



Lubricant Market Report

Second Quarter - 2018

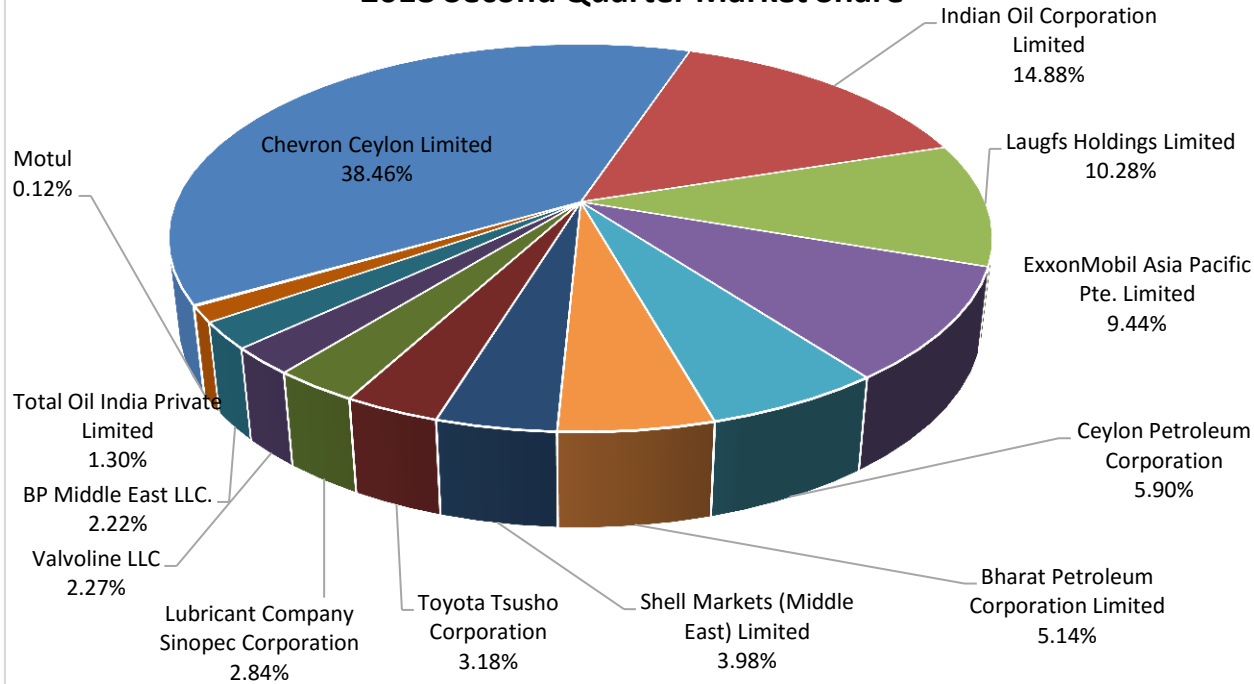
Public Utilities Commission of Sri Lanka

Shadow Regulator of the Lubricant Market

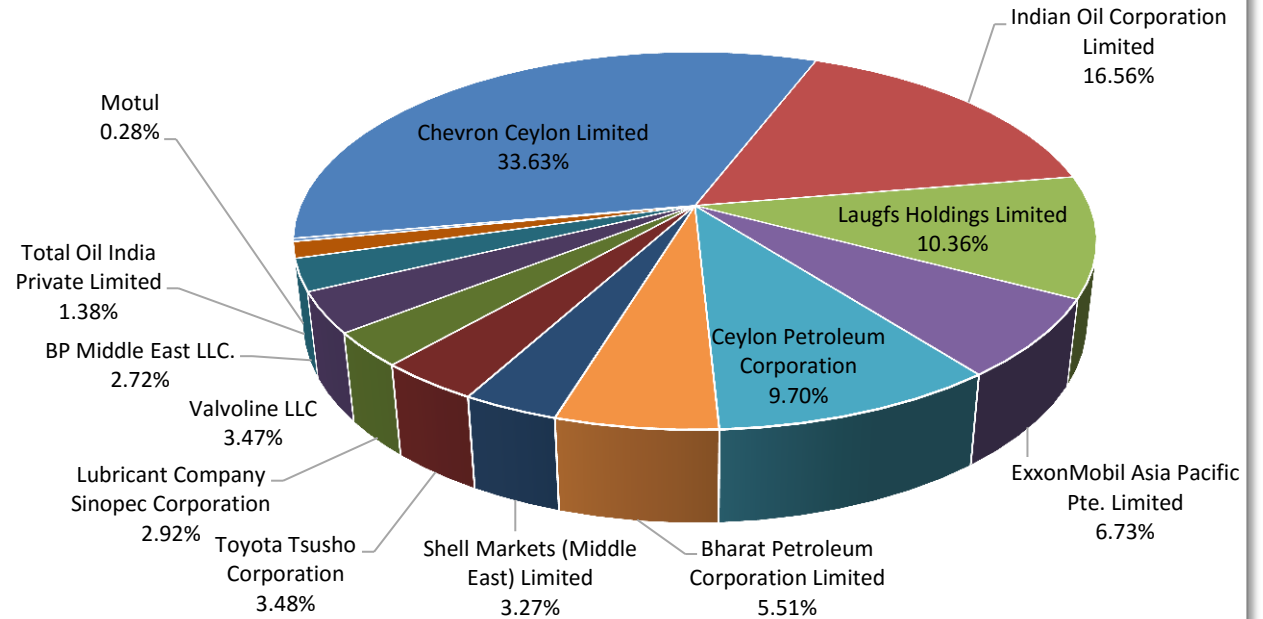
Company	QUARTERLY LUBRICANT SALES QUANTITY – SECOND QUARTER			
	2018 (Q2)		2017 (Q2)	
	kL	%	kL	%
Chevron Ceylon Limited	6,242.00	38.46	4,706.00	33.63
Indian Oil Corporation Limited	2,414.46	14.88	2,317.04	16.56
Laugfs Holdings Limited	1,667.59	10.28	1,450.44	10.36
ExxonMobil Asia Pacific Pte. Limited	1,531.40	9.44	942.58	6.73
Ceylon Petroleum Corporation	956.79	5.90	1,357.30	9.70
Bharat Petroleum Corporation Limited	834.00	5.14	771.00	5.51
Shell Markets (Middle East) Limited	645.84	3.98	458.12	3.27
Toyota Tsusho Corporation	516.06	3.18	487.00	3.48
Lubricant Company Sinopec Corporation	461.00	2.84	408.00	2.92
Valvoline LLC	367.57	2.27	485.40	3.47
BP Middle East LLC.	361.03	2.22	380.63	2.72
Total Oil India Private Limited	211.14	1.30	193.15	1.38
Motul	18.97	0.12	38.87	0.28
Total	16,227.86	100.00	13,995.53	100.00

Company	ANNUAL LUBRICANT SALES QUANTITY					
	2017		2016		2015	
	kL	%	kL	%	kL	%
Chevron Ceylon Limited	25,721.00	39.89	29,251.30	45.29	27,585.20	47.58
Indian Oil Corporation Limited	10,969.60	17.01	10,590.26	16.40	8,618.00	14.86
Ceylon Petroleum Corporation	5,411.60	8.39	5,445.90	8.43	5,325.85	9.19
Laugfs Holdings Limited	4,949.56	7.68	3,419.59	5.29	2,858.29	4.93
ExxonMobil Asia Pacific Pte. Limited	3,534.70	5.48	3,105.96	4.81	2,857.62	4.93
Bharat Petroleum Corporation	3,452.00	5.35	3,710.27	5.74	2,951.40	5.09
Toyota Tsusho Corporation	2,110.00	3.27	1,911.99	2.96	1,483.16	2.56
Lubricant Company Sinopec	1,986.00	3.08	1,569.20	2.43	1,527.20	2.63
Valvoline LLC	1,949.84	3.02	1,869.49	2.89	1,300.16	2.24
Shell Markets (Middle East) Limited	1,898.34	2.94	1,290.11	2.00	1,412.93	2.44
BP Middle East LLC	1,639.54	2.54	1,693.26	2.62	1,519.11	2.62
Total Oil India Private Limited	720.89	1.12	593.12	0.92	479.26	0.83
Motul	141.91	0.22	134.88	0.21	59.93	0.10
Total	64,484.98	100.00	64,585.33	100.00	57,978.13	100.00

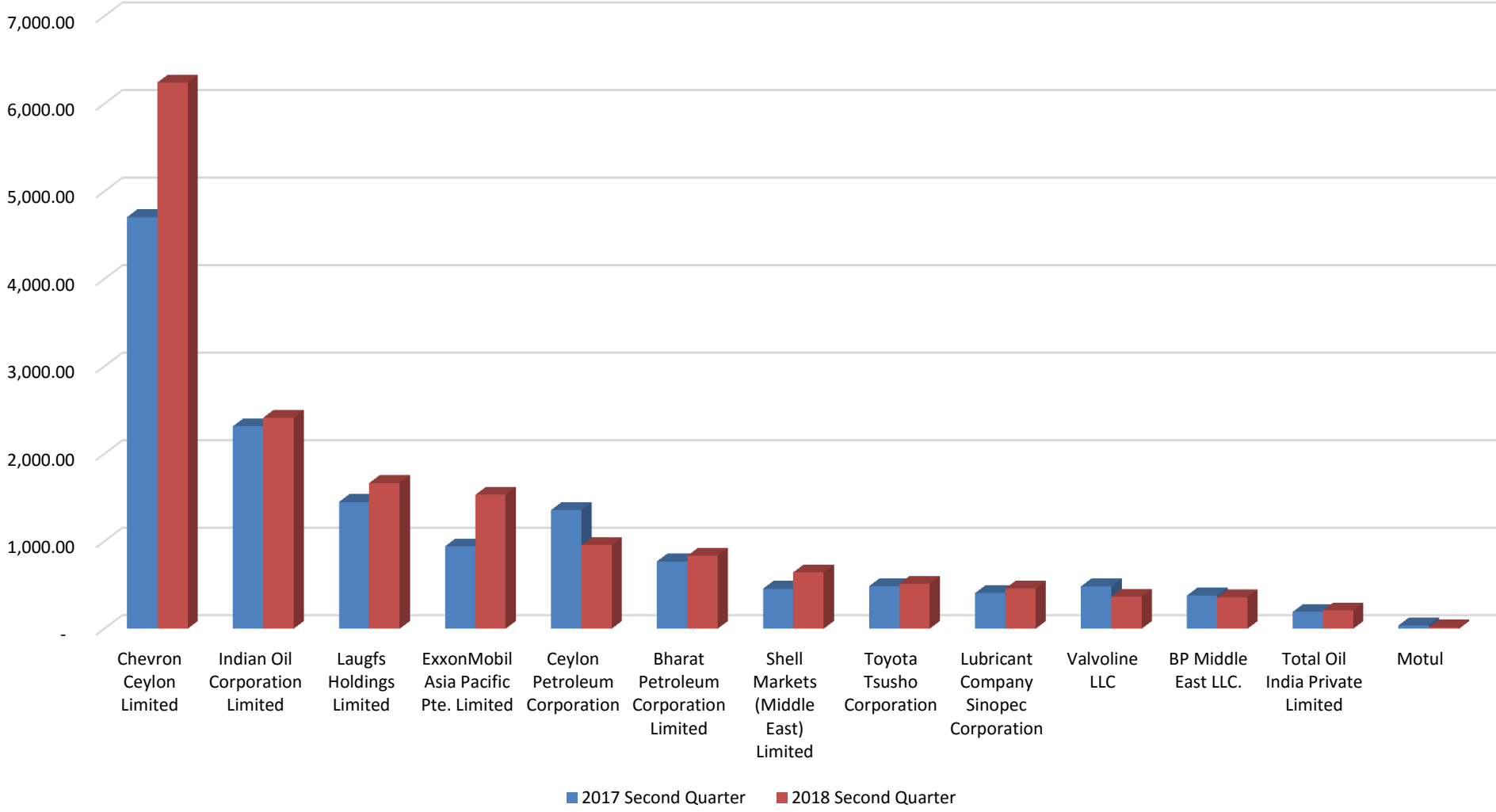
2018 Second Quarter Market Share



2017 Second Quarter Market Share



Lubricant Sale Quantity (kL) - Second Quarter 2017/2018



Annual Lubricant Sales Quantity - 2017

