**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 |

NOVEMBER 2018 www.autonewseurope.com