



CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of [October](#) and Cumulative for 10 Months, [2002](#),
And Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of [September 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.

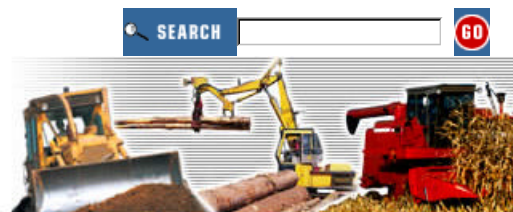
Also included in the table are indicators of North American dealer inventory levels. Industry data are derived from the flash, or preliminary actual, data of the AEM and CFIEI and expressed as the number of months of inventory on hand, based on the simple average of the previous 12 months retail unit 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 OCT. 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 1.5%	down low single digits
40 to 100 horsepower (2WD)	+ 6.9%	down low double digits
over 100 horsepower (2WD)	(9.3%)	down high double digits
4 wheel drive tractors	+ 6.5%	up moderate double digits
Total tractors	+ 1.8%	down low double digits
Combines	(8.1%)	down moderate double digits
Loader/backhoes	(15.5%)	down low double digits, slightly worse than the industry
Skid Steer Loaders	(23.3%)	down mid single digits
Total Heavy Construction Equipment	(4.8%)	down low single digits, slightly better than the industry
RETAIL UNIT SALES: 10 MONTHS, 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 7.8%	up high single digits, equal to the industry
40 to 100 horsepower (2WD)	+ 2.1%	down low double digits
over 100 horsepower (2WD)	(14.3%)	down low double digits, in line with the industry
4 wheel drive tractors	(15.8%)	down moderate double digits, moderately more than the industry
Total tractors	+ 2.9%	down mid single digits
Combines	(22.1%)	down low double digits, moderately better than the industry
Loader/backhoes	(16.3%)	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	(6.1%)	down low double digits, moderately worse than the industry
DEALER INVENTORIES: END OF SEPTEMBER 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	4.9 months supply	1 month less than the industry
40 to 100 horsepower (2WD)	5.3 months supply	1 month less than the industry
over 100 horsepower (2WD)	5.1 months supply	> 1 month less than the industry
4 wheel drive tractors	4.6 months supply	in line with the industry
Total tractors	5.0 months supply	1 month less than the industry
Combines	3.7 months supply	in line with the industry

Dated: November 14, 2002

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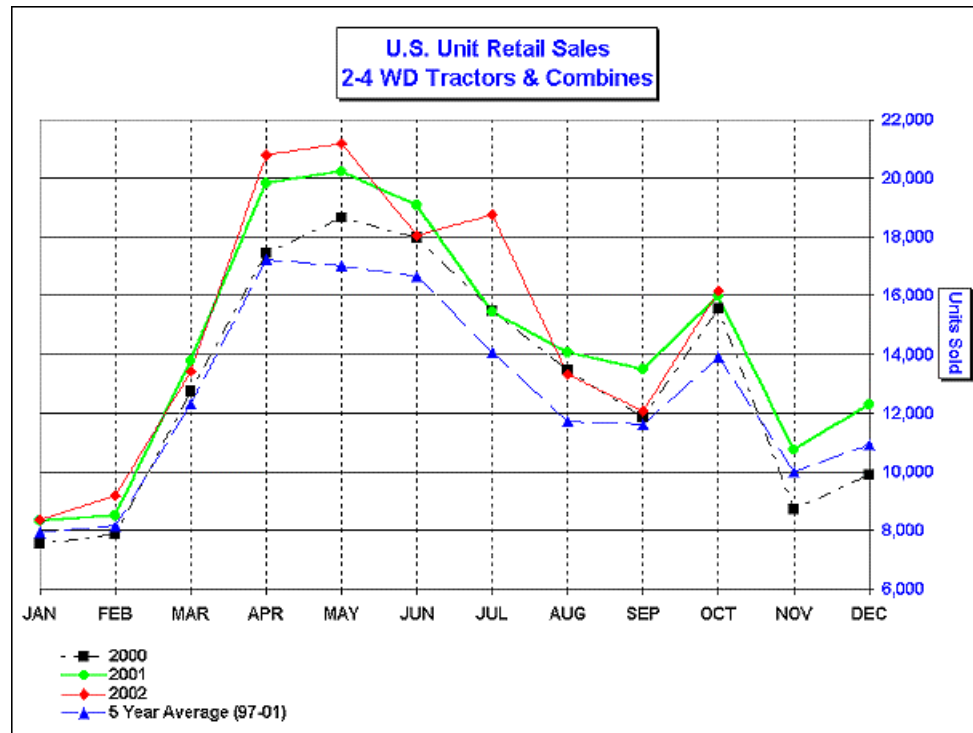
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U.S. Ag Flash Reports

October 2002 Flash Report U.S. Unit Retail Sales

(Report released November 12, 2002)

Equipment	October 2002	October 2001	% Chg.	Y-T-D 2002	Y-T-D 2001	% Chg.	September 2002 U.S. Field Inventory
2 Wheel Drive							
Under 40 HP	7,806	7,687	1.5%	86,609	80,102	8.1%	38,642
40 & Under 100 HP	5,157	4,906	5.1%	46,528	45,667	1.9%	23,716
100 HP & Over	2,002	2,191	(8.6%)	11,987	14,582	(17.8%)	6,316
Total	14,965	14,784	1.2%	145,124	140,351	3.4%	68,674
4 Wheel Drive	403	383	5.2%	2,375	2,943	(19.3%)	1,097
Total Farm Wheel Tractors	15,368	15,167	1.3%	147,499	143,294	2.9%	69,771
Combines (Self-Propelled)	779	823	(5.3%)	4,136	5,374	(23.0%)	1,536



Published monthly, the AEM Agriculture Flash Report compares monthly data from the current and past year of the U.S. unit retail sales of two and four wheel drive tractors and self-propelled combines. Data shown on the report are estimates which 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. Data presented in the report represents most, but not all, of the manufacturers in each product category being sold at retail in the 50 states and the District of Columbia.

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

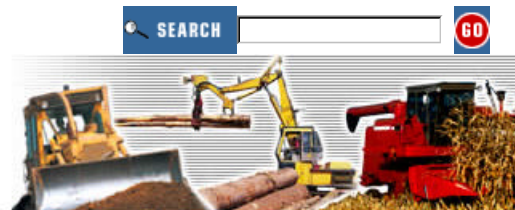
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Canadian Ag Flash Reports

October 2002 Flash Report Canada Unit Retail Sales

(Report released November 14, 2002)

The Canadian Farm & Industrial Equipment Institute, Burlington, Ontario today announced retail sales of farm tractors and combine harvesters in Canada for the month. These data are based on unit sales reported by CFIEI member companies. This report includes most, but not all of the machines and implements sold in each of these categories.

These data are subject to revision from time to time and caution should be maintained when using the data for any purpose

	October			October Year-To-Date			September	
Equipment	2002	2001	% Chg.	2002	2001	% Chg.	2002 Canadian (Field) Inventory	2001 Canadian (Field) Inventory
2Wheel Tractors								
Under 40 HP	491	488	0.6%	4,309	4,257	1.2%	2,833	2,833
40& Under 100 HP	1,066	916	16.4%	5,815	5,590	4.0%	3,622	3,801
100 HP & Over	434	496	(12.5%)	3,106	3,029	2.5%	1,474	1,479
Total	1,991	1,900	4.8%	13,230	12,876	2.7%	7,929	8,113
4 WD Tractors	54	46	17.4%	478	444	7.7%	208	185
Total Farm Wheel Tractors	2,045	1,946	5.1%	13,708	13,320	2.9%	8,137	8,298
Combines (Self-Propelled)	127	163	(22.1%)	833	1,006	(17.2%)	387	428

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