

CNH Realigns Agricultural Business Into 3 Units

LAKE FOREST, Ill.—CNH Global N.V. (NYSE:CNH) recently announced a reorganization of its global agricultural equipment business into three regional units, a change designed to provide the company with increased flexibility and an enhanced ability to quickly respond to regional market and customer requirements.

The realignment of CNH's agricultural equipment operations, effective January 1, 2003, gives increased manufacturing, marketing and financial decision-making responsibilities to each of the three new regional units. Each unit also will be charged with further building and maintaining customer and dealer relationships within the region.

"The centralized approach in place since the merger of Case and New Holland provided CNH with the momentum needed to achieve its integration goals," said Paolo Monferino, CNH president and chief execu-

tive officer. "By further enhancing our customer- and market-focused approach, we are moving operations 'closer' to the customer, enabling us to better respond to their needs and take advantage of every opportunity for future growth."

In the new organization, the design and development of new products, along with industrial governance, will continue to be managed globally. Strategic marketing and brand governance, as well as agricultural supply chain management, also will remain global functions.

Working directly with Monferino, William T. (Tom) Kennedy will lead the transition

process, including implementation of the key processes governing the relationships between the central functions and the regions.

Luciano Paiola, who has led CNH's agricultural tractor engineering and manufacturing operations, will assume responsibility for global product development and industrial governance.

Bernard Melard will be responsible for strategic marketing and brand governance and Herbert Wolf will continue to lead the agricultural equipment supply chain management process.

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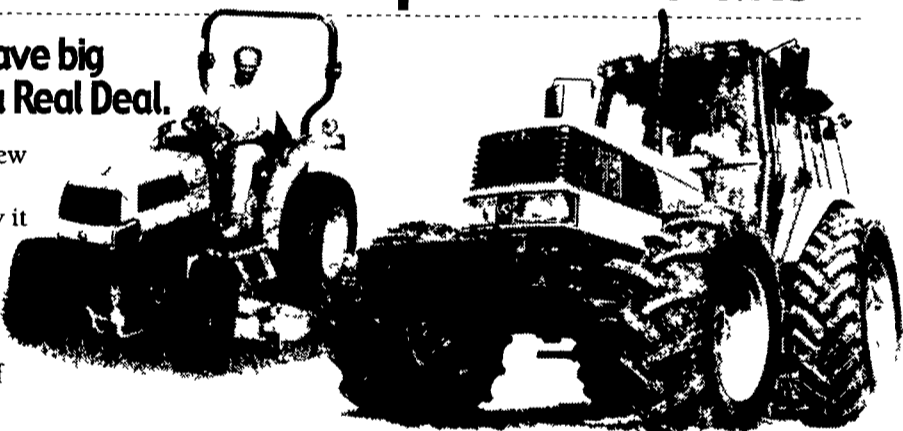
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