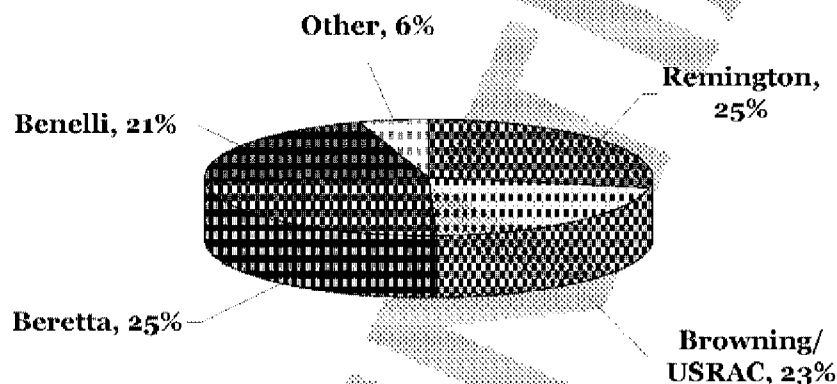


### 2002 Autoloading Shotgun Brand Share (% of Units)



### Remington Segment Performance

Remington's autoloading shotgun line includes the Model 1100, Model 11-87 and the SP-10. 2002 sales totaled nearly 53M units, or \$24.7MM in revenue. This represents a 3.3% decrease in units and an 11.1% decrease in revenue from 2001 actuals. Worldwide Remington performance for the autoloading category follows:

Autoloading Shotguns	1999 Actual	2000 Act.	2001 Act.	2002 Act.	2003 Fcst.	2003 P.O.
Units Sales (M)	62.3	79.3	54.6	52.8	56.3	55.5
Sales Dollars (\$MM)	26.7	36.9	27.8	24.7	26.7	26.5
Standard Margin (\$MM)	11.4	18.3	11.5	10.5	11.0	10.9
Standard Margin % Sales	42.5%	49.5%	41.4%	42.3%	41.2%	40.9%

### Competitive Outlook

- The domestic autoloading shotgun market has undergone significant recent changes. During the last two decades, an overseas manufacturer (Beretta Group) has managed to climb to the top in terms of share and hold a dominant position for several years. As recently as 10 years ago, Remington enjoyed that dominant position, staying steady at 35-40% share of units. Unfortunately, the most reliable