WD)	(7.4%)	down low double digits, moderately worse than the industry
4 wheel drive tractors	+ 19.4%	up moderate double digits, moderately better than the industry
Sub total tractors over 40 hp	+ 17.3%	up equal to the industry
Total Ag tractors	+ 23.1%	up low double digits, slightly less than the industry
Combines	(9.4%)	up high single digits, significantly better than the industry
Loader/backhoes	+ 42.8%	up moderate double digits, slightly less than the industry
Skid Steer Loaders	+ 32.0%	up high double digits, significantly better than the industry
Total Heavy Construction Equipment	+ 33.9%	up low double digits, significantly less than the industry
RETAIL UNIT SALES: 12 MONTHS, 2003		
Agricultural Tractors: under 40 horsepower (2WD)	+ 27.4%	up mid single digits
40 to 100 horsepower (2WD)	+ 10.0%	up high single digits, in line with the industry
over 100 horsepower (2WD)	+ 2.8%	flat, slightly worse than the industry
4 wheel drive tractors	+ 8.3%	up low single digits, moderately less than the industry
Sub total tractors over 40 hp	+ 8.4%	up mid single digits, in line with the industry
Total Ag tractors	+ 19.0%	up mid single digits
Combines	(2.4%)	up low double digits, significantly better than the industry
Loader/backhoes	+ 7.3%	down mid single digits, moderately worse than the industry
Skid Steer Loaders	+ 4.1%	down mid single digits, moderately worse than the industry
Total Heavy Construction Equipment	+ 11.5%	up low double digits, in line with the industry
DEALER INVENTORIES: END OF November 2003		
Agricultural Tractors: under 40 horsepower (2WD)	4.2 months supply	in line with the industry
40 to 100 horsepower (2WD)	4.4 months supply	1 month lower than the industry
over 100 horsepower (2WD)	4.7 months supply	1 month lower than the industry
4 wheel drive tractors	3.4 months supply	in line with the industry
Total tractors	4.3 months supply	½ month lower than the industry
Combines	3.2 months supply	1 month higher than the industry

Dated: January 20, 2004

ASSOCIATION OF EQUIPMENT MANUFACTURERS

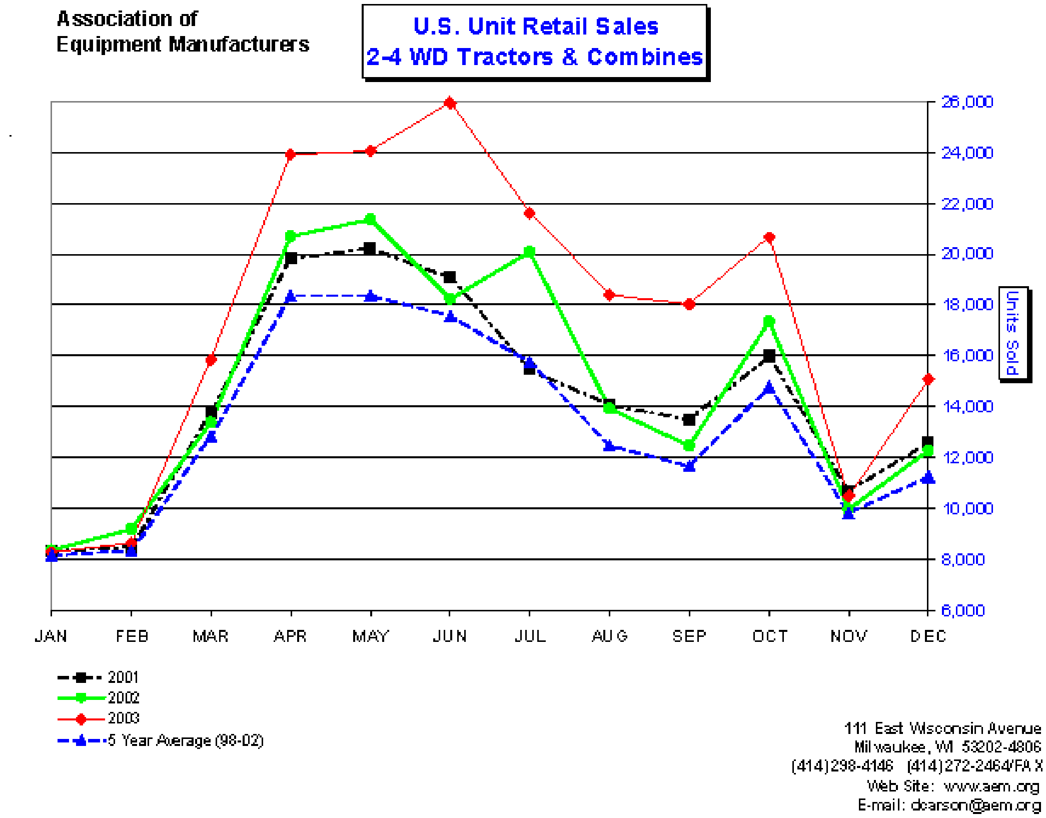
Industry Trends

U.S. Ag Flash Reports

December 2003 Flash Report
U.S. Unit Retail Sales

(Report released 1/12/2004)

Equipment	Dec. 2003	Dec. 2002	% Chg.	Y-T-D 2003	Y-T-D 2002	% Chg.	Nov. 2003 U.S. Field Inventory
Farm Wheel Tractors - 2 Wheel Drive							
Under 40 HP	7,148	5,434	31.5	125,333	97,785	28.2	42,811
40 & Under 100 HP	5,296	3,994	32.6	60,304	53,771	12.1	21,750
100 HP & Over	1,339	1,311	2.1	14,223	13,799	3.1	5,713
Total - 2 Wheel Drive	13,783	10,739	28.3	199,860	165,355	20.9	70,274
Total - 4 Wheel Drive	273	224	21.9	2,837	2,680	5.9	770
Total Farm Wheel Tractors	14,056	10,963	28.2	202,697	168,035	20.6	71,044
Combines (Self-Propelled)	566	651	-13.1	4,644	5,038	-7.8	1,231



These data are, in part, estimates that are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the fifty states and the District of Columbia.

Ag Flash Report is updated by the 15th of the month.

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ASSOCIATION OF EQUIPMENT MANUFACTURERS

Industry Trends

Canadian Ag Flash Reports

December 2003 Flash Report Canada Unit Retail Sales

(Report released 1/12/2004)

These data are, in part, estimates that are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the Provinces of Canada.

	December			December YTD			November	
Equipment	**2003**	**2002**	**% Chg.**	**2003**	**2002**	**% Chg.**	**2003 Canadian (Field) Inventory**	**2002 Canadian (Field) Inventory**
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	277	285	-2.8	5,596	4,994	12.1	2,594	2,673
40 & Under 100 HP	468	565	-17.2	6,511	6,967	-6.5	2,464	2,788
100 HP & Over	248	402	-38.3	3,794	3,731	1.7	1,425	1,282

Total - 2 Wheel Drive	993	1,252	-20.7	15,901	15,692	1.3	6,483	6,743
Total - 4 Wheel Drive	59	54	9.3	673	560	20.2	194	197
Total Farm Wheel Tractors	1,052	1,306	-19.4	16,574	16,252	2.0	6,677	6,940
Combines (Self-Propelled)	130	117	11.1	1,243	994	25.1	371	312

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