



# OPPORTUNITIES IN LUBRICANTS:

## CHINA MARKET ANALYSIS AND OPPORTUNITIES

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The finished lubricants market in China has undergone significant changes. This report offers a thorough analysis of the market, examining key segments and highlighting the impact of emerging trends, opportunities, and challenges. Additionally, it explores the government's initiatives to drive growth.

### Scope



- Lubricant demand by market segment and product category
- Analysis of different product categories, end-use markets, sales channels, and fleet types
- Commentary on government regulations and impact on product quality
- Analysis of how government efforts to decarbonize the economy will impact the lubricants industry
- Profile of leading lubricant marketers
- Analysis of demand drivers and market outlook

### Regional Coverage



China

### Features and Timing



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9<sup>th</sup> Edition

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## Introduction

### Executive Summary

An overview of the report findings plus forecast based on Kline's Future View Forecasting Model

### Commercial Automotive Lubricants

- Overall market
- On-highway fleets
  - Buses
  - Taxis
  - Trucks
- Off-highway fleets
  - Agriculture
  - Construction
  - Mining
- Products
  - Engine oil
  - Gear oil
  - Hydraulic and transmission fluids
  - Greases

### Consumer Automotive Lubricants

- Overall market
- Retail segment
- Installed segment
  - Authorized repair garages
  - Independent repair garages
  - Fast fit stores
- Products
  - Engine oil
  - Gear oil
  - Automatic transmission fluids
  - Greases

### Industrial Oils and Fluids

- Overall market
- End-use markets
  - Chemical and related products
  - Electrical equipment and energy transmission
  - Machinery
  - Primary metals
  - Textiles
  - Aviation, marine, and railways
  - Transportation equipment
  - Mining
  - Oil and gas extraction and petroleum refining
  - Fabricated metal products
  - Other end-use industries
- Products
  - Process oils
  - General industrial oils
  - Industrial engine oils
  - Metalworking fluids
  - Greases

**TABLE 1. SUPPLIERS**

bp	Shell
Chevron	Sinopec
ExxonMobil	TotalEnergies
Fuchs Petrolub	Tongyi
PetroChina	Valvoline

# SUBSCRIBER BENEFITS

This study serves as an excellent resource for lubricants manufacturers, marketers, and other market participants to identify opportunities and challenges within the industry. Specifically, it assists subscribers by helping them:



Develop business strategies by understanding the trends and developments that are shaping the post-COVID China lubricants market



Design and develop products and marketing strategies for key end-use industries by assessing unmet needs and understanding the barriers to entry



Understand the competitive landscape and evaluate key market opportunities and challenges

## 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 60-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. Our industry expertise is elevated by technology and systematic data collection processes to deliver more predictive and actionable data and insights.

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## KLINE CREDENTIALS

Kline, an advisory consultancy and market research firm, combines industry expertise and technology to provide highly predictive and actionable data, insights, and advice. Known as "The Industry Experts," we deliver top-notch services in lubricants and petroleum specialties, professional beauty, and specialty chemicals. This focus gives us a competitive advantage and global leadership in these areas. While we also serve adjacent industries, our specialization sets us apart as the leading experts in our chosen fields.



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