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Commercial Vehicle Lubricant Market - Global Industry Size, Share, Trends Opportunity, and Forecast, Segmented By Vehicle Type (LCV, M&HCV), By Sales Channel (OEM, Replacement), By Product Type (Engine Oil, Transmission Oil, Hydraulic Oil, Grease), By Region & Competition, and By Competition, 2021-2031F

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Abstracts

The Global Commercial Vehicle Lubricant Market is projected to expand from USD 104.24 Billion in 2025 to USD 145.46 Billion by 2031, achieving a CAGR of 5.71%. These lubricants are specialized fluids designed to safeguard components in trucks, vans, and buses. The market is primarily propelled by growing logistics and construction activities, which demand frequent maintenance to ensure operational efficiency, a trend that correlates with rising vehicle registrations. For instance, the European Automobile Manufacturers' Association reported that new van registrations in the European Union increased by 8.3 percent in 2024 to nearly 1.6 million units, underscoring the robust activity in the transport sector that drives lubricant consumption.

However, market expansion confronts significant obstacles due to the extension of oil drain intervals and the electrification of fleets. Improvements in synthetic lubricant technology enable vehicles to operate for longer periods between services, thereby reducing the annual volume of oil required. Furthermore, the shift toward electric powertrains, which utilize fewer fluids than internal combustion engines, poses a threat to traditional engine oil demand. This technological transition creates an environment where volume growth is hindered by efficiency gains and the adoption of alternative propulsion systems.

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Market Driver

Rising global production and sales of commercial vehicles are major drivers for the demand for engine oils, transmission fluids, and greases. As manufacturing hubs increase output to meet economic needs, the cumulative volume of required initial fill and top-up lubricants rises proportionately. This introduction of new units into the global fleet establishes a long-term foundation for aftermarket consumption, as each vehicle necessitates regular fluid changes to maintain warranty compliance and operational functionality. According to the China Association of Automobile Manufacturers' 'Production and Sales of Automobile Industry in 2023' report from January 2024, commercial vehicle production in China reached 4.04 million units, demonstrating the massive scale of manufacturing activity that requires substantial lubricant volumes. This continuous influx of new trucks and utility vehicles ensures a steady baseline of demand for lubrication products regardless of retrofit trends.

The expansion of the logistics and freight transportation sectors further intensifies market consumption through increased vehicle utilization rates and mileage accumulation. Higher freight volumes compel fleet operators to maximize vehicle uptime, resulting in engines operating under heavy loads for extended periods, which accelerates the degradation of protective fluids. This operational intensity forces strict adherence to maintenance schedules to prevent mechanical failures, thereby driving the frequency of oil drains. According to the American Trucking Associations' 'American Trucking Trends 2024' report from October 2024, trucks moved 11.18 billion tons of freight in the United States during the previous year, underscoring the heavy workload placed on transport fleets. Beyond freight, the recovery in passenger transit also contributes to this momentum; the Society of Motor Manufacturers and Traders noted a 44.6 percent increase in bus and coach registrations in the UK in 2024, reinforcing the broad necessity for lubricants across diverse commercial segments.

Market Challenge

The lengthening of oil drain intervals and the increasing electrification of fleets constitute a significant impediment to volume growth in the global commercial vehicle lubricant market. Operational efficiency improvements in synthetic lubricant technology have enhanced the thermal stability and durability of engine oils, allowing fleet operators to significantly extend the mileage between scheduled maintenance services. This development directly reduces the frequency of oil changes, thereby contracting the total annual volume of lubricant required per vehicle. Furthermore, the progressive replacement of internal combustion engines with electric powertrains eliminates the

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need for traditional engine oils entirely, creating a structural decline in demand for the market?s highest-volume product category.

This trend toward electrification is particularly evident in the public transport sector, where fleet turnover is accelerating. According to the European Automobile Manufacturers' Association (ACEA), in 2024, new registrations of electrically chargeable buses in the European Union increased by 26.8 percent compared to the previous year. This substantial rise in electric bus deployment displaces diesel-powered units, directly eroding the addressable market for conventional commercial lubricants and dampening overall consumption rates.

Market Trends

The development of specialized e-fluids represents a critical structural shift as the industry adapts to the electrification of commercial fleets. Unlike internal combustion engines requiring heavy-duty engine oils, electric powertrains demand advanced thermal management fluids and specialized transmission greases to handle high voltage and copper corrosion issues. This transition accelerates as manufacturers increase the deployment of zero-emission vehicles to meet regulatory targets, creating a new niche for fluid technology that prioritizes thermal conductivity over combustion stability. According to the International Energy Agency's 'Global EV Outlook 2024' report from April 2024, global sales of electric trucks reached nearly 54,000 units in 2023, necessitating a distinct supply chain for dielectric coolants that differ fundamentally from conventional hydrocarbon lubricants.

The adoption of low-viscosity lubricants is intensifying as manufacturers comply with stringent fuel economy regulations. Formulators are shifting toward lower viscosity grades to reduce internal engine friction, thereby improving fuel efficiency without compromising wear protection under high-load conditions. This technical evolution is mandated by government policies aiming to drastically curtail the carbon footprint of the logistics sector, forcing OEMs to utilize lighter oils to ensure engine certification. According to the European Council's May 2024 press release on 'CO2 emission standards for heavy-duty vehicles,' the council adopted a regulation requiring a 90 percent reduction in CO2 emissions from new heavy-duty vehicles by 2040, a target that compels the usage of energy-conserving lubricants to minimize parasitic energy losses.

Key Market Players

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Hinduja Group

Hindustan Petroleum Corporation Limited

Indian Oil Corporation Ltd

Shell PLC

Motul

Petrobras

PETRONAS Lubricants International

Phillips 66 Company

PT Pertamina Lubricants

Repsol

Report Scope

In this report, the Global Commercial Vehicle Lubricant Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Commercial Vehicle Lubricant Market, By Vehicle Type

LCV

M&HCV

Commercial Vehicle Lubricant Market, By Sales Channel

OEM

Replacement

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Commercial Vehicle Lubricant Market, By Product Type

- Engine Oil
- Transmission Oil
- Hydraulic Oil
- Grease

Commercial Vehicle Lubricant Market, By Region

- North America
  - United States
  - Canada
  - Mexico
- Europe
  - France
  - United Kingdom
  - Italy
  - Germany
  - Spain
- Asia Pacific
  - China
  - India
  - Japan

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Australia

South Korea

South America

Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Global Commercial Vehicle Lubricant Market.

Available Customizations:

Global Commercial Vehicle Lubricant Market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to five).

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