

Lubricant Basestocks in Africa and the Middle East 2010:

Market Analysis and Opportunities

1st Edition

Published October 2010

Base Year: 2009

This report provides a comprehensive analysis of the basestocks market in Africa and the Middle East and helps answer such important questions as:

- What is the current supply-demand situation for lubricant basestocks in the region by major country and API group?
- What are the current and projected quality levels and viscosity grades for PCMO and HDMO consumption in the region?
- What are the blend approaches followed for blending key products in the region?
- What is the current and projected lubricant basestock demand in the region?
- What is the current and projected lubricant basestock supply in the region?
 - What is the competitive position of basestock plants in the region? What is their production? What is their outlook?
 - What are the emerging plants in the region?
- What are the market opportunities and threats for basestock suppliers catering this region?

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Report Scope

The study focuses on the key lubricant basestocks markets in Africa and the Middle East. The list of countries covered in this study are noted below:

- Algeria
- Egypt
- Iran
- Kuwait
- Libya
- Morocco
- Nigeria
- Oman
- Syria
- Sudan
- South Africa
- Saudi Arabia
- Tunisia
- United Arab Emirates (UAE)
- Rest of region (ROR)

The base year for the supply and demand data is 2009. The study also presents supply and demand forecasts from 2009 to 2014.

Key Benefits

Subscribers to this study have a reliable and independent assessment of the lubricant basestocks market in this important region. Subscribers are able to gauge the emerging opportunities in this region and the competitors seeking to capture them. Subscribers are able to benchmark their competitors in this region. Subscribers receive unlimited access to Kline's proprietary basestocks supply-demand model and are able to conduct "what if" type analyses.

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 - Current and projected demand for gear oils, ATF, and grease
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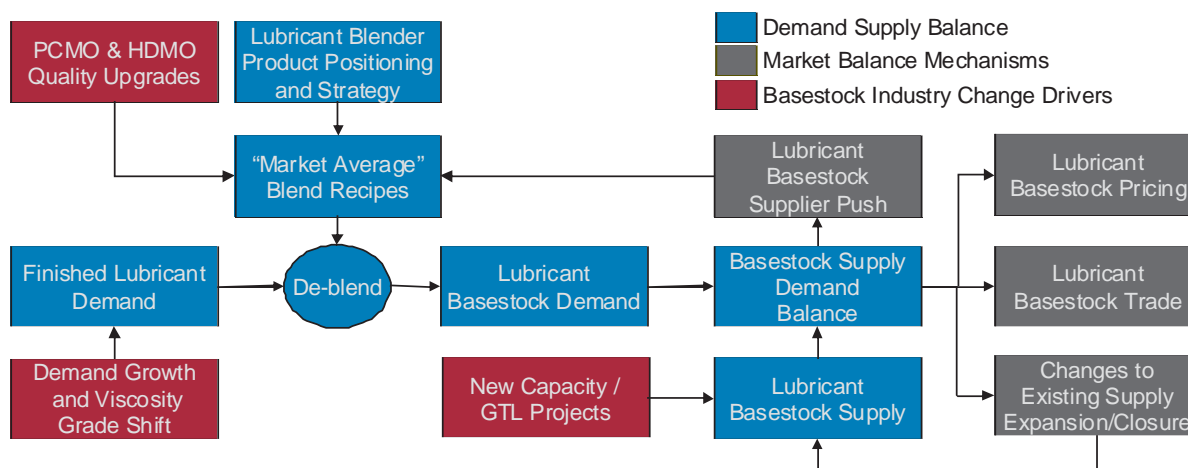
Methodology

Kline & Company's leadership role in providing high-quality market information on the global lubricant and lubricant basestocks industry is due to the strong focus on primary research. Kline & Company has developed an analysis approach based heavily on primary research (in-person and telephone interviews). This approach has a proven track record as the most effective and reliable in analyzing the lubricant basestocks and finished lubricant and additives businesses, as well as in identifying business opportunities and threats.

Basestock supply information is developed based on interviews with all basestock refiners located in the region. Finished lubricant demand numbers are a result of primary research carried out in different country markets. "Market average" blend recipe sets are developed on basis of interviews with a wide range of industry experts: formulators, additive suppliers, and basestock marketers. The market average blend recipes so developed are tested with a number of market participants and their feedback is incorporated where relevant.

All in-depth interviews, analysis, and report writing are conducted by a team of Kline & Company professionals and associates with decades of experience in baseoil sales, consulting, and technical service.

Framework of Analysis



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Kline Credentials

Kline is a worldwide consulting and research firm dedicated to providing the kind of insight and knowledge that helps companies find a clear path to success. 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.

Recently published or in-progress research for the Energy industry includes:

- Global Lubricant Additives: Market Analysis and Opportunities
- LubesNet Database: Annual Online Subscription
- Competitive Intelligence for the Global Lubricants Industry
- Competitive Analysis of the Global Lubricant Basestocks Industry
- Kline Basestock Sellers Database
- The Outlook for the Global Lubricants Industry: The Impact of Recession

Kline's research and consulting services extend across the entire energy industry value chain. Our solutions have helped clients develop better ways to create and profit from new business opportunities, respond to competitive and economic threats, improve productivity, achieve sustainable growth, and optimize performance. Kline provides clients with facts, forecasts, and recommendations based solidly on the realities of the market.

Our market research reports and services are designed to provide subscribers with a deeper understanding of their markets, an outlook for their business, and accurate information about their competitors. Our clients tell us they often use Kline's market research to validate their own internal analysis, and many clients rely on Kline reports as their most critical source of information.

For more information about this study or Kline's other services, e-mail us at sales@klinegroup.com, visit our website at www.KlineGroup.com, or contact us at any of our regional offices listed below.

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