

GUIDE TO DEALER GROUPS IN EUROPE 2011

autobiz® proudly presents you the 6th edition of our survey of **top 100 most successful dealer groups in Europe** (including Russia, Turkey and Ukraine)



Available in English, 170 pages

More than a directory - a tool for strategic decision making

- The only benchmark of European Dealer groups:**
Concise and easy to use report on current geographical, marketing and financing strategies
- Get exclusive information about your potential clients:**
Analysis of 7 key indicators with ranking and matrixes to compare groups and their strategies
- Choose the right strategy for your business development:**
Key success factors of European groups identified

Report content

- > **100 updated group profiles** including **key performance indicators** for the last 3 years (sales, turnover, number of outlets, countries, brand portfolio, number of employees) and **strategic analysis** (for each group, a memo gives insights of a company's strategy and recent moves)
- > **Development analysis:** growth strategies analyzed in terms of brand variety, geographical and business diversification
- > **Financial analysis:** we created an exclusive index tracing an average stock quote of **16 stock listed groups**, it helps you to compare each group's share evolution with global trends within a car distribution sector
- > **Group's rankings** by new car sales, OEM and country

New in the 2011 edition

- > **Strategic innovations study:** exclusive analysis of how the most advanced dealer groups bring back clients to their showrooms, optimize their margins and relationships with OEMs
- > **Central/Eastern Europe:** 25 groups from Eastern Europe but also Japan, USA, Turkey and Middle East are included in the Guide
- > **Format:** reduced extent, more concise and easier to use (170 pages)

Readers' quotes

"Like many international companies, we find it difficult to get a real European vision. This report helps us to get an objective vision of the market. I would have never monitoring some of these groups."

OEM executive

"I've been looking for such a comprehensive index for client acquisition in Europe. Thanks to autobiz, I found it!"

CEO of a car warranty provider

"The autobiz index and analysis of the stock listed dealer groups is now directly integrated and commented into our annual report and our shareholders general meeting."

CFO of on of the Top 10 group in Europe

Quoted by

Automotive News

BEIOMOCTH
THE WALL STREET JOURNAL | FINANCIAL TIMES

AUTOHAUS

Prague Daily Monitor

AM ONLINE

L'argus

La Tribuna de Automoción.es