

2020 Guide to Europe's biggest dealers

Rank	Company	Home Country	Brands	Franchise points	New wholesale vehicles	New retail vehicles	Used vehicles	Total vehicles	2019 revenue in € bn
1	Emil Frey	Switzerland	41	820	140,000	300,000	230,000	670,000	15.00
2	Penske Automotive (Europe)	U.S.	21	188		87,500	167,500	255,000	8.02
3	Lookers	UK	31	151		122,500	102,000	224,500	5.81
4	Pendragon	UK	21	161		87,498	165,571	253,069	5.14
5	Arnold Clark	UK	27	184		63,310	256,376	319,686	5.09
6	Inchcape Europe	UK	17	160	39,745	90,040	75,633	205,418	4.94
7	AMAG	Switzerland	7	144	53,140	47,408	33,000	133,548	4.22
8	D'leteren Auto	Belgium	9	23	118,058	11,118	1,795	130,971	3.63
9	Vertu	UK	23	126		79,782	83,382	163,164	3.49
10	MoellerBil	Norway	5	70	12,888	43,508	31,428	87,824	3.09
11	Bilia	Sweden	7	140		48,670	50,364	99,034	2.80
12	Marshall Motor Group	UK	22	119		47,303	46,974	94,277	2.59
13	I.A. Hedin Bil	Sweden	28	344		49,376	29,047	78,423	2.47
14	AVAG Holding	Germany	16	176		68,273	65,199	133,472	2.41
15	Jardine Motors Group	UK	16	59		36,311	32,665	68,976	2.38
16	Van Mossel Automotive Groep	Netherlands	25	143	1,200	49,000	40,000	90,200	2.26
17	Pon Holdings	Netherlands	10	38	110,466	22,860	7,343	140,669	2.21
18	Group 1 Automotive	UK	15	83		37,565	53,815	91,380	2.17
19	Semler Gruppen	Denmark	8	32	46,802	26,900	21,600	95,302	2.03
20	Louwman	Netherlands	15	75	40,681	17,078	16,306	74,065	2.00
21	Gottfried Schultz	Germany	9	61		36,930	37,016	73,946	1.968
22	Gueudet	France	14	147		52,500	50,000	102,500	1.965
23	Salvador Caetano	Portugal	26	123	15,726	53,264	33,220	102,210	1.93
24	BymyCar	France	20	90		44,500	38,600	83,100	1.71
25	Senger Group GmbH	Germany	11	84		21,006	21,767	42,773	1.70
26	Pappas Holding	Austria	15	107		24,077	12,964	37,041	1.64
27	Bertel O Steen	Norway	8	105	15,685	11,639	14,298	41,622	1.52
28	Car Avenue	France	20	72		40,000	30,000	70,000	1.500
28	Lei Shing Hong	Germany	5	65		15,500	19,500	35,000	1.500
30	Bernard	France	9	51		40,600	35,922	76,522	1.498
31	JCT600	UK	20	48		26,000	26,000	52,000	1.46
32	Merbag	Switzerland	6	79		17,000	11,000	28,000	1.45
33	Feser, Graf & Co.	Germany	10	64		31,522	30,854	62,376	1.41
34	Listers	UK	18	53		28,000	24,000	52,000	1.38
35	Greenhous	UK	5	8		70,000	3,500	73,500	1.33
36	Maurin	France	22	122		37,237	22,500	59,737	1.30
37	Chopard Lallier	France	9	70		33,900	33,800	67,700	1.29
38	Alcopa	Belgium	15	18	25,000	16,000	7,500	48,500	1.26
39	Hendy Group	UK	18	66		28,000	28,000	56,000	1.25
40	Autotorino	Italy	14	102		29,100	22,400	51,500	1.24
41	Quadis	Spain	28	129		30,237	14,576	44,813	1.22
42	RCM	France	6	72		23,737	21,493	45,230	1.16
43	Stoneacre Group	UK	21	105		27,223	35,085	62,308	1.12
44	Fahrzeug-Werke LUEG	Germany	7	25		14,375	13,703	27,078	1.101
45	Veho	Finland	5	35	3,440	13,651	15,756	32,847	1.097
46	Autobinck	Netherlands	12	28	15,593	12,283	7,800	35,676	1.07
47	Scherer Gruppe	Germany	8	61		16,570	20,223	36,793	1.03
48	Eden Auto	France	13	108		36,329	34,432	70,761	1.02
49	Stern Groep	Netherlands	21	100		27,018	20,480	47,498	0.99
50	AHG-Gruppe	Germany	9	62		17,500	20,260	37,760	0.98

Source: ICDP (includes estimates)