



16th Edition

# Global Lubricants: Market Analysis and Assessment

Published October 2018

Base Year: 2017

Forecasts to 2022 and 2027

**Regional Coverage:** North America ■ South America ■ Europe ■ Asia-Pacific ■ Africa and Middle East

In continuous publication since 2003, Global Lubricants: Market Analysis and Assessment provides a comprehensive, in-depth analysis of automotive and industrial finished lubricant products, end-use industries, trade classes, major suppliers, and market trends in leading country markets and regions.

## This Report Helps Subscribers to:

- Assess the current size of the global finished lubricants market by geographic region and product categories
- Understand emerging product, performance, promotion, pricing, and channels of distribution trends
- Identify barriers to growth and develop strategies to overcome them
- Analyze the leading suppliers that are active in the global marketplace and their tactics and strategies
- Evaluate opportunities for mergers, acquisitions, and alliances
- Assess opportunities for revenue growth in flat to declining markets



# Report Contents

## Year in Review

- Global lubricant industry market review
- Top 20 global lubricants supplier market share
- Lubricant performance trends
- Lubricant basestock market review
- Competitive review
- Overview of leading country markets and regions

## Country Market Profiles

- Country overview including political and economic background, trade barriers, vehicle parc- sales- production, basestock and additive manufacturing and supply
- Commercial automotive market segment overview: product category, type, viscosity grade, API service category, on-highway and off-highway, synthetics penetration, supplier market share, forecast and assumptions

- Consumer automotive overview: product category, type, viscosity grade, API service category, installed and retail, synthetics penetration, supplier market share, forecast and assumptions
- Industrial oils and fluids overview: product category, type, viscosity grade, leading industries, synthetics, supplier market share, forecast and assumptions
- Appraisal

## Lubricant Supplier Profiles

- Background and organizational structure
- Financial performance
- Recent developments
- Basestocks and additives production and manufacturing
- Finished lubricants
- Distribution and marketing



**Table 1: Supplier Profiles for Subscriber Selection**

BP	Repsol
ExxonMobil	Shell
Fuchs Petrolub SE	SK Lubricants
PetroChina	Total
Petronas	

**Table 2: Country Markets for Subscriber Selection**

NORTH AMERICA	ASIA-PACIFIC
Mexico	Bangladesh
SOUTH AMERICA	China
Brazil	India
EUROPE	Indonesia
Belgium	Japan
Denmark	Malaysia
France	Thailand
Germany	Vietnam
Italy	AFRICA AND THE MIDDLE EAST
Netherlands	Egypt
Poland	Nigeria
Russia	
Spain	
Switzerland	
Turkey	
United Kingdom	



## Scope

Global Lubricants: Market Analysis and Assessment provides a detailed independent appraisal of the finished automotive and industrial lubricants industry and will identify market opportunities and challenges for lubricant suppliers, distributors, lubricant additive suppliers, and basestock manufacturers.

- Industrial oils and fluids: hydraulic fluid, compressor and refrigeration oils, turbine and circulating oils, gear oil, grease, and other general industrial oils and fluids
- Process oils: white, electrical, rubber, and all other
- Industrial engine oil: natural gas, railroad, marine, aviation piston aircraft, and all other
- Consumer automotive lubricants: passenger car engine oil, 2T/4T, ATF, gear oil, and grease
- Commercial automotive lubricants: heavy duty engine oil, hydraulic and transmission fluid, gear oil, and grease
- Metalworking fluids: removal, forming, protecting, and treating fluids
- Penetration levels of synthetic and semi-synthetics will be analyzed and assessed

## Key Benefits

This market study assists senior executives, product and market managers, strategic planners, raw material suppliers, and lubricant distributors to assess the market for their products and understand their competition on a global level.

- Customized report covering your choice of 10 country market and/or supplier profiles plus a comprehensive Year in Review PowerPoint document summarizing the overall global lubricants industry
- Accurately estimating the current size of the global lubricant market by geographic region and product type
- Identifying barriers to growth and developing strategies to overcome them
- Evaluate opportunities for mergers, acquisitions, and alliances
- Identify volume and revenue growth opportunities at the product level (synthetics) or channel level (for example, franchised workshop), especially in country markets with little or no growth
- Identify macro and micro-economic trends shaping and driving the global lubricants industry



## Methodology

Kline’s approach places principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable. Building on our 50-plus years in the business and leveraging our worldwide network of offices, our teams of seasoned professionals draw upon pragmatic industrial and commercial experience to understand and interpret global impacts and local perspectives.

### Primary Research

#### We Know Who to Talk to. We Know How to Listen.



A high number of in-depth discussions are conducted by each analyst. All interviews are done with industry subject matter experts.

Kline’s analysts draw upon pragmatic experience to understand global impacts and local perspectives. Our interviews engage experts across all pertinent fields and sectors including:

- Marketers/manufacturers
- Distributors
- Government agencies
- Retailers
- Suppliers
- Trade organizations

### Secondary Research

#### We Know Where to Look – Mining the Details.



Analysis is further supplemented by secondary research, consisting of constant tracking of annual company reports, national statistics bureaus, trade/ industrial/professional associations, among others.

Relevant developments are diligently followed and their impact closely monitored. Reports also draw upon non-confidential data from Kline’s internal database, consisting of over half a century’s syndicated research.

### Comprehensive Market Intelligence

#### We Know How to Verify.



Data are rigorously analyzed, cross-checked, distilled, and validated. Kline’s proven methodology allows exceptionally effective, precise, and reliable market

intelligence procurement and assessment, giving subscribers a solid foundation on which to grow, refine, and expand their business with confidence.

## Kline Credentials

Kline is a leading global management consulting and market research firm offering the complete spectrum of services. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 50 years.

#### A FULL SPECTRUM OF SERVICES



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