

Nigeria Lubricants - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2026 - 2031)

Market Report | 2026-01-16 | 80 pages | Mordor Intelligence

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Report description:

Nigeria Lubricants Market Analysis

Nigeria Lubricants Market size in 2026 is estimated at 580.57 Million Liters, growing from 2025 value of 563.93 Million Liters with 2031 projections showing 671.43 Million Liters, growing at 2.95% CAGR over 2026-2031. Current growth reflects a blend of vehicle-driven demand, widening industrial use, and a gradual pivot toward synthetic formulations that promise extended drain intervals and fuel-saving properties. Consumer preference keeps mineral oils firmly in the lead, yet sales of synthetic and semi-synthetic grades are rising in Lagos, Ogun, and Abuja as vehicle fleets modernize. Exchange-rate volatility remains the biggest margin risk, as nearly all base oils are imported. Meanwhile, tightening federal quality controls curbs counterfeit volumes and supports legitimate suppliers. New e-commerce channels, led by platforms such as Petro Powers, shorten distribution chains, reduce inventory costs, and provide lubricant makers with direct insight into customer buying patterns.

Nigeria Lubricants Market Trends and Insights

Surging Demand for Synthetic and Semi-Synthetic Lubricants

Synthetic grades are expanding as fleet operators weigh extended drain intervals against upfront price premiums. Sales of premium products climb fastest where turbocharged and hybrid vehicles enter the parc under OEM assembly programs in Lagos and Kaduna. TotalEnergies notes a nationwide upswing in Quartz branded synthetics, while Shell's Helix Ultra is now standard across several logistics fleets that target lower service downtime. Local blenders, notably MRS Oil and Ardova, have retrofitted

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plants to incorporate Group III base stocks and stricter additive chemistries that meet API SP and ACEA C6 specs, reinforcing the move to higher-quality formulations.

Rapid Expansion of Nigeria's Used-Vehicle Fleet

Used-vehicle imports feed aftermarket demand because older engines require more frequent oil changes. National policies project 11.8 million registered vehicles by 2030, with commercial transport making up 56% and consuming 3-4 times more oil than private cars. Registration data shows the heaviest concentrations in Lagos, Kano, and Rivers, turning these states into high-volume hubs for multi-grade diesel and gasoline engine oils.

Counterfeit/Adulterated Lubricant Prevalence

Substandard products undermine engine integrity and erode brand trust. The Standards Organisation of Nigeria confiscated NGN 20 billion worth of counterfeit goods in 2024, highlighting the scale of the challenge. Smuggled stocks in border states retail at 30-40% discounts, drawing cost-sensitive buyers but causing premature engine failures that raise total ownership costs.

Other drivers and restraints analyzed in the detailed report include:

Growth in Lagos-Ogun Industrial Corridor
Digitalisation of Lubricant Retail Channels
FX Volatility and Import-Dependent Base-Oil Costs

For complete list of drivers and restraints, kindly check the Table Of Contents.

Segment Analysis

Automotive engine oils controlled 38.45% of sales in 2025, a dominance rooted in frequent service intervals and a hot climate that accelerates oil oxidation. Gear oils are projected to be the fastest-growing segment at a 4.36% CAGR, driven by the demand for heavy-duty trucks in the construction and mining industries. Process oils find demand in tire production, while metalworking fluids align with the expansion of auto-assembly plants. The Lagos-based manufacturing cluster boosts consumption of stamping oils and cutting fluids, while nationwide infrastructure projects sustain demand for hydraulic fluids. Brake fluids and greases register steadier growth as vehicle parc expansion underpins basic maintenance volumes.

The shift toward synthetic and semi-synthetic grades boosts the premium end of the product mix. Local blenders incorporate Group III imports to produce API SN-Plus and CK-4 oils, which offer longer drain intervals, thereby reducing downtime for fleet operators. Gearbox technologies in newer passenger vehicles also demand higher viscosity-index oils, reinforcing the shift to synthetics.

The Nigeria Lubricants Report is Segmented by Product Type (Automotive Engine Oil, Industrial Engine Oil, Transmission Fluids, Gear Oil, Brake Fluids, Hydraulic Fluids, Greases, Process Oil, and More), End-User Industry (Automotive, Marine, Aerospace, Industrial, and More), and Base Stock Type (Mineral Oil-Based, Synthetic, Semi-Synthetic, and Bio-Based). The Market Forecasts are Provided in Terms of Volume (Liters).

List of Companies Covered in this Report:

Amasco International Limited BP p.l.c. (Eterna Plc) CDN OIL AND LUBRICANTS Conoil PLC Eraskon Exxon Mobil Corporation (11 PLC) Glyde Lubricants GP Global Lubcon International Masters Energy Group MRS Oil Nigeria PLC Oando PLC Oryx Energies Premier Petroleum Limited Seahorse Lubricants Shell plc (Arдова PLC) Techno Oil Limited Tonimas Nigeria Ltd TotalEnergies

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Additional Benefits:

The market estimate (ME) sheet in Excel format
3 months of analyst support

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