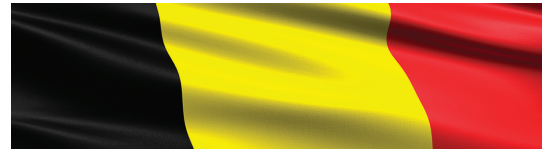


Belgium

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Belgium's lubricants industry plays a vital role in the country's diverse manufacturing sector. With its strategic location in Europe, Belgium serves as a key hub for lubricant production, distribution, and innovation. The industry is supported by a robust infrastructure, exporting approximately 1,500,000 metric tons of lubricant product per year [1], a skilled workforce, and a strong emphasis on sustainability.

Market size and growth

The lubricants industry in Belgium is estimated to be worth around €1 billion. This figure reflects the overall market size, which includes automotive, industrial, and marine lubricants. The industry has shown steady growth due to increasing demand from various sectors and innovations in lubricant technology. Belgium accounts for approximately 3-5% of the total European lubricants market. While not one of the largest markets in Europe, Belgium's strategic position as a logistics hub and its strong industrial base contribute to its significant role in the lubricants industry.

The lubricants market in Belgium has shown steady growth, driven by the demand from automotive, industrial, and marine sectors. Factors contributing to growth include increased vehicle production, rising industrial activities, and a growing focus on sustainability and high-performance lubricants. The market is projected to grow at a moderate CAGR as technological advancements and environmental regulations shape the industry.

Key segments

Automotive - Represents the largest segment, with a wide range of products including engine oils, gear oils, and transmission fluids. The shift towards synthetic lubricants and the growing electric vehicle market are influencing product offerings.

Industrial Lubricants - This segment caters to manufacturing processes, with products such as hydraulic fluids, metalworking fluids, and greases. The increasing automation in industries is driving demand for high-performance lubricants.

Marine Lubricants - With Belgium's significant port infrastructure, marine lubricants see strong demand from shipping and logistics companies.

The lubricants market in Belgium comprises both international (such as TotalEnergies, Shell, BP, Fuchs and Chevron) and local companies (such as Kemat, Lubenz Lubricants and Klüber Lubrication).

These companies are constantly innovating and expanding their product lines to meet the evolving needs of their customers.

Market challenges

The greatest challenge to the Belgium lubricants market is the increasing competition and price wars among manufacturers. As the market becomes more saturated with both international and local players, companies face significant pressure to lower prices, which can erode profit margins. Additionally, the need to invest in research and development for sustainable and high-performance products can strain financial resources.

Another critical challenge is the potential impact of global supply chain disruptions. These disruptions can affect the availability and cost of raw materials, leading to production delays and impacting the ability to meet customer demand.

Additionally, stringent environmental regulations and increasing pressure for lubricants to be environmentally friendly, requires continuous adaptation and compliance, which can be costly for manufacturers.

As sustainability becomes a priority, with biodegradable and recycled lubricants gaining traction, companies that fail to innovate and meet these environmental standards risk losing market share to more agile competitors.

[1] <https://data.un.org/Data.aspx?d=EDATA&f=cmlID%3ALU>