

2016 Guide to Europe's Biggest Dealer Groups

| Rank | Company | Home Country | Brands | Franchise points | New wholesale vehicles | New retail vehicles | Used vehicles | Total vehicles | 2015 revenue in € bn |
|------|------------------------------|--------------|--------|------------------|------------------------|---------------------|---------------|----------------|----------------------|
| 1 | Penske Automotive (Europe)* | USA | 24 | 181 | | 84,164 | 81,538 | 167,958 | 6.43 |
| 2 | Pendragon* | UK | 21 | 191 | | 114,000 | 169,000 | 283,000 | 5.98 |
| 3 | Emil Frey* | Switzerland | 31 | 375 | 69,000 | 98,000 | 70,000 | 237,000 | 5.40 |
| 4 | Lookers | UK | 29 | 153 | | 108,840 | 72,156 | 180,996 | 5.02 |
| 5 | Arnold Clark | UK | 23 | 196 | | 83,813 | 175,526 | 259,339 | 4.62 |
| 6 | Inchcape Europe* | UK | 15 | 180 | 35,000 | 73,000 | 60,000 | 168,000 | 4.50 |
| 7 | AMAG* | Switzerland | 7 | 173 | 42,500 | 59,000 | 59,000 | 160,500 | 4.12 |
| 8 | Vertu | UK | 24 | 122 | | 86,348 | 71,702 | 158,050 | 3.33 |
| 9 | Moeller Bil | Norway | 4 | 67 | 12,442 | 45,681 | 26,903 | 85,026 | 2.88 |
| 10 | D'leteren Motor | Belgium | 9 | 13 | 87,457 | 9,207 | 1,810 | 98,474 | 2.87 |
| 11 | Pon Holdings | Netherlands | 8 | 31 | 83,208 | 16,000 | 11,000 | 110,208 | 2.50 |
| 12 | Jardine Motors | UK | 22 | 71 | | 35,067 | 26,338 | 61,405 | 2.30 |
| 13 | Bilia | Sweden | 9 | 94 | | 41,102 | 37,542 | 78,644 | 2.18 |
| 14 | Marshall Motor Group | UK | 23 | 76 | | 35,103 | 27,699 | 62,802 | 1.70 |
| 15 | JCT600* | UK | 18 | 49 | | 34,000 | 30,600 | 64,600 | 1.58 |
| 16 | AVAG Holding | Germany | 14 | 147 | | 48,754 | 47,922 | 96,676 | 1.57 |
| 17 | Gottfried Schultz | Germany | 8 | 48 | | 31,493 | 28,620 | 60,113 | 1.53 |
| 18 | Louwman | Netherlands | 14 | 63 | 35,266 | 9,541 | 14,649 | 59,456 | 1.50 |
| 19 | Listers | UK | 14 | 45 | | 32,245 | 19,216 | 51,461 | 1.48 |
| 20 | Alcopa | Belgium | 21 | 44 | 41,000 | 22,000 | 9,000 | 72,000 | 1.38 |
| 21 | Salvador Caetano* | Portugal | 24 | 147 | | 50,817 | 26,261 | 77,078 | 1.30 |
| 22 | Greenhous | UK | 9 | 18 | | 55,445 | 10,785 | 66,230 | 1.21 |
| 23 | Gueudet | France | 8 | 120 | | 32,000 | 30,000 | 62,000 | 1.20 |
| 23 | Feser, Graf & Co. | Germany | 8 | 45 | | 26,184 | 27,642 | 53,826 | 1.20 |
| 25 | Senger Group | Germany | 10 | 63 | | 14,446 | 15,103 | 29,549 | 1.16 |
| 26 | Stern | Netherlands | 26 | 144 | | 29,209 | 24,439 | 53,648 | 1.10 |
| 27 | Wellergruppe | Germany | 8 | 57 | | 16,728 | 34,113 | 50,841 | 1.07 |
| 28 | Ridgeway Group | UK | 13 | 30 | | 15,918 | 14,450 | 30,368 | 0.99 |
| 29 | John Clark Motor Group | UK | 13 | 29 | | 13,566 | 11,759 | 25,325 | 0.975 |
| 30 | Bernard | France | 7 | 57 | | 30,130 | 25,000 | 55,130 | 0.974 |
| 31 | Autobinck* | Netherlands | 13 | 27 | 7,000 | 14,500 | 10,000 | 31,500 | 0.92 |
| 32 | Group 1 Automotive | UK | 4 | 20 | | 15,974 | 21,462 | 37,436 | 0.91 |
| 33 | Quadis | Spain | 29 | 110 | | 20,883 | 12,779 | 33,662 | 0.84 |
| 34 | By My Car | France | 14 | 32 | | 29,300 | 19,500 | 48,800 | 0.83 |
| 35 | Loehr Gruppe | Germany | 8 | 50 | | 13,584 | 16,305 | 29,889 | 0.82 |
| 36 | Dello-Duerkop-Hansa Group | Germany | 18 | 98 | | 20,000 | 24,000 | 44,000 | 0.80 |
| 37 | Harwoods | UK | 5 | 16 | | 7,134 | 5,309 | 12,443 | 0.762 |
| 38 | Perrys Group | UK | 15 | 64 | | 24,502 | 21,703 | 46,205 | 0.758 |
| 39 | Benfield Motor Group | UK | 12 | 35 | | 28,143 | 16,462 | 44,605 | 0.753 |
| 40 | AHG | Germany | 8 | 60 | | 13,600 | 17,100 | 30,700 | 0.750 |
| 40 | Car Avenue | France | 14 | 55 | | 22,650 | 18,000 | 40,650 | 0.750 |
| 42 | VV Auto* | Finland | 5 | 11 | 16,500 | 6,700 | 4,800 | 28,000 | 0.748 |
| 43 | Lueg | Germany | 8 | 31 | | 12,381 | 11,295 | 23,676 | 0.74 |
| 44 | Cambria Automobiles | UK | 15 | 43 | | 11,388 | 14,945 | 26,333 | 0.713 |
| 45 | Helston Garages | UK | 13 | 38 | | 11,475 | 7,570 | 19,045 | 0.712 |
| 46 | Eastern Western Motor Group* | UK | 13 | 27 | | 11,500 | 8,000 | 19,500 | 0.712 |
| 47 | Chopard Lallier | France | 14 | 33 | | 20,000 | 23,000 | 43,000 | 0.70 |
| 48 | Jean Rouyer | France | 16 | 48 | | 19,782 | 20,425 | 40,207 | 0.690 |
| 49 | Neubauer | France | 22 | 73 | | 19,723 | 10,139 | 29,862 | 0.685 |
| 50 | Pentagon | UK | 14 | 39 | | 30,882 | 11,029 | 41,911 | 0.67 |

Source: IDCP – Ranking is based on 2015 revenue

*Includes estimates