

**Project Name** : **Biosynthetic Lubricant** 生物合成潤滑油  
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**Executive Summary** :

The project team will form a Shenzhen BSL Biosynthetic Lubricant Technology Co. Ltd. (BSL) to develop, market and license its new biosynthetic lubricants – “Green Future Series” (GF Series). The GF Series is a family of biosynthetic lubricants made from edible plant oils (such as sunflower oil, soy bean oil and corn oil, etc.) through a chemical modification process. These oils are firstly chemically modified, then added in biodegradable and non-toxic natural additives to solve the problem of cold flow properties and resistance to oxidation of natural plant oil. The new product, developed by Lenny Zheng Xiaoxing, is more environmentally friendly and economical than petrochemical based lubricant. In June 2006, the GF Series has passed the quality tests by the State Petroleum Product Quality Supervision and Inspection Center in China to certify that they have met the requirements for commercial use.

The project team will focus on the China lubricant market which is estimated to have an annual growth rate of 10% in the next five years. They plan to form strategic alliance with 4 to 6 regional distributors and auto services centers, offering incentive rebates to them to expand the company’s market share. BSL is expected to generate the first revenue of RMB6.6 million at the end of 2008. By the end of 2012, the team expect to reach an annual revenue of RMB481 million.

計劃團隊將成立百思爾生物合成潤滑油科技有限公司，開發、銷售和註冊最新發明的高質生物合成潤滑油「綠色未來」系列，此產品是以食用植物油脂如葵花籽、大豆及玉米等製造的生物合成汽車潤滑油，透過由鄭肖惺先生研發的先進技術，改良食用植物油的份子，然後加入可分解及天然無毒的添加劑，以解決天然植物油的抗氧化及低溫問題，研發成比傳統化學產品更天然環保及價格相宜的汽車潤滑油。「綠色未來」系列已於去年通過中國國家石油產品質量監督檢驗中心的質量檢驗，可作商業應用。

計劃團隊將以中國為主要的目標市場。根據預測，中國潤滑油市場於未來五年的年均增長率將達 10%。他們計劃與四至六間主要分銷商和汽車服務機構結成合作伙伴，並提供優惠，以擴闊市場佔有率，期望可於 2008 年底賺取 660 萬人民幣，並於 2012 年底實現 4.81 億人民幣的年銷售收入。