**2018 Guide to**

**Europe’s biggest dealers**

**AUTOMOTIVE NEWS EUROPE**

**RETAILERS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Rank Company** | **Home Country Brands** | **Franchise New New Used Total** **points wholesale retail vehicles vehicles** **vehicles vehicles** | **2017 revenue in € bn**  |
|  1 Emil Frey  | Switzerland  | 36  | 678  | 145,000  | 200,000 155,000 500,000  | 11.10 |
|  2 Penske Automotive (Europe)  | U.S.  | 21  | 214  |   | 98,828 129,905 228,733  | 7.74 |
|  3 Pendragon  | UK  | 20  | 184  |   | 75,000 204,000 279,000  | 5.41 |
|  4 Lookers  | UK  | 32  | 155  |   | 104,331  | 92,105 196,436  | 5.36 |
|  5 Inchcape Europe  | UK  | 16  | 160  | 30,000  | 93,000  | 67,000 190,000  | 4.83 |
|  6 Arnold Clark  | UK  | 25  | 203  |   | 70,167  | 218,188 288,355  | 4.49 |
|  7 AMAG  | Switzerland  | 7  | 155  | 42,000  | 57,000  | 57,000 156,000  | 4.15 |
|  8 D’Ieteren Auto  | Belgium  | 8  | 23  | 115,554  | 10,073  | 2,086 127,713  | 3.30 |
|  9 Vertu  | UK  | 21  | 124  |   | 89,662  | 81,636 171,298  | 3.18 |
|  10 MoellerBil  | Norway  | 4  | 67  | 13,492  | 47,076  | 30,068 90,636  | 3.03 |
|  11 Bilia  | Sweden  | 7  | 102  |   | 52,896  | 47,633 100,529  | 2.86 |
|  12 Marshall Motor Group  | UK  | 23  | 101  |   |  53,308  | 44,237 97,545  | 2.59 |
|  13 Jardine Motors UK  | UK  | 20  | 68  |   |  41,000  | 32,000 73,000  | 2.38 |
|  14 Pon Holdings  | Netherlands  | 8  | 21  | 83,798  | 16,000  | 12,000 111,798  | 2.20 |
|  15 AVAG Holding  | Germany  | 17  | 172  |   | 62,618  | 58,635 121,253  | 2.06 |
|  16 Louwman  | Netherlands  | 17  | 76  | 39,205  | 15,100  | 17,594  | 71,899  | 1.90 |
|  17 Bertel O Steen  | Norway  | 6  | 90  | 18,479  | 17,086  | 15,233  | 50,798  | 1.80 |
|  18 Group 1 Automotive UK  | UK  | 7  | 43  |   |  36,571  | 42,957  | 79,528  | 1.76 |
|  19 Gottfried Schultz  | Germany  | 8  | 39  |   | 34,409  | 31,370  | 65,779  | 1.73 |
|  20 Alcopa  | Belgium  | 21  | 56  | 45,000  | 25,000  | 10,000  | 80,000  | 1.65 |
|  21 Salvador Caetano  | Portugal  | 20  | 200  |   | 56,995  | 29,913  | 86,908  | 1.60 |
|  22 Pappas Holding  | Austria  | 13  | 46  |   | 23,547  | 13,037  | 36,584  | 1.57 |
|  23 By My Car  | France  | 18  | 80  |   | 41,000  | 31,000  | 72,000  | 1.56 |
|  24 Listers  | UK  | 15  | 45  |   |  34,355  | 20,856  | 55,211  | 1.40 |
|  25 Senger Group  | Germany  | 10  | 116  |   | 16,590  | 16,310  | 32,900  | 1.36 |
|  26 I.A. Hedin Bil  | Sweden  | 27  | 305  |   | 25,000  | 35,000  | 60,000  | 1.317 |
|  27 Gueudet  | France  | 8  | 89  |   | 34,348  | 31,900  | 66,248  | 1.315 |
|  28 Lei Shing Hong  | Germany  | 4  | 46  |   | 14,536  | 18,517  | 33,053  | 1.28 |
|  29 Bernard  | France  | 9  | 48  |   | 38,280  | 29,486  | 67,766  | 1.26 |
|  30 JCT600  | UK  | 18  | 48  |   | 34,500  | 34,000  | 68,500  | 1.25 |
|  31 Autobinck  | Netherlands  | 12  | 28  | 18,728  | 10,448  | 8,098  | 37,274  | 1.23 |
|  32 Feser. Graf & Co.  | Germany  | 7  | 50  |   | 26,200  | 28,000  | 54,200  | 1.20 |
|  33 Greenhous  | UK  | 6  | 8  |   |  52,000  | 7,500  | 59,500  | 1.16 |
|  34 Stern  | Netherlands  | 24  | 132  |   |  29,867  | 23,211  | 53,078  | 1.13 |
|  35 Wellergruppe  | Germany  | 9  | 63  |   | 17,529  | 33,242  | 50,771  | 1.10 |
|  36 Quadis  | Spain  | 28  | 120  |   | 26,531  | 13,692  | 40,223  | 1.06 |
|  37 Merbag  | Switzerland  | 6  | 97  |   | 13,000  | 8,000  | 21,000  | 1.00 |
|  38 Car Avenue  | France  | 18  | 49  |   | 26,500  | 19,000  | 45,500  | 0.920 |
|  39 John Clark Motor Group  | UK  | 14  | 34  |   | 13,434  | 14,452  | 27,886  | 0.914 |
|  39 Stoneacre Group  | UK  | 20  | 92  |   | 20,575  | 20,241  | 40,816  | 0.914 |
|  41 VV Auto  | Finland  | 6  | 13  | 25,000  | 13,500  | 5,000  | 43,500  | 0.909 |
|  42 Park’s Motor Group  | UK  | 23  | 58  |   | 13,500  | 11,000  | 24,500  | 0.890 |
|  42 Swansway  | UK  | 13  | 25  |   | 17,229  | 12,445  | 29,674  | 0.890 |
|  44 Choppard Lallier  | France  | 6  | 42  |   | 22,262  | 24,298  | 46,560  | 0.872 |
|  45 Loehr Gruppe  | Germany  | 6  | 35  |   | 15,675  | 14,178  | 29,853  | 0.862 |
|  46 Maurin  | France  | 19  | 106  |   | 26,900  | 16,700  | 43,600  | 0.840 |
|  47 Fahrzeug-Werke LUEG  | Germany  | 8  | 38  |   | 12,291  | 10,943  | 23,234  | 0.820 |
|  48 Dello-Duerkop-Hansa Group  | Germany  | 16  | 96  |   | 17,200  | 24,000  | 41,200  | 0.810 |
|  49 Autotorino  | Italy  | 15  | 73  |   | 20,657  | 18,208  | 38,865  | 0.801 |
|  50 Glinicke Source: ICDP (includes estimates) | Germany 11  | 49 13,283 13,126 26,409  | 0.798 |

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