

2021 Guide to Europe's biggest dealers

Rank	Company	Home Country	Brands	Franchise points	New wholesale vehicles	New retail vehicles	Used vehicles	Total vehicles	2020 revenue in € bn
1	Emil Frey	Switzerland	44	816	125,000	250,000	180,000	555,000	13.00
2	Penske Automotive (Europe)	USA	23	162		69,225	161,947	231,172	5.82
3	Inchcape Europe	UK	17	152	40,000	80,000	70,000	190,000	4.64
4	Arnold Clark	UK	27	191		46,509	204,627	251,136	4.27
5	Lookers	UK	32	150		86,555	78,341	164,896	4.16
6	Pon Holdings	Netherlands	10	38	74,824	22,860	18,088	115,772	4.06
7	AMAG	Switzerland	8	187	30,350	45,000	31,350	106,700	3.74
8	MoellerBil	Norway	5	71	14,087	39,389	31,863	85,339	3.33
9	Pendragon	UK	20	142		56,804	91,865	148,669	3.29
10	D'leteren Auto	Belgium	9	21	96,010	9,292	1,809	107,111	3.22
11	Vertu	UK	26	149		59,817	61,710	121,527	2.867
12	Bilia	Sweden	7	137		43,308	51,847	95,155	2.866
13	I.A. Hedin Bil	Sweden	32	340		46,142	35,327	81,469	2.61
14	Van Mossel Automotive	Netherlands	32	176	2,200	61,000	43,000	106,200	2.58
15	Marshall Motor Group	UK	21	113		42,934	44,505	87,439	2.42
16	AVAG Holding	Germany	21	180		51,044	61,010	112,054	2.15
17	Semler Gruppen	Denmark	8	38	34,570	19,445	18,900	72,915	2.04
18	Gottfried Schultz	Germany	9	63		35,085	35,895	70,980	2.02
19	Louwman	Netherlands	17	74	33,172	15,983	16,186	65,341	2.00
20	Bertel O Steen	Norway	7	112	10,790	10,367	14,068	35,225	1.80
21	Group 1 Automotive	UK	15	71		30,992	44,742	75,734	1.73
22	BymyCar	France	21	117		37,816	35,744	73,560	1.63
23	Senger Group	Germany	13	83		18,883	16,585	35,468	1.61
24	Gueudet	France	14	157		42,633	27,727	70,360	1.60
25	Jardine Motors Group	UK	13	45		22,399	19,373	41,772	1.53
26	Feser, Graf & Co.	Germany	11	66		30,077	30,984	61,061	1.49
27	Pappas Holding	Austria	16	89		21,000	12,000	33,011	1.47
28	Salvador Caetano	Portugal	22	120	10,726	44,404	28,390	83,520	1.46
29	Maurin	France	21	131		35,400	23,000	58,400	1.44
30	Merbag	Switzerland	6	100		16,150	10,450	26,600	1.41
31	Car Avenue	France	22	121		37,000	32,000	69,000	1.40
32	Chopard Lallier	France	9	80		32,810	18,135	50,945	1.36
33	Bernard	France	10	75		36,970	32,841	69,811	1.35
34	Lei Shing Hong	Germany	5	55		12,560	15,478	28,038	1.30
35	Greenhous	UK	9	9		52,453	2,253	54,706	1.260
36	JCT600	UK	25	53		20,000	21,000	41,000	1.257
37	Listers	UK	18	49		21,500	19,600	41,100	1.15
38	AHG-Gruppe	Germany	10	62		19,100	20,800	39,900	1.14
39	Autotorino	Italy	16	112		24,640	20,680	45,320	1.12
40	Veho Oy Ab	Finland	5	39	4,775	9,645	15,449	29,869	1.11
41	Stoneacre Group	UK	25	125		21,658	21,552	43,210	1.079
42	RCM	France	6	86		21,621	18,666	40,287	1.077
43	Fahrzeug-Werke LUEG	Germany	7	35		13,027	12,082	25,109	1.05
44	Quadis	Spain	30	129		23,137	10,558	33,695	1.011
45	Eden Auto	France	15	111		33,986	33,226	67,212	1.010
46	Scherer Gruppe	Germany	8	70		15,459	17,944	33,403	0.99
47	Löhr Gruppe	Germany	7	37		16,303	15,401	31,704	0.953
48	Broekhuis Groep	Netherlands	11	31		17,288	22,376	39,664	0.947
49	Weller Gruppe	Germany	6	41		11,961	20,851	32,812	0.93
50	K Auto	Finland	7	46	997	10,331	11,644	22,972	0.89

Source: ICDP (includes estimates)