

# Opportunities in Lubricants: China Market Analysis and Opportunities

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**8<sup>th</sup> edition**

**Regional Coverage:** Mainland China

The report will be available in English and Chinese language version

A comprehensive analysis of the finished lubricants market in China in the post COVID-19 world, this report will provide an in-depth analysis of all key market segments with a special focus on how key market trends, opportunities, and challenges have changed in light of the COVID-19 pandemic, plus government efforts to counter the situation and revitalize the economy.

## SCOPE

- › Lubricants 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, especially in the post-COVID-19 market scenario
- › Analysis of how government efforts to decarbonize the economy will impact the lubricants industry
- › Profile of leading lubricants marketers
- › Analysis of demand drivers and market outlook
- › Evaluation of market opportunities and challenges

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### Executive Summary

An overview of the report findings

### 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

### Suppliers

- BP
- Chevron
- ExxonMobil
- Fuchs Petrolub
- PetroChina
- Shell
- Sinopec
- Total
- Tongyi
- Valvoline
- Other suppliers



## REPORT BENEFITS

This report 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 Chinese lubricants market

Design and develop products and marketing strategies for key end-use industries by assessing unmet needs and 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.

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