

Press release

## European Dealer Group Top-100 active in 34 countries

In 2016 the Porsche Holding (Salzburg) sold the largest number new cars in Europe. The British Pendragon group and the Swiss Emil Frey group are the next followers. This and more follows from the new AUMACON Dealer Group Top-100 EUROPE, an extensive research amongst the 100 biggest car dealer groups in Europe. The report which is a good 240 pages long is presented today. Until 2013 this annual research was performed by the French market intelligence agency Autobiz, but now the Dutch automotive specialist AUMACON has taken over.

Top-100 Dealer Groups are active in 34 European countries. France has 30 operating Top-100 groups, followed by Germany (26) and the United Kingdom (18). On the French market nearly all present Top-100 groups are domestic. The highest numbers of operating non-domestic groups can be found in Germany (7) and Hungary (6).

Top-100 Dealer Groups in :	domestic groups	non-domestic groups
1 Austria	4	1
2 Belarus	-	1
3 Belgium	2	4
4 Bosnia	-	1
5 Bulgaria	-	1
6 Croatia	-	2
7 Czech Republic	-	4
8 Estonia	-	3
9 Finland	3	1
10 France	29	1
11 Germany	19	7
12 Greece	-	1
13 Hungary	-	6
14 Italy	4	2
15 Kosovo	-	1
16 Latvia	-	3
17 Lithuania	-	3
18 Luxemburg	-	3
19 Macedonia	-	2
20 Norway	1	1
21 Poland	2	3
22 Portugal	1	-
23 Romania	1	2
24 Russia	2	1
25 Serbia	-	2
26 Slovakia	-	3
27 Slovenia	-	3
28 Spain	3	3
29 Sweden	2	3
30 Switzerland	2	2
31 Turkey	1	-
32 The Netherlands	6	1
33 Ukraine	-	2
34 United Kingdom	15	3
	97*	76

\*3 groups established outside Europe

Source: AUMACON Dealer Group Top-100 EUROPE

Clem Dickmann, CEO of AUMACON; "The short time future will bring many developments in car retail. Car dealers will be confronted by major challenges during the years ahead. Size does matter when it comes to becoming and remain successful. More brands per outlet, larger outlets in more countries. This particular group of 100 top dealers do their ultimate best to stay in the business by improving their market position and processes. Mergers and acquisitions are common in car retail, but these groups also grow autonomously by gaining market share. Eventually economies of scale have proven itself to be a successful strategy for sustainable results in car retail. We intent to keep observing these top groups in their future efforts and developments."

#### Top-25 Dealer Group EUROPE

	NC sales 2016	HQ in:	main market(s) of operation:
1 Porsche Holding	750.654	Austria	Germany, Austria, Spain, Poland
2 Pendragon	114.500	United Kingdom	United Kingdom
3 Emil Frey	105.000	Switzerland	France, Germany, The Netherlands, Switzerland
4 Lookers	101.931	United Kingdom	United Kingdom
5 Penske Automotive	92.500	Unites States of America	United Kingdom, Germany, Italy, Ireland
6 Vertu Motors	88.498	United Kingdom	United Kingdom
7 Arnold Clark	85.000	United Kingdom	United Kingdom
8 Inchcape	75.000	United Kingdom	United Kingdom, Russia, Greece, Poland
9 AMAG	64.500	Switzerland	Switzerland
10 Greenhous Group	57.000	United Kingdom	United Kingdom
11 AVAG	55.816	Germany	Germany, Austria, Croatia, Slovenia
12 Doğuş Otomotiv	55.000	Turkey	Turkey, Switzerland
13 Marshall Motor Group	48.884	United Kingdom	United Kingdom
14 Bilia AB	47.992	Sweden	Sweden, Norway, Germany
15 Møller Gruppen	46.494	Norway	Norway, Sweden, Estonia
16 ByMyCar	40.000	France	France, Switzerland
17 Jardine Motors Group	35.000	United Kingdom	United Kingdom
17 Rolf Group	35.000	Cyprus	Russia
19 JCT600	34.000	United Kingdom	United Kingdom
20 Gottfried Schultz	33.068	Germany	Germany
21 Listers Group	33.000	United Kingdom	United Kingdom
22 Gueudet	31.692	France	France
23 Bernard	31.600	France	France
24 Stern Groep	27.331	The Netherlands	The Netherlands
25 Feser-Graf	27.000	Germany	Germany

Source: AUMACON Dealer Group Top-100 EUROPE

#### About AUMACON Dealer Group Top-100 EUROPE

This research aims to give transparency to the proces of economies of scale in the European car retail business. All Top-100 groups are decribed in at least two pages with data about management, ownership, group history, brands and outlets. The research partners are Autobiz and the University of Groningen. Sponsoring partners for this project are BCA and Total. More details and sample pages at [www.aumacon.eu](http://www.aumacon.eu). The research report (240 pages) is available in hard copy and pdf.

#### About AUMACON

AUMACON was founded in 2002 and is established in Leiden, the Netherlands. AUMACON is an independent business intelligence agency for the automotive sector as well as a specialist in market analysis and business administration. The main product fields are: consultancy, concept development and the production of content. AUMACON has built up a reputation for creating transparency in automotive markets. For example for the Dutch

market AUMACON produces annual reports about dealer groups, leasing companies and chains of independent garages and body repair shops. AUMACON represents Autobiz for the Benelux markets.



[picture:] Mr. Clem Dickmann (CEO of AUMACON, left) hands over the first issue of the new Dealer Group Top-100 to Mr. Emmanuel Labi (CEO of autobiz).

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