

# Europe Passenger Cars Sales (Mar 2022)

## Sales of New Cars fell 18.8% in March 2022

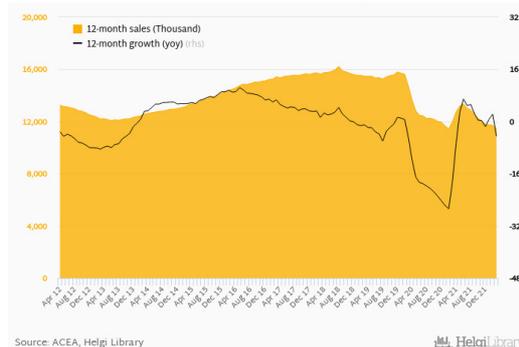
Sales of new cars decreased by 261 thousand in March compared to last year. In the first three months of the year, the decline reached 10.6% yoy. The biggest improvement was seen in Iceland (up 51.6%) while sales in Sweden dropped the most (down 39.5%). Volkswagen Group sold the most cars in March 2022 in Europe, some 257 thousand vehicles representing 22.8% of the European market.

- ✓ In March, passenger car registrations in the EU continued to decline (-20.5%), with 844,187 units sold. The ongoing supply chain disruptions, further exacerbated by Russia's invasion of Ukraine, negatively affected car production. As a result, most countries in the region recorded double-digit drops in sales.
- ✓ In March, most vehicles (243 thousand) were sold in the United Kingdom (down 14.3% yoy), followed by Germany (241 thousand, down 17.5%), France with 147 thousand cars (down 19.5%), 119 thousand new vehicles were registered in Italy (down 29.6%) and 59.9 thousand in Spain (down 30.2%). The five largest countries accounted for 66.7% of total new vehicles registered in March 2022.
- ✓ In relative terms, sales in Iceland (+51.6%) and Romania (+40.2%) showed the best performance compared to a year ago, whereas registration in Sweden and Denmark performed the worst (-39.5% and -38.4% yoy), in March 2022, according to ACEA.
- ✓ Volkswagen Group sold the most cars in March 2022 in Europe, some 257 thousand vehicles representing 22.8% of the European market. Sales of PSA Group amounted to 150 thousand vehicles (or 13.3% of the market) while Hyundai Group and Renault Group held 9.60% and 8.40% of the European market in March. Overall, the five largest manufacturers sold 61.2% of all new cars in March:

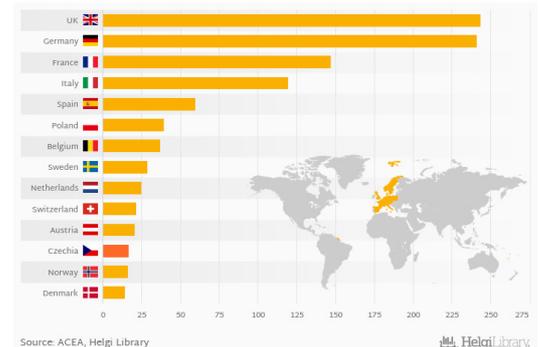
Country	Mar 2022	Yoy Change
UK	243	-14.3%
Germany	241	-17.5%
France	147	-19.5%
Italy	119	-29.6%
Spain	59.9	-30.2%
Poland	39.5	-17.4%
Belgium	37.0	-17.7%
Sweden	28.7	-39.5%
Netherlands	25.0	3.20%
Switzerland	21.7	-13.9%
Austria	20.7	-30.1%
Czechia	16.9	-15.7%
Norway	16.2	5.99%
Denmark	14.6	-38.4%
Portugal	13.4	5.29%
Ireland	12.9	39.8%
Hungary	11.2	-10.3%
Romania	11.0	40.2%
Greece	8.41	-6.39%
Finland	7.54	-27.7%

Data tells a story

Annual Sales of New Passenger Cars in Europe  
Number of Vehicles (thousand) and Annual growth



Where Most Cars Were Sold in Europe?  
Number of New Passenger Cars Sold (thousand), March 2022





## Sales of New Cars in Europe fell 18.8% in March 2022

Sales of new cars decreased by 261 thousand in March compared to last year

In the first three months of the year, the decline reached 10.6% yoy

Iceland performed relatively the best (up 51.6% yoy) while sales in Sweden showed the weakest change compared to the last year (down 39.5% yoy)

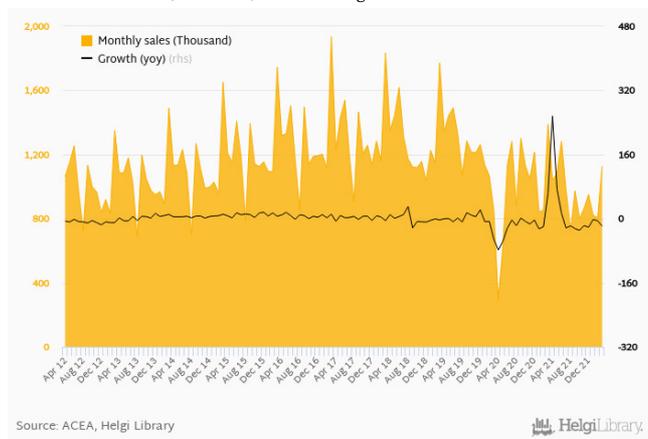
Sales of new passenger cars reached 1,127 thousand in March 2022 in the enlarged Europe (EU plus Iceland, Norway and Switzerland), according to ACEA. This is 18.8%, or 261 thousand less than in the previous year. In the first three months of 2022, some 2,754 thousand cars were sold in Europe, down 10.6% yoy.

In March, passenger car registrations in the EU continued to decline (-20.5%), with 844,187 units sold. The ongoing supply chain disruptions, further exacerbated by Russia’s invasion of Ukraine, negatively affected car production. As a result, most countries in the region recorded double-digit drops in sales.

Historically, between 1990 and 2022, sales of passenger cars in Europe reached a high of 1,937 thousand in March 2017 and a low of 292 thousand in April 2020.

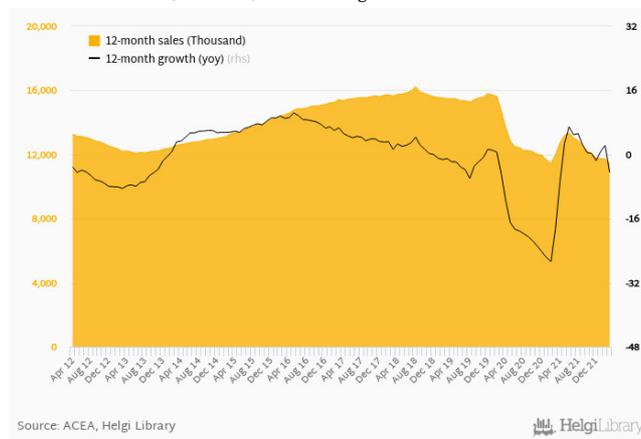
### Monthly Sales of New Passenger Cars in Europe

Number of Vehicles (thousand) and Annual growth



### Annual Sales of New Passenger Cars in Europe

Number of Vehicles (thousand) and Annual growth





## Sales by Country

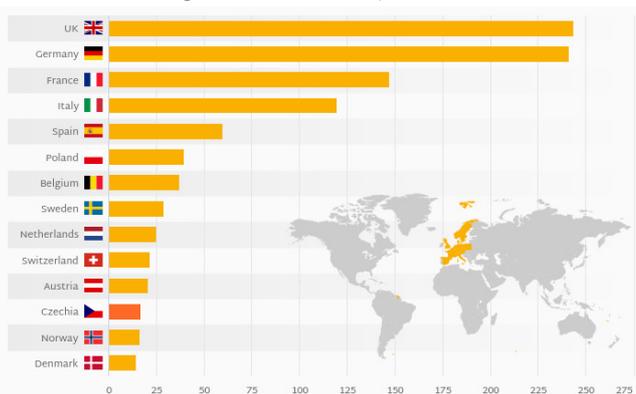
In March, most vehicles (243 thousand) were sold in the United Kingdom (down 14.3% yoy), followed by Germany (241 thousand, down 17.5%), France with 147 thousand cars (down 19.5%), 119 thousand new vehicles were registered in Italy (down 29.6%) and 59.9 thousand in Spain (down 30.2%). The five largest countries accounted for 66.7% of total new vehicles registered in March 2022.

In absolute terms, the best performance in sales of new cars has been seen in Ireland (up 3.67 thousand cars) and Romania (up 3.16 thousand cars). At the other end of the scale, Germany and Italy showed the weakest change in registration of new cars in March when compared to last year (down 51.0 thousand and down 50.2 thousand cars, respectively).

In relative terms, sales in Iceland (+51.6%) and Romania (+40.2%) performed the best compared to a year ago, whereas registration in Sweden and Denmark the worst (-39.5% and -38.4% yoy), in March 2022, according to ACEA:

### Where Most Cars Were Sold in Europe?

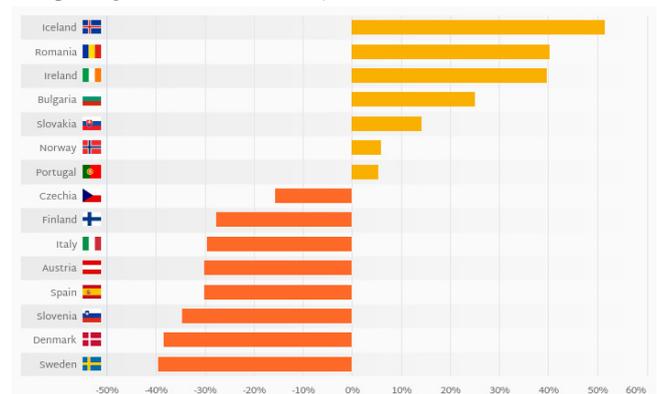
Number of New Passenger Cars Sold (thousand), March 2022



Source: ACEA, Helgi Library

### Change in Demand for New Cars in Europe

Change Compared to the Previous Year, March 2022



Source: ACEA, Helgi Library



In the first three months of the year, some 2,754 thousand cars were sold in Europe, down 10.6% yoy. The table below shows details of the sales for each of the European country:

### Sales of new passenger cars in Europe (thousands of vehicles)

COUNTRY	March 2022	March 2021	YOY Change %	1-3/2022	1-3/2021	YOY Change %
Austria	20.7	29.5	-30.1	52.4	63.5	-17.5
Belgium	37.0	45.0	-17.7	103	119	-13.5
Bulgaria	2.70	2.16	25.2	6.67	5.58	19.5
Croatia	3.81	4.15	-8.17	9.63	10.5	-7.98
Cyprus	0.848	0.964	-12.0	3.06	2.70	13.3
Czechia	16.9	20.1	-15.7	47.4	49.5	-4.33
Denmark	14.6	23.7	-38.4	34.2	43.9	-22.0
Estonia	2.06	2.12	-2.74	5.19	5.73	-9.38
Finland	7.54	10.4	-27.7	21.7	28.0	-22.3
France	147	183	-19.5	365	442	-17.3
Germany	241	292	-17.5	626	656	-4.65
Greece	8.41	8.98	-6.39	22.5	23.4	-4.09
Hungary	11.2	12.4	-10.3	28.7	32.2	-10.9
Iceland	1.45	0.957	51.6	3.15	2.18	44.9
Ireland	12.9	9.23	39.8	49.9	48.2	3.66
Italy	119	170	-29.6	338	447	-24.3
Latvia	1.39	1.38	0.945	3.68	3.44	6.91
Lithuania	2.35	3.07	-23.5	6.50	7.61	-14.6
Luxembourg	4.34	4.97	-12.7	11.3	12.5	-8.90
Netherlands	25.0	24.2	3.20	78.8	81.2	-3.00
Norway	16.2	15.3	5.99	32.3	36.3	-10.9
Poland	39.5	47.8	-17.4	102	118	-13.4
Portugal	13.4	12.7	5.29	34.8	31.0	12.0
Romania	11.0	7.86	40.2	29.0	20.8	39.6
Slovakia	7.48	6.54	14.3	19.2	15.4	24.8
Slovenia	4.63	7.07	-34.5	12.8	16.3	-21.7
Spain	59.9	85.8	-30.2	164	186	-11.6
Sweden	28.7	47.5	-39.5	69.7	90.9	-23.3
Switzerland	21.7	25.2	-13.9	54.2	56.5	-4.02
United Kingdom	243	284	-14.3	418	426	-1.87
EU + EFTA	1,127	1,388	-18.8	2,754	3,081	-10.6

Source: ACEA, Helgi Library

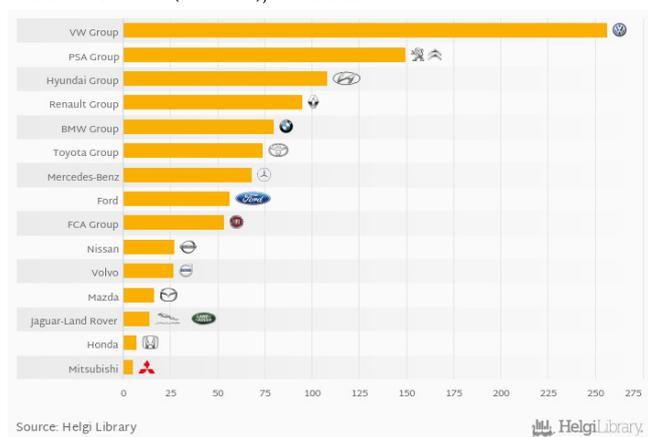


## Sales by Manufacturers

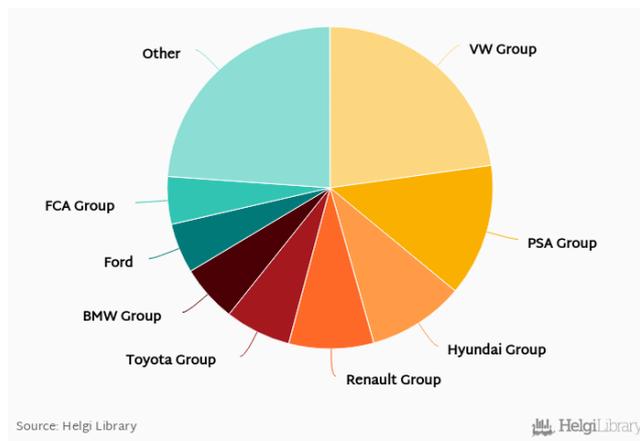
Volkswagen Group sold the most cars in March 2022 in Europe, some 257 thousand vehicles representing 22.8% of the European market. Sales of PSA Group amounted to 150 thousand vehicles (or 13.3% of the market) while Hyundai Group and Renault Group held 9.60% and 8.40% of the European market in March. Overall, the five largest manufacturers sold 61.2% of all new cars in March:

### Sales of Cars by Manufacturer in the EU

Number of Cars sold (thousand), March 2022



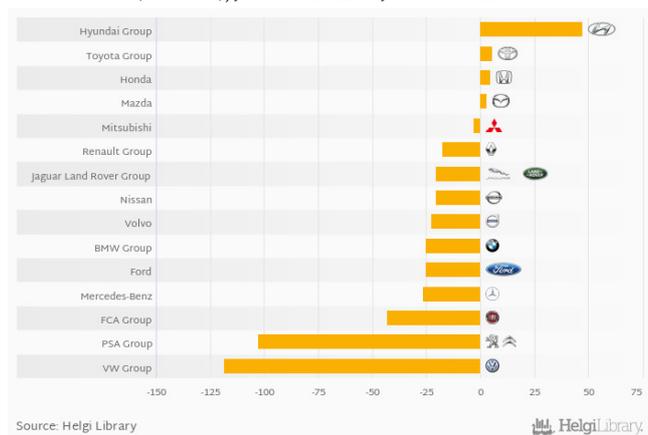
### Market Share



When compared to last year, Hyundai Motor Company has gained the most in terms of market share rising its market position by 2.58 bp, followed by Toyota Motor Corporation (up 0.949 bp) and Renault (up 0.376 bp). PSA Peugeot Citroen were on the other end of the market spectrum dropping 1.85 bp on the market alongside with Volkswagen Group (down 1.32 bp) and Fiat Chrysler Automobiles (-0.850 bp):

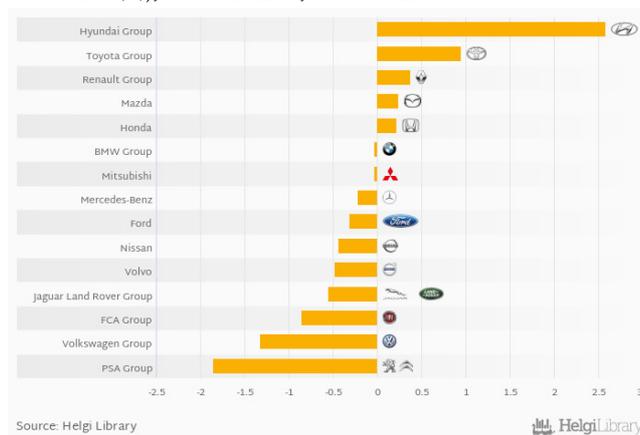
### Who Gained the Most of the Market?

Number of Cars (thousand), Jan - Mar 2022 vs. Jan - Mar 2021



### Who gained the most of the Market?

Market Share (%), Jan - Mar 2022 vs. Jan - Mar 2021



In terms of particular brands, Volkswagen stands out as the most favorite brand accounting for 268 thousand sold vehicles, or 9.72% of all new passenger cars sold on the European market in March 2022.

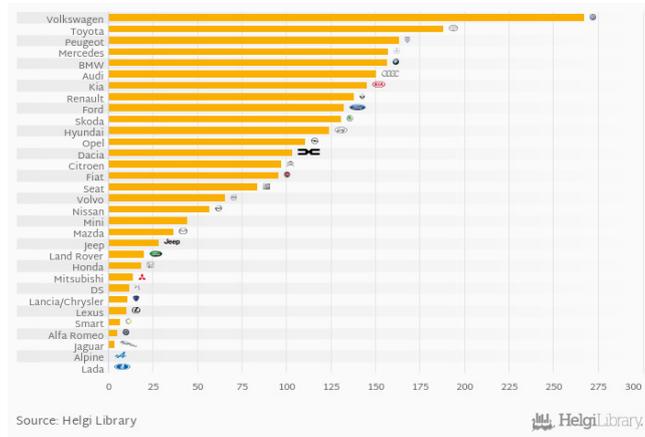
In terms of momentum, Kia gained the most in terms of market share in the first month of the year 2022 (up 1.58 bp) followed by Hyundai and Toyota. Volkswagen and



Peugeot were on the other end of the market spectrum losing -1.09 bp and -1.06 bp respectively:

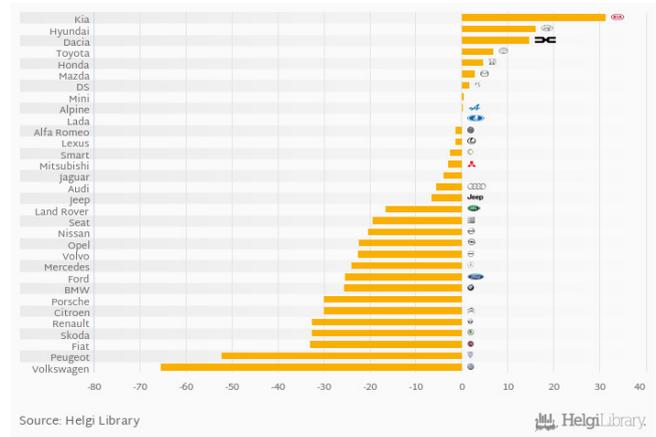
### Sales by Brands

Number of Cars (thousand), March 2022



### Change in Sales by Brand

Number of Cars (thousand), Jan - Mar 2021 vs. Jan - Mar 2022



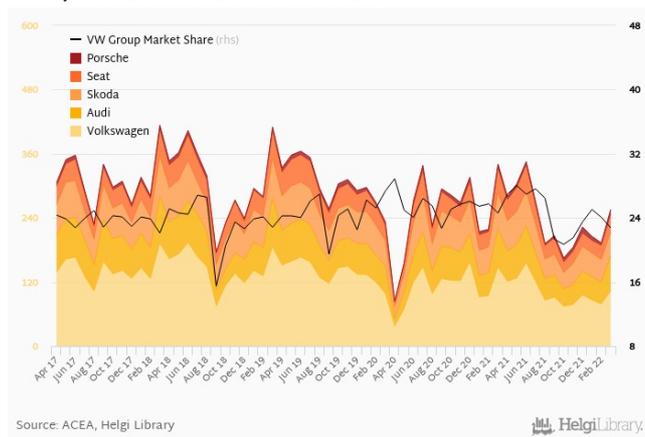
## Volkswagen

Volkswagen Group sold 257 thousand new passenger cars representing a 22.8% share of all new passenger cars sold in Europe in March 2022. This is 24.9% fewer vehicles and a 1.84 pp decrease in market share when compared to last year. Looking back three years, VW's market share was 22.8%.

The Group sold 103 thousand of Volkswagen brand cars in March, followed by 65.2 thousand of Audis and 44.6 thousand of Skodas. Seat sold 33.4 thousand vehicles and Porsche some 9.44 thousand cars in March 2022:

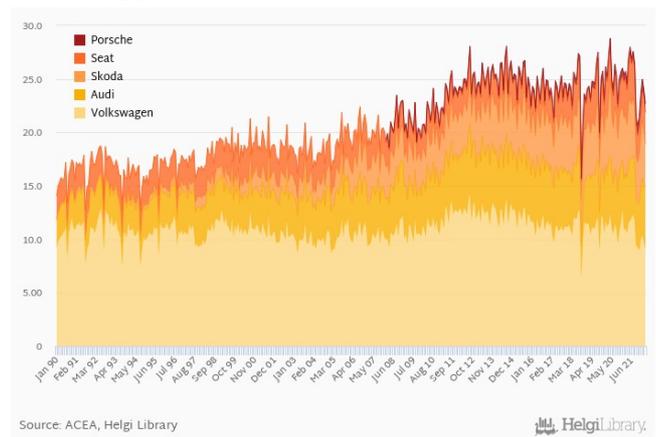
### Sales of Volkswagen Cars in Europe

Sales by Brand (thousands) & Market Share (%)



### Market Share of Volkswagen Brands in Europe

Market Share (%)





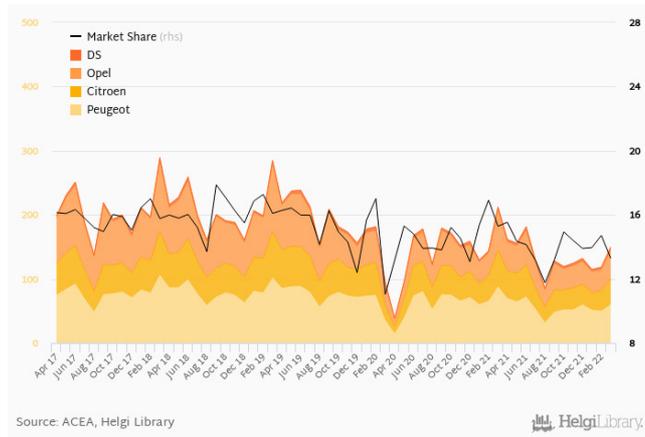
### PSA Group

PSA Group sold 150 thousand new passenger cars representing a 13.3% share of all new passenger cars sold in Europe in March 2022. This is 29.4% fewer vehicles and a 2.00 pp decrease in market share when compared to last year. By comparison, the market share three years ago stood at 16.1% and is down by 2.80 pp now.

The Group sold 60.7 thousand of Peugeots cars, followed by 44.8 thousand of Opels and 39.2 thousand of Citroens in March 2022:

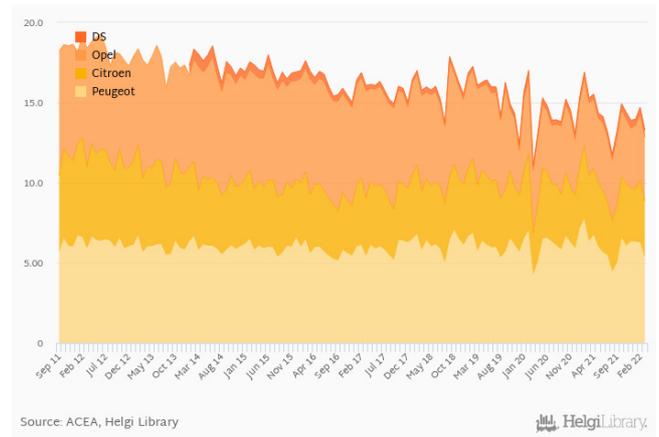
#### Sales of PSA Cars in Europe

Sales by Brand (thousands) & Market Share (%)



#### Market Share of PSA Brands in Europe

Market Share (%)



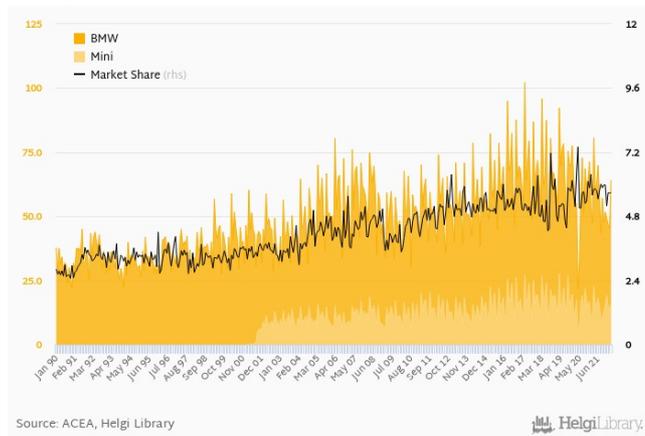
### BMW Group

BMW Group sold 79.9 thousand new passenger cars representing a 7.09% share of all new passenger cars sold in Europe in March 2022. This is 22.9% fewer vehicles and a 0.378 pp decrease in market share when compared to last year. Compared to three years ago, BMW Group's market share is now 0.305 pp higher.

The group sold 64.2 thousand of BMW brand cars, followed by 15.7 thousand of Minis in March 2022:

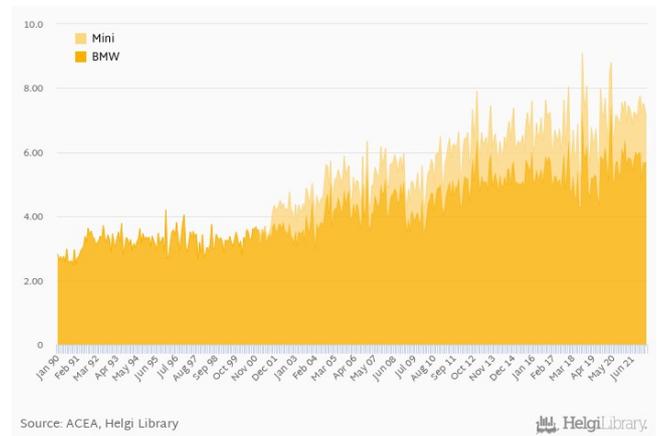
#### Sales of BMW Cars in Europe

Sales by Brand (thousands) & Market Share (%)



#### Market Share of BMW Brands in Europe

Market Share (%)





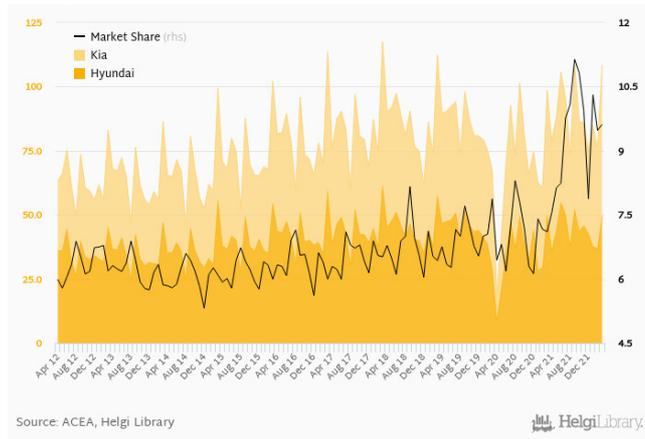
## Hyundai Group

Hyundai Group sold 108 thousand new passenger cars representing a 9.62% share of all new passenger cars sold in Europe in March 2022. This is 9.94% more vehicles and a 2.51 pp increase in market share when compared to last year. Compared to three years ago, Hyundai Group's market share is now 3.19 pp higher.

The group sold 58.9 thousand of Kia brand cars, followed by of s in March 2022:

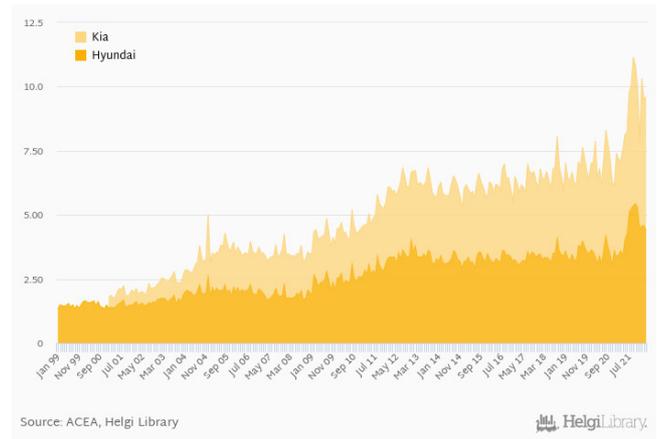
### Sales of Hyundai Cars in Europe

Sales by Brand (thousands) & Market Share (%)



### Market Share of Hyundai Brands in Europe

Market Share (%)



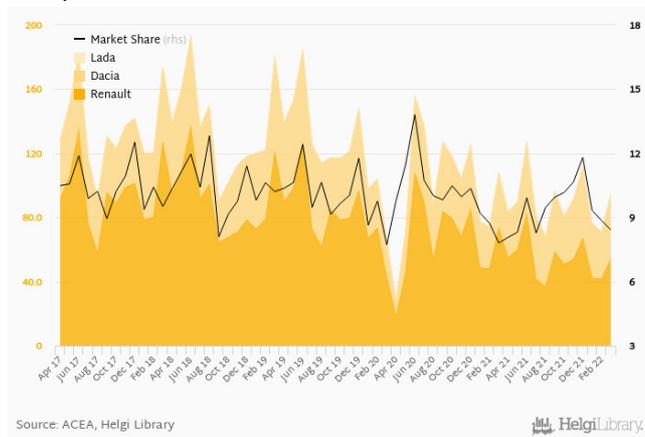
## Renault Group

Renault Group sold 95.0 thousand new passenger cars representing a 8.43% share of all new passenger cars sold in Europe in March 2022. This is 12.4% fewer vehicles and a 0.617 pp increase in market share when compared to last year. By comparison, three years ago, Renault Group's market share was 10.2%.

The group sold 54.1 thousand of Renault brand cars in March, followed by 40.3 thousand of Dacias and 0.211 thousand of Ladas:

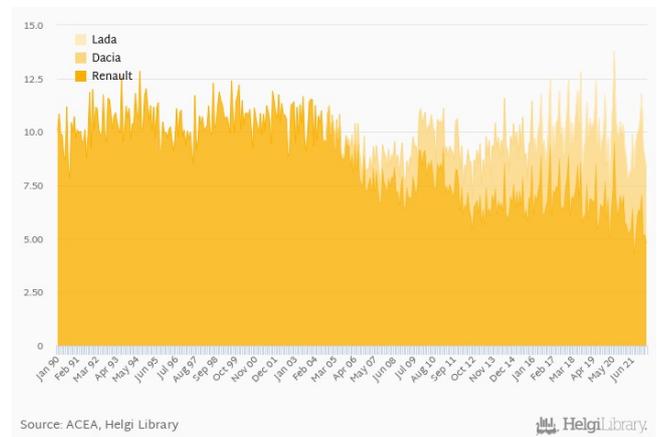
### Sales of Renault Group Cars in Europe

Sales by Brand (thousands) & Market Share (%)



### Market Share of Renault Brands in Europe

Market Share (%)





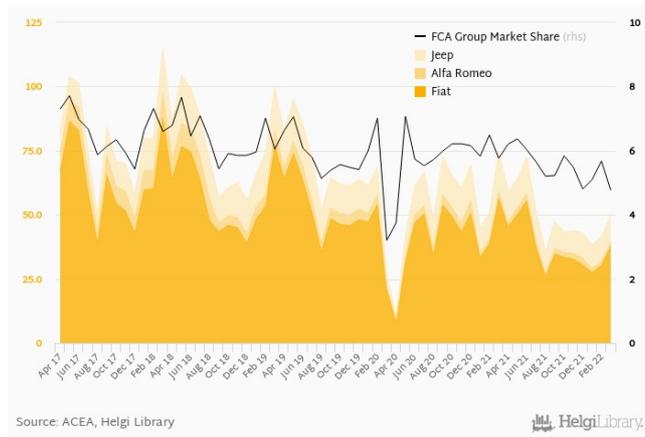
### FCA Group

FCA Group sold 53.7 thousand new passenger cars representing a 4.77% share of all new passenger cars sold in Europe in March 2022. This is 32.8% fewer vehicles and a 0.997 pp decrease in market share when compared to last year. By comparison, three years ago FCA Group's market share stood at 6.05%.

The group sold 38.0 thousand of Fiat brand cars in March, followed by 9.69 thousand of Jeeps and 2.07 thousand of Alfa-Romeos:

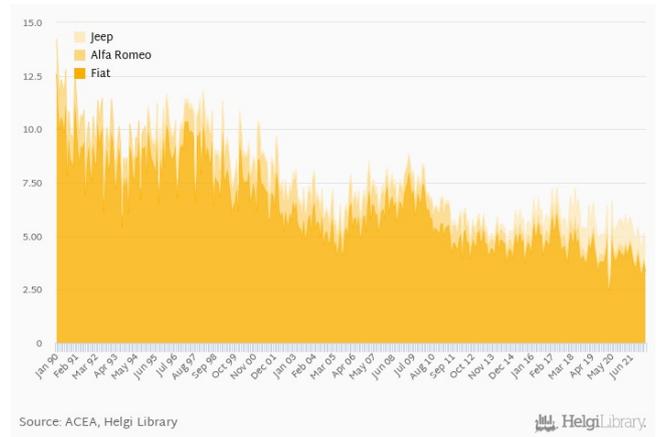
#### Sales FCA Group Cars in Europe

Sales by Brand (thousands) & Market Share (%)



#### Market Share of FCA Group Brands in Europe

Market Share (%)



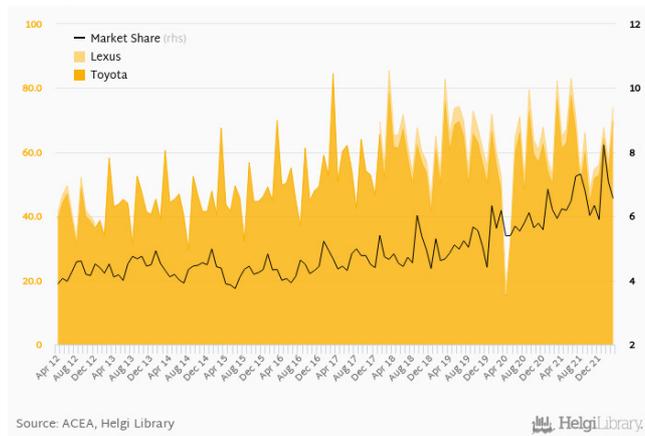
### Toyota Group

Toyota Group sold 74.0 thousand new passenger cars representing a 6.56% share of all new passenger cars sold in Europe in March 2022. This is 10.2% fewer vehicles and a 0.628 pp increase in market share when compared to last year. Toyota Group's market share three years ago, by comparison, stood at 4.67%.

The group sold 69.8 thousand of Toyota brand cars in March, with Lexus following at 4.13 thousand cars:

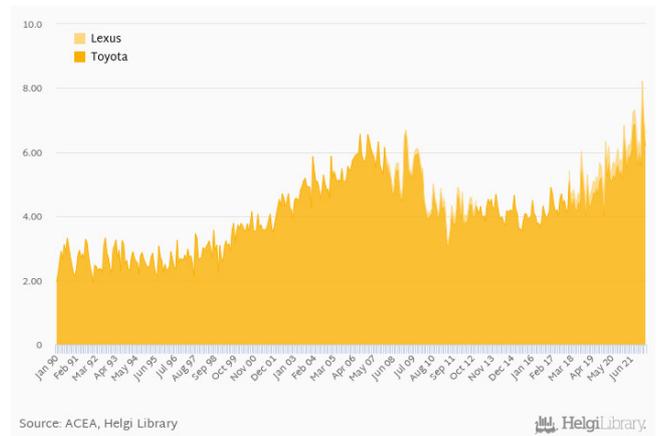
#### Sales of Toyota Group Cars in Europe

Sales by Brand (thousands) & Market Share (%)



#### Market Share of Toyota Group Brands in Europe

Market Share (%)





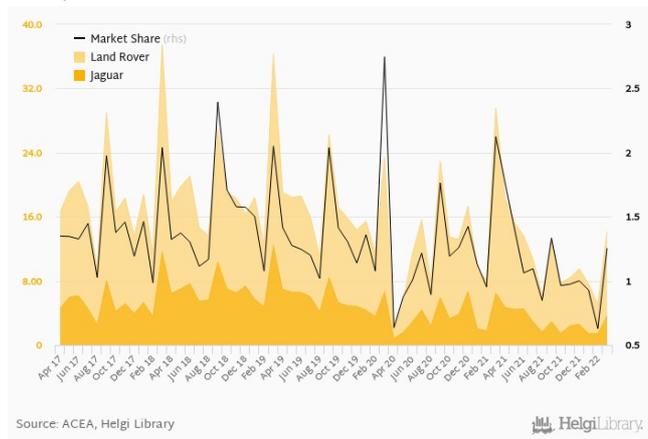
### Jaguar Land Rover Group

Jaguar Land Rover Group sold 14.1 thousand new passenger cars representing a 1.26% share of all new passenger cars sold in Europe in March 2022. This is 52.0% fewer vehicles and a 0.870 pp decrease in market share when compared to last year. Three years ago however, the market share of Jaguar Land Rover Group was 2.05%.

The group sold 10.5 thousand of Land Rovers in March, followed by 3.63 thousand of Jaguars:

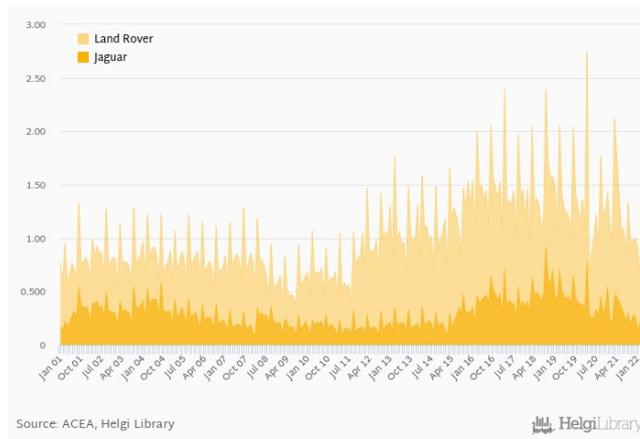
#### Sales of Jaguar Land Rover Group Cars in Europe

Sales by Brand (thousands) & Market Share (%)



#### Market Share of Jaguar Land Rover Group Brands in Europe

Market Share (%)



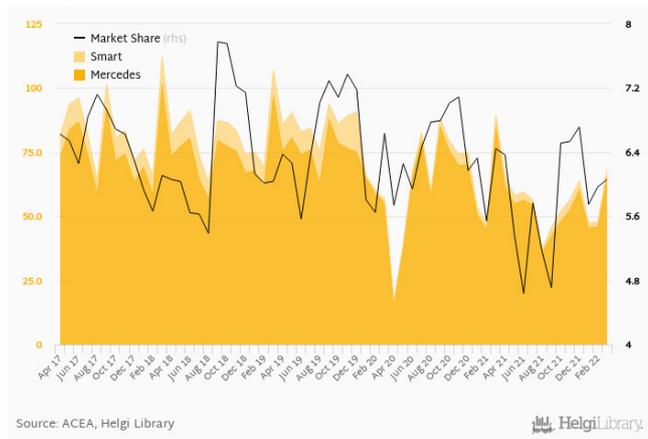
### Mercedes-Benz

Mercedes-Benz sold 68.3 thousand new passenger cars representing a 6.06% share of all new passenger cars sold in Europe in March 2022. This is 23.6% fewer vehicles and a 0.385 pp decrease in market share when compared to last year. By comparison, three years ago, Mercedes-Benz's market share was 6.04%.

The group sold 65.5 thousand of Mercedes in March, followed by 2.84 thousand of Smart cars:

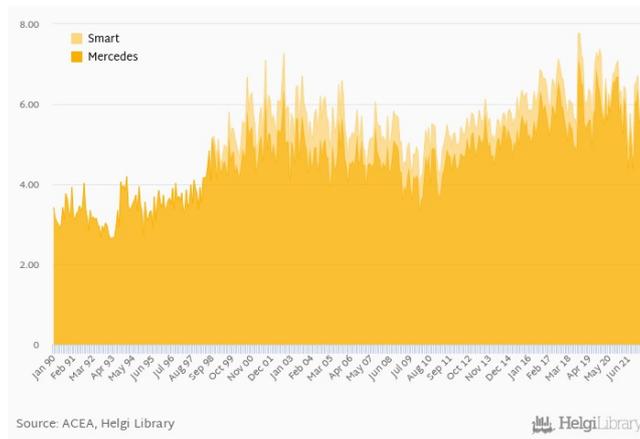
#### Sales of Mercedes-Benz Cars in Europe

Sales by Brand (thousands) & Market Share (%)



#### Market Share of Mercedes-Benz Brands in Europe

Market Share (%)



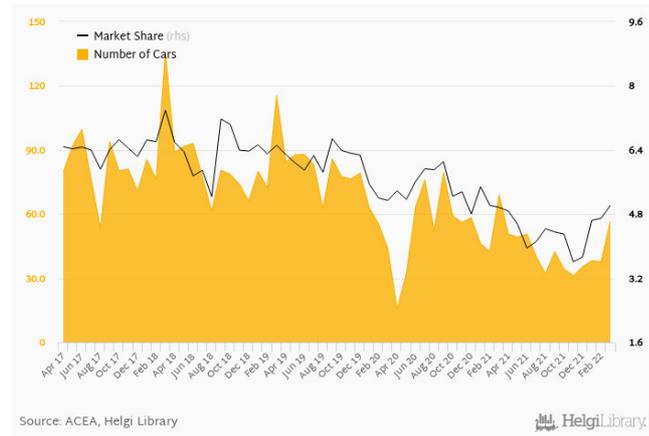


## Ford

Ford sold 56.5 thousand new passenger cars representing a 5.01% share of all new passenger cars sold in Europe in March 2022. This is 18.0% fewer vehicles and a 0.047 pp increase in market share when compared to last year. Compared to three years ago, Ford's market share is now 1.51 pp lower.

### Sales of Ford Cars in Europe

Number of Cars Sold (thousands) & Market Share (%)

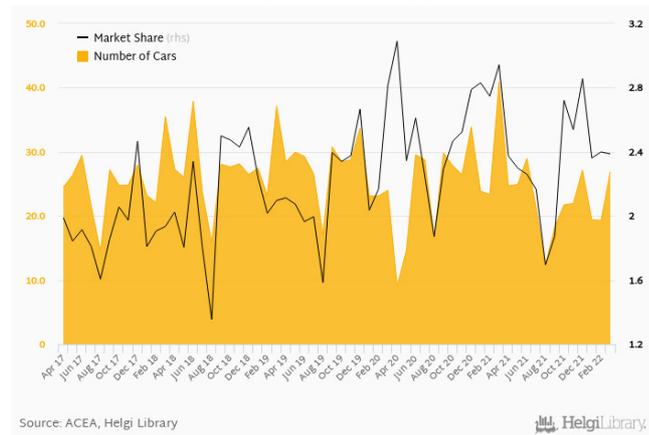


## Volvo

Volvo sold 26.9 thousand new passenger cars representing a 2.39% share of all new passenger cars sold in Europe in March 2022. This is 34.1% fewer vehicles and a 0.556 pp decrease in market share when compared to last year. Compared to three years ago, Volvo's market share is now 0.291 pp higher.

### Sales of Volvo Cars in Europe

Number of Cars Sold (thousands) & Market Share (%)



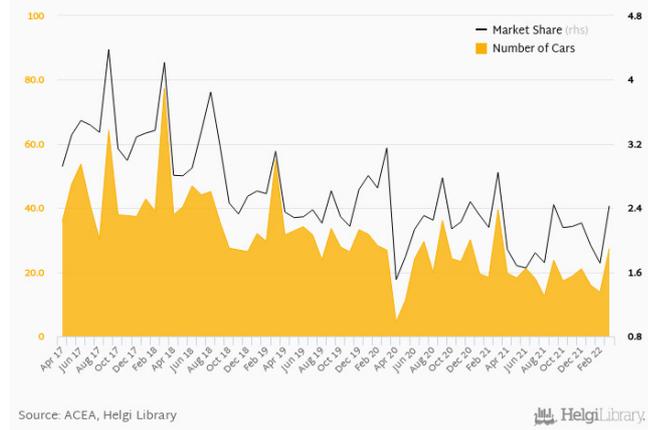


## Nissan

Nissan sold 27.4 thousand new passenger cars representing a 2.43% share of all new passenger cars sold in Europe in March 2022. This is 30.7% fewer vehicles and a 0.417 pp decrease in market share when compared to last year. Compared to three years ago, Nissan's market share is now 0.681 pp lower.

### Sales of Nissan Cars in Europe

Number of Cars Sold (thousands) & Market Share (%)



Source: ACEA, Helgi Library

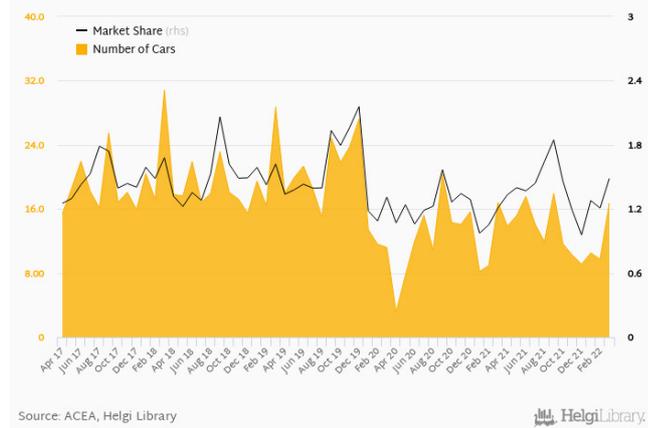
Helgi Library

## Mazda

Mazda sold 16.7 thousand new passenger cars representing a 1.48% share of all new passenger cars sold in Europe in March 2022. This is 0.482% fewer vehicles and a 0.273 pp increase in market share when compared to last year. Compared to three years ago, Mazda's market share is now 0.136 pp lower.

### Sales of Mazda Cars in Europe

Number of Cars Sold (thousands) & Market Share (%)



Source: ACEA, Helgi Library

Helgi Library

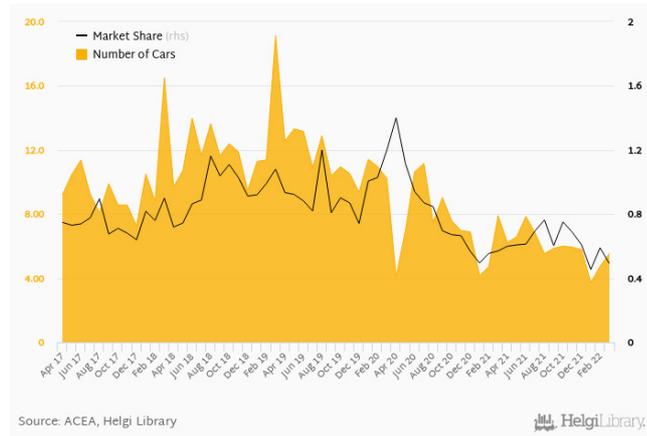


## Mitsubishi

Mitsubishi sold 5.54 thousand new passenger cars representing a 0.492% share of all new passenger cars sold in Europe in March 2022. This is 30.0% fewer vehicles and a 0.078 pp decrease in market share when compared to last year. Compared to three years ago, Mitsubishi's market share is now 0.589 pp lower.

### Sales of Mitsubishi Cars in Europe

Number of Cars Sold (thousands) & Market Share (%)



Source: ACEA, Helgi Library

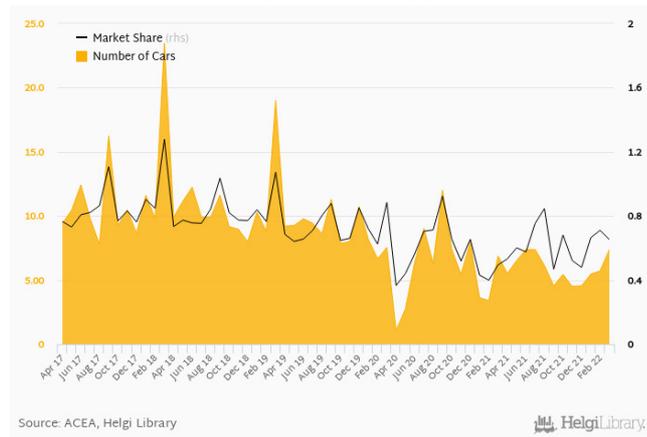
Helgi Library

## Honda

Honda sold 7.36 thousand new passenger cars representing a 0.653% share of all new passenger cars sold in Europe in March 2022. This is 7.21% more vehicles and a 0.158 pp increase in market share when compared to last year. Compared to three years ago, Honda's market share is now 0.420 pp lower.

### Sales of Honda Cars in Europe

Number of Cars Sold (thousands) & Market Share (%)



Source: ACEA, Helgi Library

Helgi Library



## Overview of the Automotive Market

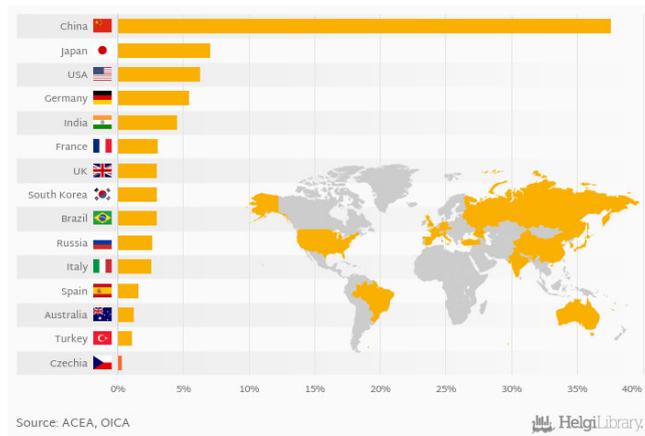
Based on a comparison of 64 countries, China ranked the highest with 20,178 thousand passenger cars sold in 2020 followed by Japan and the USA. Total sales of passenger cars reached 53,599 thousand in 2020 in the world, according to ACEA. This is 15.9% less than in the previous year and 3.98% less than 10 years ago. Historically, total sales of passenger cars reached an all time high of 70,695 thousand in 2017 and an all time low of 11,000 thousand in 1961. The average annual growth stands at 2.39% since 1960.

The top ranked country, China, accounted for 37.6% of all passenger cars sold in the world. The top 3 countries held a 51.1% share while the ten largest countries some 75.9% in 2020.

China was the largest car producer in 2020 with 19,994 thousand followed by Japan and Germany. Total production of passenger cars reached 55,834 thousand in 2020 in the world, according to ACEA. China accounted for 35.8% of the world's production, while the top 3 countries held a 54.6% share and the ten largest countries some 79.3% in 2020:

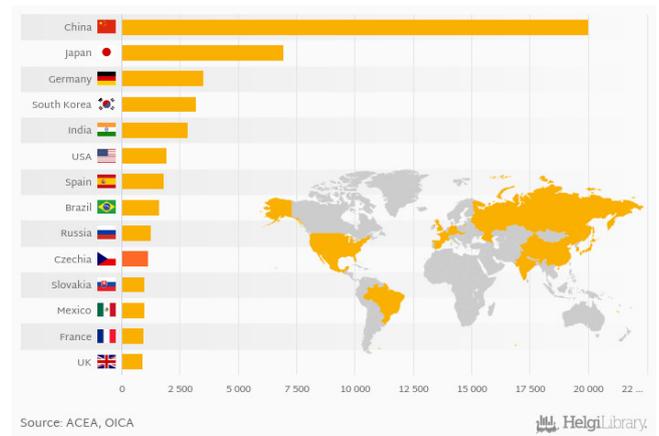
### Where are Most of the World's Passenger Cars Sold?

Sales of Cars as % of Worldwide Sales (%), 2020 or latest



### Who Produces the Most Cars?

Production of Passenger Cars (thousand), 2020

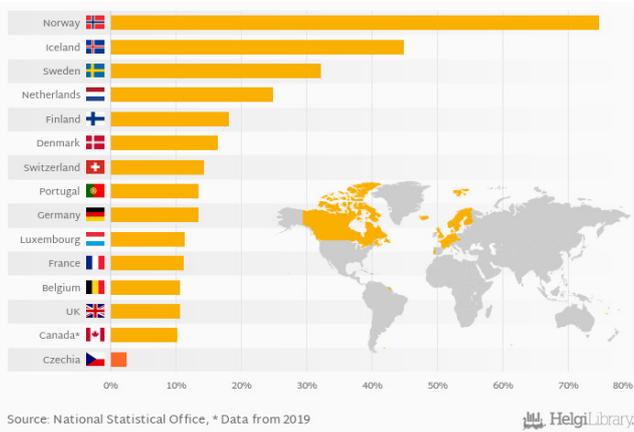




Based on a comparison of 29 countries, Germany ranked the highest in sales of electric cars with 395 thousand followed by France and United Kingdom in 2020. When looking at the ratio of electric to total new cars sold, Norway ranked the highest with 74.8% followed by Iceland and Sweden:

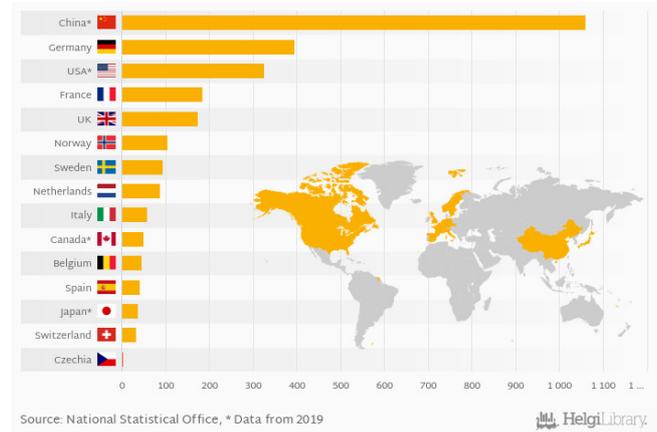
### Which Country Loves Electric Cars the Most?

Electric vehicles (%), 2020 or latest



### Which Country Sells the Most Electric Cars?

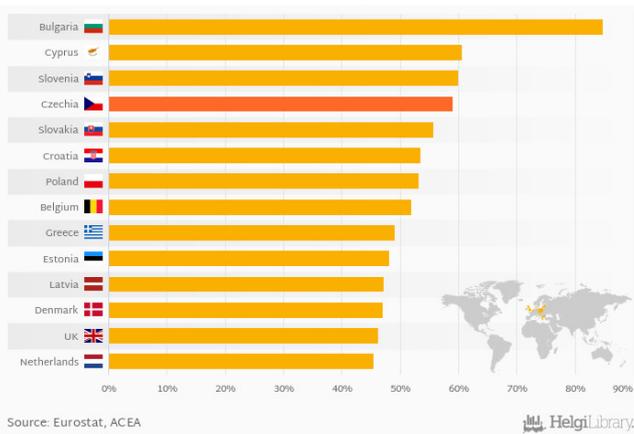
Sales Of Electric Cars (thousand), 2020 or latest



By contrast, Bulgaria ranked the highest in the number of petrol-fuelled as a proportion of new cars sold with 84.7%, followed by Cyprus and Slovenia. In terms of diesel-fuelled vehicles, Ireland ranked the highest with 33.5% followed by Croatia and Luxembourg:

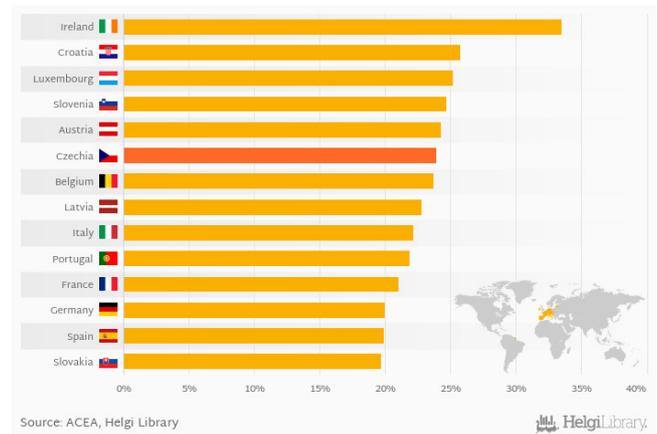
### Who likes the Petrol-Fuelled Cars the Most?

Petrol-Fuelled Cars as % of New Cars Sold (%), 2021



### Who Likes Diesel-fuelled Cars the Most?

Diesel-Fuelled Cars as % of New Cars Sold (%), 2021

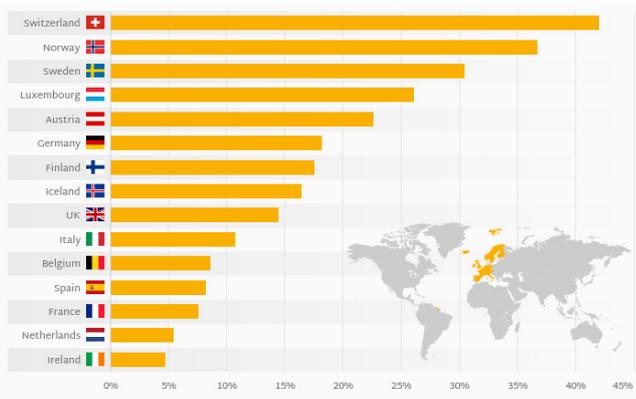




In 2016, Switzerland ranked the highest in 4x4 drive cars as a share of new cars sold with 42.1% followed by Norway and Sweden. Switzerland ranked the highest in the average power of new cars sold with 122 kW followed by Luxembourg and Sweden:

### Who Likes 4x4 Drive Cars the Most?

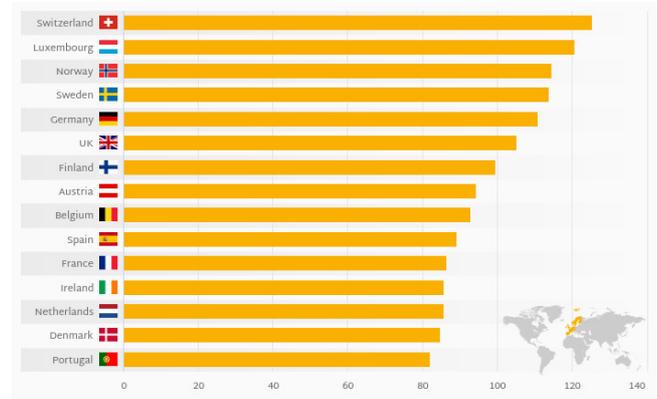
4x4 Drive Cars As % Of New Cars Sold (%), 2016



Source: ACEA, Helgi Library

### Who Likes Powerful Cars the Most?

Power of New Cars Sold (kW), 2017

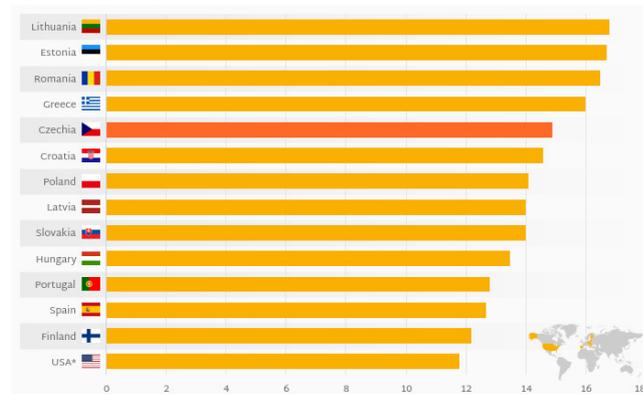


Source: ACEA, Helgi Library

Based on the latest available data, Lithuania, Estonia and Romania were the countries with the oldest average age of passenger cars. The average age was an ancient 16.8 years in Lithuania, 16.7 years years for Estonia and 16.5 years years in Romania. On the other end of the scale was Austria with 8.30 years years, the United Kingdom with 8.00 years years and Luxembourg with 6.50 years years.

### Who Drives the Oldest Cars?

Age of Car (years), 2019 or latest



Source: ACEA, Helgi Library, \* Data from 2018

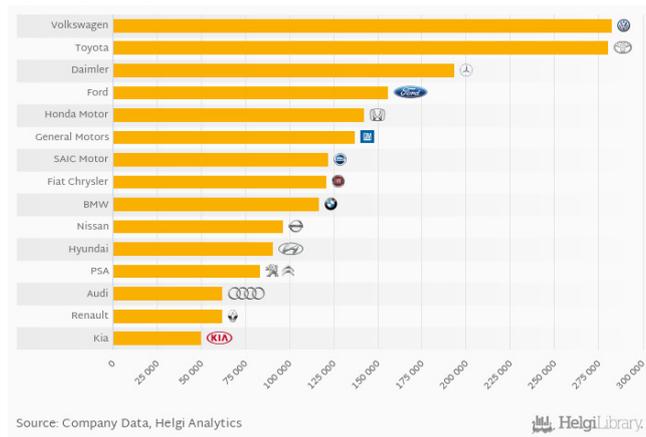


## Overview of Car Manufacturers

Based on a comparison of 27 firms among Global Car Producers, Volkswagen Group generated the highest sales in 2019 followed by Toyota Motor Corporation and Daimler Group. At the same time, Toyota Motor Corporation had the highest market value followed by Volkswagen Group and Tesla Inc.:

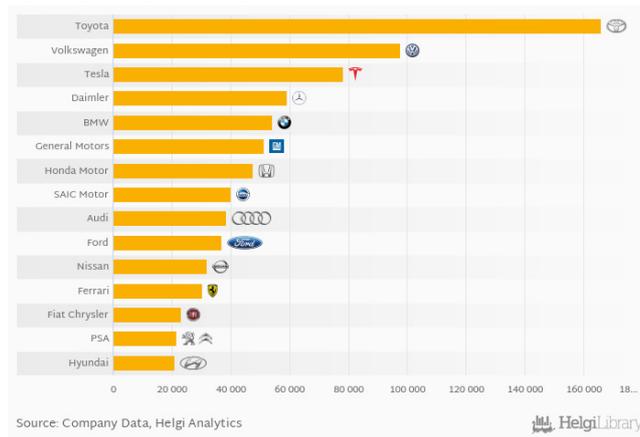
### Who had the Highest Sales in 2019?

Top Companies by Sales (USD mil)



### Whose Market Value was the Highest in 2019?

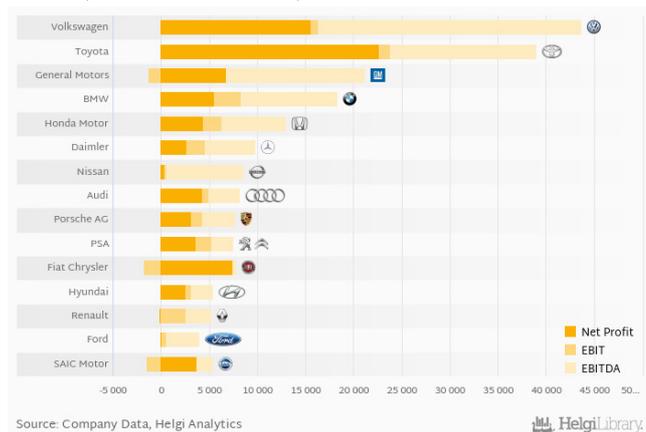
Top Companies by Market Capitalisation (USD mil)



Volkswagen Group generated the highest earnings before interest costs, taxes and depreciation (so called EBITDA) in 2019 followed by Toyota Motor Corporation and General Motors. At the same time, Ferrari generated the highest EBITDA Margin followed by Porsche AG and BMW Group.

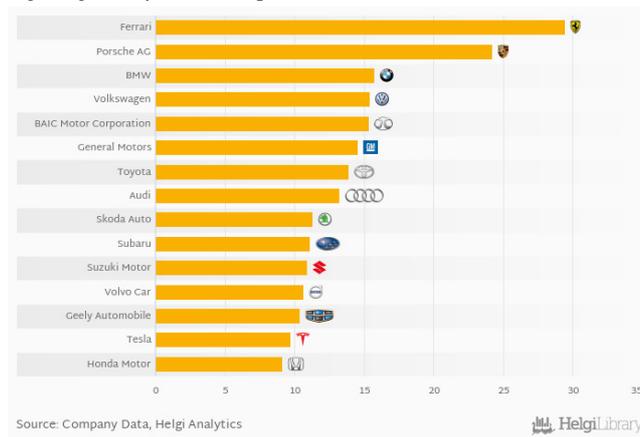
### Who Created the Largest EBITDA among Global Car Producers in 2019?

Net Profit, EBIT & EBITDA (USD mil), 2019



### Who Operated with the Highest Margins in 2019?

Top Companies by EBITDA Margin (%)

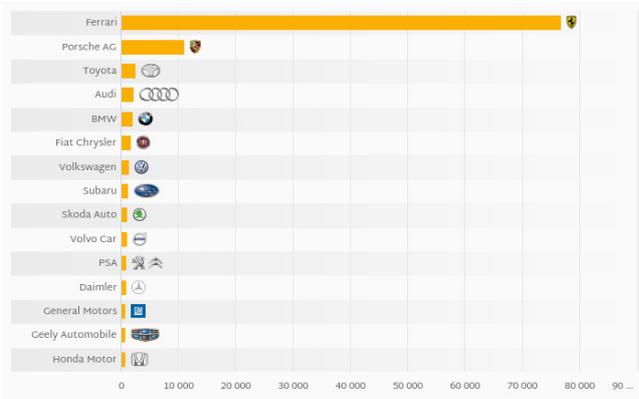




Ferrari produced the highest net profit per car sold in 2019 followed by Porsche AG and Toyota Motor Corporation. Ferrari made a net profit of USD 77,831 for each car sold, down 21.7% compared to the previous year.

### Who Made the Most on a Car Produced in 2019?

Net Profit Per Car Sold (USD), 2019 or latest



Source: Company Data, Helgi Analytics

HelgiLibrary



## ABOUT HELGI ANALYTICS

Helgi Analytics is a consulting company based in the Czech Republic. The company mainly provides consultancy in the area of financial services and real estate and focuses primarily on the region of Central and Eastern Europe.

Helgi Analytics also runs a web application called Helgi Library, which is a database/library offering data and analyses on more than 99% of the world's economy and population. The Library aims to bring interesting statistical data and analyses to a wide audience under affordable conditions. If you wish to get more details, please visit [www.helgilibrary.com](http://www.helgilibrary.com) or contact us at [info@helgilibrary.com](mailto:info@helgilibrary.com).

Helgi Analytics  
Eliášova 38, Prague 6  
160 00, Czech Republic  
[www.helgianalytics.com](http://www.helgianalytics.com)

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