

Colombia Automotive Lubricants Market Report and Forecast 2025-2034

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Report description:

The Colombia automotive lubricant market was valued at USD 574.50 Million in 2024. The industry is expected to grow at a CAGR of 6.90% during the forecast period of 2025-2034. The increasing awareness about the environment and corresponding government regulations in the region has resulted in a considerable demand for biodegradable and eco-friendly lubricants, driving further market growth. In turn, all these factors have resulted in the market attaining a valuation of USD 1119.61 Million by 2034.

Colombia Automotive Lubricant Market Overview

The automotive lubricant market growth in Colombia is contributed by the growing automotive fleets, greater vehicle maintenance, and increasing demand for high-performance lubricants. The market is increasingly trending towards more biodegradable and synthetic lubricants, depending on environmental regulatory frameworks. Further, technological improvements have positively impacted on the automotive lubricant demand in terms of fuel economy or prolonged engine life. Key players such as Chevron, Shell, and Terpel have put increased emphasis on product development, strategic partnerships, and upgrading their distribution networks. With the growing adaptability of electric vehicles, there emerges a special need for electric lubricants, laying bases for new market growth and opportunities for innovation.

Colombia Automotive Lubricant Market Growth

Colombia is a significant automobile manufacturer, exporting vehicles to around 19 countries. Colombia's automotive sector is specialized in the production and assembly of vehicles and motorcycles. The growth in demand for automotive lubricants in Colombia is primarily driven by the sales of lightweight vehicles in the country. Lubricants are used in automobiles to lessen wear and friction in the engine, gearbox, and other mechanical systems.

Additionally, low-conductivity coolants are gaining momentum in the Colombia lubricant market with the rising popularity of electric vehicles, as these coolants improve the energy efficiency and general performance of EVs while also ensuring their safety and lifetime. Moreover, the increasing need for eco-friendly lubricants that are biodegradable and have a reduced environmental

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impact is influencing Colombia automotive lubricants market development.

Figure: Motor Vehicle Production in Colombia (Units), 2018-2024

Key Trends and Recent Developments

Major trends influencing the Colombia automotive lubricant market include synthetics, eco-friendly lubricants, technology integration, and e-commerce and online distribution.

April 2024

PETRONAS Lubricants International announced a collaboration with Mercedes-Benz Global Customer Service & Parts. They aim to develop technical solutions to enhance vehicle performance and efficiency, focusing on innovations in the automotive after-sales sector.

April 2024

VT Batteries, a top distributor of automotive supplies in South America, and Lucas Oil, the global leader and distributor of high-performance automotive additives and lubricants, announced a distribution partnership. The agreement will signal a significant turning point in Lucas Oil's international development efforts by introducing the company's premium motor oil products in Colombia.

February 2024

ELF, a brand under TotalEnergies renewed its partnership with Alpine Racing in the FIA World Endurance Championship (FIA WEC). The collaboration will see the Alpine A424 competing in the highly competitive Hypercar class across all eight races of the 2024 season.

June 2023

Shell Lubricants (Shell) and Ducati Corse have collaborated to create a new high-performance motorbike oil, specifically designed for the new Ducati Panigale V4 R with dry clutch. Such advancements contribute to Colombia automotive lubricants market expansion.

Shifting toward Synthetic Lubricants

The growing preference for synthetic lubricants is an emerging trend in the Colombia automotive lubricant market due to their enhanced performance, longer life, and lesser environmental impact in the automotive segments. Shell and Chevron have expanded their synthetic lubricant offerings in response to the market. For example, Shell's "Helix Ultra" range gives better fuel economy and engine protection to meet the requirement for high-performance oils.

Green and Biobased Lubricants

Growing awareness regarding the environment from eco-conscious consumers' end has resulted in the heavy demand for bio-based and eco-friendly lubricants. As a result, companies are increasingly shifting toward greener formulations to meet the stringent environmental regulations. One of the key examples include Petro-Canada's range of biodegradable oils, which specifically targets eco-friendly consumers in urban locations experiencing a growing level of environmental consciousness,

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thereby boosting the Colombia automotive lubricant market dynamics and trends.

Introduction of Technology in Lubricants

The Colombia automotive lubricant market experiences growth due to a gradual integration of cutting-edge technologies including AI and IoT in automotive lubricants. The lubricants are now formulated to optimize the performance of a vehicle leading to fuel economy and engine performance. Mobil 1 creates smart lubricants providing real-time information on its performance to allow for predictive maintenance for fleet managers and manufacturers of automotive products.

Increasing Presence of E-Commerce and Online Distribution

The growing penetration of e-commerce or online channels have directly impacted the demand in the Colombia automotive lubricant market. Companies are heavily investing in direct-to-consumer platforms and partnering with online retailers. For instance, Liqui Moly has engaged in a robust online campaign, delivering seamlessly and offering product support to address consumer demand for convenience in obtaining quality lubricants.

Opportunities in Colombia Automotive Lubricant Market

In the Colombia automotive lubricant market, companies can capitalize on the rising demand for lubricants in the electric vehicle (EV) sector, as these vehicles call for specialized lubricants for components like gears and cooling systems. Furthermore, the trend toward fleet management services provides an entire set of opportunities for companies to regenerate bulk lubricants supply contracts for businesses with large vehicle fleets, such as delivery and trucking companies. Such an evolution to fleet management provides opportunities for forming relationships with customers that last for many years, putting a large uptick in volume of that lubricant and an avenue for customized products that would assist fleet managers in optimizing performance and efficiency for all types of commercial vehicles.

Colombia Automotive Lubricant Market Restraints

- Steep environmental regulations in Colombia regarding the manufacture and disposal of automotive lubricants might raise compliance costs and hinder growth for some lubricant types in the market. This has become a key challenge for the Colombia automotive lubricant market growth.
- The existing global players' predominance renders the Colombian automotive lubricants market a less-than-welcoming environment for new entrants. In keeping with this, competition is on the rise, impacting the profit margins of businesses.

Colombia Automotive Lubricant Market Trends

Government investments in infrastructure projects, particularly in transportation networks, stimulate demand for automobiles. For instance, by August 2026, the Colombian government aims to invest around USD 24.9 billion in its transport infrastructure to boost economic development. This includes investment in the country's rail, port, river, and road infrastructure including the construction of 15 highway projects. As the road network is improved, consumers will invest in passenger and commercial vehicles to transport passengers and goods. This can shape the Colombia automotive lubricants market outlook positively.

Stringent environmental regulations concerning emissions and fuel efficiency in Colombia present a significant opportunity for the market. For instance, Colombia aims to reduce its greenhouse gas emissions by 51% by 2030 and achieve net zero by 2050. As vehicle manufacturers strive to meet these regulations, there is a growing demand for high-quality synthetic and bio-lubricants that can improve engine performance, enhance fuel efficiency, and reduce emissions.

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Colombia Automotive Lubricant Industry Segmentation

Colombia Automotive Lubricant Market Report and Forecast 2025-2034 offers a detailed analysis of the market based on the following segments:

Market Breakup by Product Type:

- Engine Oil
- Gear Oil
- Transmission Fluid
- Brake Fluid
- Coolant
- Grease
- Others

Market Breakup by Grade:

- Mineral Oil Automotive Lubricant
- Synthetic Automotive Lubricants
- Semi-synthetic Automotive Lubricants
- Bio-Based Automotive Lubricants
- Others

Market Breakup by Distribution Channel:

- OEM
- Aftermarket

Market Breakup by Vehicle Type:

- Passenger Vehicle [] OEM [] Aftermarket []
- Passenger Vehicle [] OEM [] Aftermarket []
- Commercial Vehicle [] OEM [] Aftermarket []
- Two-Wheeler [] OEM [] Aftermarket []

- Commercial Vehicle [] OEM [] Aftermarket []
- Passenger Vehicle [] OEM [] Aftermarket []
- Commercial Vehicle [] OEM [] Aftermarket []
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- Passenger Vehicle [] OEM [] Aftermarket []
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Colombia Automotive Lubricant Market Share

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Market Insights by Product Type

The engine oil segment is on great demand in the Colombia automotive lubricant market because of the rising need for vehicle servicing. Similarly, gear oil and transmission fluid are rising in multiple commercial vehicle segments because of the heavy-duty lubrication needs. Brake fluids and coolants are also on demand, focusing on safety as well as efficiency, especially amongst commercial and fleet vehicles. Greases still remain relevant in terms of industrial functioning, running industrial machinery and fleets.

Analysis by Grade

The Colombia automotive lubricant market value is mainly added by mineral oil as these are cost-effective yet readily available. The growing popularity of synthetic automotive lubricants derives from their superior performance along with a longer lifespan and the growing need of consumers to make high-quality products. Semi-synthetics have emerged as an appealing alternative for buyers who would like to balance their performance and price. The bio-based automotive lubricants are appealing to those environmentally aware shoppers who are now influencing the development of lubricants because of environmental regulations and trends encouraging sustainability.

Market Insights by Distribution Channel

As per the Colombia automotive lubricant market analysis, the OEM distribution channel is fast becoming popular. OEMs offer recommendations for lubricants in order to ensure certain performance levels, reliability, and honoring of warranties. The aftermarket segment is growing due to the rising demand from vehicle owners and fleet operators for high performance lubricants. They have become more willing to purchase high-quality products at an affordable rate for routine maintenance. Greater e-commerce accessibility witnesses' growth in both channels, with online platforms providing access for consumers to both OEM-approved and aftermarket alternatives that meet a diverse set of consumer needs and preferences.

Analysis by Vehicle Type

Passenger cars have significantly dominated the Colombia automotive lubricant demand forecast because of the car fleet and routine maintenance requirements. The increase in the commercial use of vehicles, drawn by the several logistics and transport businesses, is driving demand for lubricants for heavy-duty applications. The increase in urban mobility solutions is expanding share with two-wheelers including motorcycles and scooters. The demand in these segments for high-performance lubricants attuned to the needs of their various types is driving growth across these segments.

Competitive Landscape

Colombia automotive lubricant market players are increasingly developing eco-friendly, biodegradable, and synthetic lubricants, and high-performance lubricants. Colombia automotive lubricant companies are attempting to improve the distribution channels and take up digital marketing platforms to safely establish a connection with consumers. Alternative custom-made solutions for commercial vehicles and electric vehicles are being developed to meet the evolving number of customers demands along with regulatory standards.

Exxon Mobil Corporation

Exxon Mobil Corporation is involved in exploration, production, and manufacturing of crude oil, natural gas, petroleum products, petrochemicals, and a wide range of products. Founded in 1999 and headquartered in the Texas, United States, it sells their

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products under the brands including Exxon, Mobil, Esso and XTO Energy.

Chevron Corporation

Chevron Corporation was founded in 1879 and is based in California, United States. It is a multinational oil and gas company and operates through three main businesses: Upstream, Downstream, and Midstream. The company boasts a notable market share in automotive fuels and lubricants in Colombia.

TotalEnergies SE

TotalEnergies SE, a prominent multinational energy corporation, offers a wide spectrum of energy resources such as oil, biofuels, natural gas, renewables, and electricity. Founded in 1924 and headquartered in Paris, France, the company operates across more than 120 countries.

Repsol, S.A.

Repsol, S.A., founded in 1986, is engaged in oil and gas exploration and production to transformation, development, and energy marketing. Headquartered in Madrid, Spain, the company markets its wide range of products in more than 90 countries worldwide.

Other notable players operating in the automotive lubricants market in Colombia are BP PLC (Castrol), Shell plc, Motul S.A., Petroliam Nasional Berhad (PETRONAS), and Amsoil Inc, among others.

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