

The client and market

We are working with an **established manufacturer of high performance industrial lubricants, greases and fuels** interested in developing their bio-sustainable offerings. Mounting environmental and sustainability concerns has shifted significance towards non-technical criteria for the evaluation of lubricants, and there is growing demand for more sustainable options. Early offerings were biodegradable and non-toxic but often derived from petrochemicals. **Newer bio-sourced lubricants are made from plant oils or biomass feedstocks.** Depending on the base stock used, chemical and oxidative stability and corrosion resistance of bio-sourced lubricants can be an issue, but improvements can be made through **chemical modification of the oil, or through the use of additive packages.** Therefore, to support development of bio-sourced lubricants, there is also a requirement for **additives compatible with bio-based base stocks** that are themselves environmentally friendly.

The search

The client is actively searching for **partners who can support the development and / or manufacture of bio-sourced oils, lubricants and fuels** across the value chain. The types of lubricants of relevance to this work include **high performance gear oils, hydraulic lubricants, motor oils, and automotive lubricants (including electric vehicle fluids).** We are interested in connecting with start-ups, established companies and experts/academics with products and/or technologies that have been commercialised, or have the potential for commercialisation within the next 5 years. Ideal solutions are **bio-sourced but do not compromise the quality and performance of the finished product.**

Potential partners of interest include (but are not limited to):

- Companies manufacturing high quality bio-sourced base oils / stocks
- Bio-sourced / biodegradable additive developers / manufacturers, particularly those that offer a 'value-add' in terms of lubricant performance and / or enable use in a greater range of applications (e.g. via improved oxidative stability)
- Owners / developers of technology for conversion of biomass / waste into bio-oil / bio-lubricants / bio-fuel
- Edible oil producers with an interest in diversifying
- Organisations, experts or consultants with expertise in the design / formulation of bio-sourced lubricants
- Companies developing novel feedstocks for bio-oil extraction (e.g. new crops)

Platform technologies are of particular interest and relevant technology / products / processes should be protected by appropriate intellectual property (e.g. patent applications or secret know-how) and not just "me too" products.

What the client can offer

Our client has an established client base and global manufacturing and sales operations that provide routes to market for new and growing companies. The client is interested in potential collaboration with groups looking to commercialise relevant technologies and companies who will consider a variety of collaborations, ranging from trading partnerships and licensing, through to joint venture, investment and acquisition.

Please send preliminary information on any proposed opportunity to: Diane Kolonko via diane@strategicallies.co.uk.