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, 2002,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of November 2002
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. 2002		
Agricultural Tractors: under 40 horsepower (2WD)	(8.4%)	down low double digits, moderately worse than the industry
40 to 100 horsepower (2WD)	(8.7%)	down low double digits, moderately worse than the industry
over 100 horsepower (2WD)	(5.9%)	up moderate double digits
4 wheel drive tractors	(27.7%)	up moderate double digits
Total tractors	(8.7%)	down mid single digits, slightly better than the industry
Combines	+ 6.6%	up low double digits
Loader/backhoes	(22.9%)	down moderate double digits, moderately worse than the industry
Skid Steer Loaders	(12.6%)	down moderate double digits, moderately worse than the industry
Total Heavy Construction Equipment	(5.5%)	up moderate double digits, moderately better than the industry
RETAIL UNIT SALES: 12 MONTHS, 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 6.0%	up mid single digits, equal to the industry
40 to 100 horsepower (2WD)	(0.8%)	down low double digits, moderately worse than the industry
over 100 horsepower (2WD)	(14.8%)	down low double digits, in line with the industry
4 wheel drive tractors	(18.8%)	down low double digits, in line with the industry
Total tractors	+ 0.8%	down mid single digits, moderately worse than the industry
Combines	(20.3%)	down high single digits, moderately better than the industry
Loader/backhoes	(16.6%)	down moderate double digits, moderately worse than the industry
Skid Steer Loaders	(13.8%)	down low double digits, slightly worse than the industry
Total Heavy Construction Equipment	(6.2%)	down low double digits, moderately worse than the industry
DEALER INVENTORIES: END OF NOVEMBER 2002		
Agricultural Tractors: under 40 horsepower (2WD)	4.9 months supply	1 month lower than the industry
40 to 100 horsepower (2WD)	5.0 months supply	> 1 month lower than the industry
over 100 horsepower (2WD)	4.6 months supply	> 1 month lower than the industry
4 wheel drive tractors	4.3 months supply	in line with the industry
Total tractors	4.9 months supply	1 month lower than the industry
Combines	3.0 months supply	1 month higher than the industry

Dated: January 16, 2003

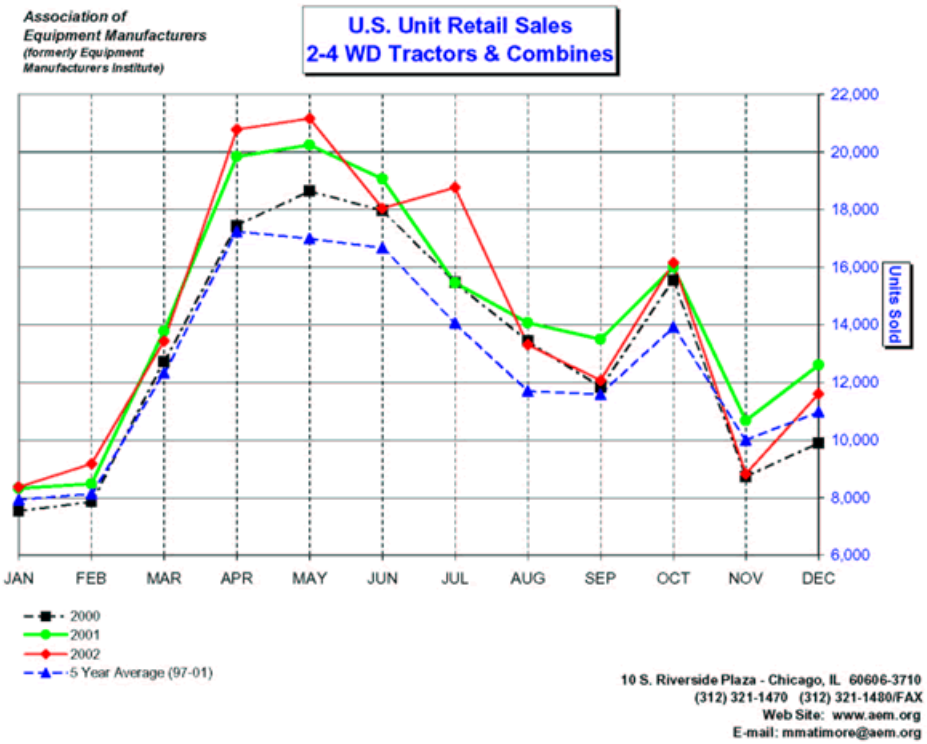
Industry Trends

U.S. Ag Flash Reports

December 2002 Flash Report
U.S. Unit Retail Sales

(Report released January 13, 2003)

Equipment	December 2002	December 2001	% Chg.	Y-T-D 2002	Y-T-D 2001	% Chg.	November 2002 U.S. Field Inventory
Farm Wheel Tractors - 2 Wheel Drive							
Under 40 HP	5,404	5,856	(7.7%)	96,757	91,004	6.3%	39,388
40 & Under 100 HP	3,982	4,337	(8.2%)	53,521	54,022	(0.9%)	22,660
100 HP & Over	1,327	1,500	(11.5%)	13,887	17,063	(18.6%)	5,508
Total - 2 Wheel Drive	10,713	11,693	(8.4%)	164,165	162,089	1.3%	67,556
Total - 4 Wheel Drive	222	281	(21.0%)	2,682	3,425	(21.7%)	1,007
Total - Farm Wheel Tractors	10,935	11,974	(8.7%)	166,847	165,514	0.8%	68,563
Combines (Self-Propelled)	662	628	5.4%	5,052	6,422	(21.3%)	1,188



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.

For further information, please contact Mary Matimore at 312-321-1470.

<< Back To U.S. Ag Reports Home

Chicago Office
10 S. Riverside Plaza Suite 1220
Chicago, IL 60606-3710
Phone: 312-321-1470 Fax: 312-321-1480

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Toll Free: 866-AEM-0442
Click here to read our Legal and Privacy Information
Contact Us

Milwaukee Office
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806
Phone: 414-272-0943 Fax: 414-272-1170

Industry Trends

Canadian Ag Flash Reports

December 2002 Flash Report Canada Unit Retail Sales

(Report released 1/13/2003)

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	**2002**	**2001**	**% Chg.**	**2002**	**2001**	**% Chg.**	**2002 Canadian (Field) Inventory**	**2001 Canadian (Field) Inventory**
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	280	346	(19.1%)	4,980	4,957	0.5%	2,712	2,310
40 & Under 100 HP	547	621	(11.9%)	6,937	6,948	0.4%	2,794	3,083
100 HP & Over	407	343	18.7%	3,752	3,650	2.8%	1,282	1,240
Total - 2 Wheel Drive	1,234	1,310	(5.8%)	15,705	15,555	1.0%	6,788	6,633
Total - 4 Wheel Drive	54	101	(46.5%)	561	571	(1.8%)	197	185
Total Farm Wheel Tractors	1,228	1,411	(8.7%)	16,266	16,126	0.9%	6,985	6,818
Combines (Self-Propelled)	114	100	14.0%	991	1,163	(14.8%)	312	284

Chicago Office
10 S. Riverside Plaza Suite 1220
Chicago, IL 60606-3710
Phone: 312-321-1470 Fax: 312-321-1480

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Toll Free: 866-AEM-0442
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Contact Us

Milwaukee Office
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806
Phone: 414-272-0943 Fax: 414-272-1170