

2019 Guide to Europe's biggest dealers

| Rank | Company | Home Country | Brands | Franchise points | New wholesale vehicles | New retail vehicles | Used vehicles | Total vehicles | 2018 revenue in € bn |
|------|----------------------------|--------------|--------|------------------|------------------------|---------------------|---------------|----------------|----------------------|
| 1 | Emil Frey | Switzerland | 42 | 830 | 150,000 | 300,000 | 200,000 | 650,000 | 13.50 |
| 2 | Penske Automotive (Europe) | U.S. | 21 | 199 | - | 95,000 | 165,000 | 260,000 | 7.92 |
| 3 | Lookers | UK | 32 | 164 | - | 120,878 | 97,709 | 218,587 | 5.53 |
| 4 | Pendragon | UK | 21 | 177 | - | 70,000 | 186,000 | 256,000 | 5.24 |
| 5 | Arnold Clark | UK | 26 | 220 | - | 68,344 | 238,977 | 307,321 | 4.80 |
| 6 | Inchcape Europe | UK | 17 | 159 | 32,000 | 90,000 | 65,000 | 187,000 | 4.76 |
| 7 | AMAG | Switzerland | 7 | 154 | 39,000 | 52,000 | 52,000 | 143,000 | 3.98 |
| 8 | D'leteren Auto | Belgium | 8 | 24 | 112,051 | 10,189 | 1,639 | 123,879 | 3.58 |
| 9 | Vertu | UK | 23 | 120 | - | 75,816 | 82,576 | 158,392 | 3.39 |
| 10 | MoellerBil | Norway | 5 | 68 | 11,982 | 41,974 | 29,355 | 83,311 | 2.68 |
| 11 | Pon Holdings | Netherlands | 10 | 38 | 89,000 | 22,000 | 18,000 | 129,000 | 2.53 |
| 12 | Marshall Motor Group | UK | 22 | 106 | - | 46,213 | 43,302 | 89,515 | 2.42 |
| 13 | Bilia | Sweden | 7 | 95 | - | 50,324 | 43,600 | 93,924 | 2.37 |
| 14 | AVAG Holding | Germany | 17 | 180 | - | 66,620 | 62,859 | 129,479 | 2.26 |
| 15 | Jardine Motors UK | UK | 20 | 66 | - | 35,234 | 33,348 | 68,582 | 2.21 |
| 16 | Van Mossel Autogroep | Netherlands | 20 | 94 | - | 42,000 | 32,000 | 74,000 | 2.10 |
| 17 | I.A. Hedin Bil | Sweden | 28 | 313 | - | 49,602 | 28,902 | 78,504 | 2.08 |
| 18 | Group 1 Automotive | UK | 14 | 64 | - | 38,716 | 31,966 | 70,682 | 2.07 |
| 19 | Salvador Caetano | Portugal | 25 | 149 | 14,669 | 60,249 | 33,764 | 108,682 | 2.01 |
| 20 | Louwman | Netherlands | 14 | 84 | 39,353 | 16,380 | 16,181 | 71,914 | 2.00 |
| 21 | Gueudet | France | 14 | 149 | - | 53,000 | 47,000 | 100,000 | 1.90 |
| 22 | Gottfried Schultz | Germany | 8 | 47 | - | 34,495 | 34,356 | 68,851 | 1.79 |
| 23 | Alcopa | Belgium | 16 | 29 | 40,000 | 25,000 | 10,000 | 75,000 | 1.70 |
| 23 | Pappas Holding | Austria | 14 | 72 | - | 25,587 | 13,778 | 39,365 | 1.70 |
| 25 | Bertel O Steen | Norway | 7 | 97 | 18,737 | 14,726 | 15,627 | 49,090 | 1.65 |
| 26 | BYmyCAR | France | 17 | 82 | - | 42,000 | 33,800 | 75,800 | 1.57 |
| 27 | Quadis | Spain | 27 | 125 | - | 29,040 | 14,074 | 43,114 | 1.55 |
| 28 | Lei Shing Hong | Germany | 4 | 58 | - | 15,045 | 19,393 | 34,438 | 1.448 |
| 29 | JCT600 | UK | 21 | 47 | - | 34,000 | 34,000 | 68,000 | 1.446 |
| 30 | Bernard | France | 9 | 48 | - | 40,650 | 29,859 | 70,509 | 1.42 |
| 31 | Listers | UK | 16 | 48 | - | 33,001 | 22,000 | 55,001 | 1.404 |
| 32 | Semler Gruppe | Denmark | 9 | 40 | 42,000 | 20,000 | 15,000 | 77,000 | 1.400 |
| 33 | Senger Group | Germany | 10 | 63 | - | 16,800 | 16,420 | 33,220 | 1.35 |
| 34 | Autobinck | Netherlands | 12 | 28 | 17,004 | 10,639 | 8,179 | 35,822 | 1.260 |
| 35 | Greenhous | UK | 5 | 9 | - | 33,001 | 22,000 | 55,001 | 1.256 |
| 35 | Feser, Graf & Co. | Germany | 9 | 64 | - | 25,800 | 26,700 | 52,500 | 1.256 |
| 37 | Stoneacre Group | UK | 23 | 93 | - | 23,483 | 30,642 | 54,125 | 1.20 |
| 38 | Merbag | Switzerland | 6 | 83 | - | 15,500 | 9,500 | 25,000 | 1.17 |
| 39 | Stern Groep | Netherlands | 21 | 119 | - | 29,306 | 22,490 | 51,796 | 1.11 |
| 40 | Car Avenue | France | 17 | 52 | - | 32,000 | 23,000 | 55,000 | 1.10 |
| 40 | Maurin | France | 22 | 110 | - | 29,200 | 21,300 | 50,500 | 1.10 |
| 42 | Hendy Group | UK | 22 | 61 | - | 23,164 | 22,237 | 45,401 | 1.03 |
| 43 | Chopard Lallier | France | 6 | 56 | - | 25,029 | 23,872 | 48,901 | 0.98 |
| 44 | Jean Rouyer | France | 15 | 70 | - | 27,435 | 24,875 | 52,310 | 0.97 |
| 45 | RCM | France | 4 | 66 | - | 20,018 | 19,333 | 39,351 | 0.95 |
| 46 | John Clark Motor Group | UK | 14 | 34 | - | 13,829 | 15,778 | 29,607 | 0.94 |
| 47 | AHG-Gruppe | Germany | 9 | 55 | - | 15,063 | 17,962 | 33,025 | 0.922 |
| 48 | Fahrzeug-Werke LUEG | Germany | 8 | 38 | - | 13,184 | 11,927 | 25,111 | 0.916 |
| 49 | Eden Auto | France | 12 | 58 | - | 24,780 | 24,800 | 49,580 | 0.91 |
| 50 | Scherer Gruppe | Germany | 7 | 53 | - | 14,854 | 16,766 | 31,620 | 0.90 |

Source: ICDP (includes estimates)