

2017 Guide to Europe's Biggest Dealer Groups

Rank	Company	Home Country	Brands	Franchise points	New wholesale vehicles	New retail vehicles	Used vehicles	Total vehicles	2016 revenue in € bn
1	Penske Automotive (Europe)	U.S.	23	191		90,392	93,524	183,916	6.73
2	Pendragon*	UK	21	188		116,000	159,000	275,000	5.56
3	Lookers	UK	31	157		101,931	81,387	183,318	5.25
4	Inchcape Europe*	UK	15	173	30,000	90,000	65,000	185,000	4.98
5	Emil Frey*	Switzerland	31	407	60,000	115,000	80,000	255,000	4.68
6	Arnold Clark	UK	24	197		80,203	197,842	278,045	4.49
7	AMAG*	Switzerland	7	173	42,000	58,000	58,000	158,000	4.17
8	Vertu	UK	25	124		88,498	81,636	170,134	3.39
9	D'leteren Motor	Belgium	8	19	107,167	10,428	1,917	119,512	3.11
10	MoellerBil	Norway	4	68	24,732	46,494	28,277	99,503	2.85
11	Bilia	Sweden	9	108		47,992	36,416	84,408	2.53
12	Jardine Motors*	UK	22	64		39,240	30,455	69,695	2.36
13	Marshall Motor Group	UK	23	102		48,884	37,787	86,671	2.33
14	Pon Holdings	Netherlands	8	24	84,126	15,500	10,500	110,126	2.14
15	AVAG Holding	Germany	14	167		55,816	55,978	111,794	1.86
16	Gottfried Schultz	Germany	8	48		33,068	28,567	61,635	1.63
17	Louwman	Netherlands	14	73	33,299	12,772	13,332	59,403	1.60
18	Alcopa*	Belgium	21	51	43,000	25,000	10,000	78,000	1.56
19	Salvador Caetano*	Portugal	20	176		53,387	28,706	82,093	1.52
20	By My Car	France	14	81		40,000	28,000	68,000	1.500
21	JACT600*	UK	18	46		35,000	34,000	69,000	1.497
22	Listers	UK	14	51		35,346	20,955	56,301	1.46
23	Gueudet	France	8	80		31,692	47,740	79,432	1.29
24	Senger Group	Germany	9	79		15,129	15,686	30,815	1.25
25	Greenhous	UK	8	13		66,431	8,633	75,064	1.24
26	Wellergruppe	Germany	9	59		17,245	35,335	52,580	1.21
27	Autobinck	Netherlands	14	29	19,708	11,117	8,009	38,834	1.14
28	Feser. Graf & Co,	Germany	7	48		26,013	27,957	53,970	1.100
29	Stern	Netherlands	23	131		27,331	24,951	52,282	1.098
30	Group 1 Automotive UK	UK	7	36		20,401	26,506	46,907	1.08
31	Bernard	France	7	57		31,600	26,000	57,600	1.04
32	Quadis	Spain	29	117		23,688	12,928	36,616	0.96
33	Choppard Lallier	France	4	40		21,535	22,585	44,120	0.91
34	John Clark Motor Group	UK	13	30		14,064	12,964	27,028	0.86
35	VV Auto*	Finland	6	13	17,985	17,455	5,000	40,440	0.849
36	Loehr Gruppe	Germany	6	35		13,085	16,091	29,176	0.847
37	Dello-Duerkop-Hansa Group	Germany	19	131		18,000	23,200	41,200	0.81
38	LUEG	Germany	8	40		12,545	11,177	23,722	0.755
39	Jean Rouyer	France	16	48		22,125	22,482	44,607	0.753
40	Harwoods	UK	5	16		7,844	5,482	13,326	0.750
41	Car Avenue	France	14	55		23,000	18,000	41,000	0.740
41	Maurin	France	20	95		22,400	15,300	37,700	0.740
43	AHG	Germany	8	49		12,950	16,500	29,450	0.736
44	Scherer Group	Germany	6	48		13,255	14,415	27,670	0.730
45	Glinicke	Germany	10	36		13,634	13,084	26,718	0.726
46	Hahn Group	Germany	6	31		14,100	14,600	28,700	0.725
47	Helston Garages	UK	13	38		11,830	8,670	20,500	0.718
48	Beresas Gruppe	Germany	3	15		9,023	9,338	18,361	0.713
49	Cambria Automobiles	UK	16	44		12,516	15,729	28,245	0.712
50	Autotorino	Italy	13	67		19,671	16,208	35,879	0.710

Source: IDCP
*Includes estimates