



Lubricant Market Report

Third Quarter - 2018

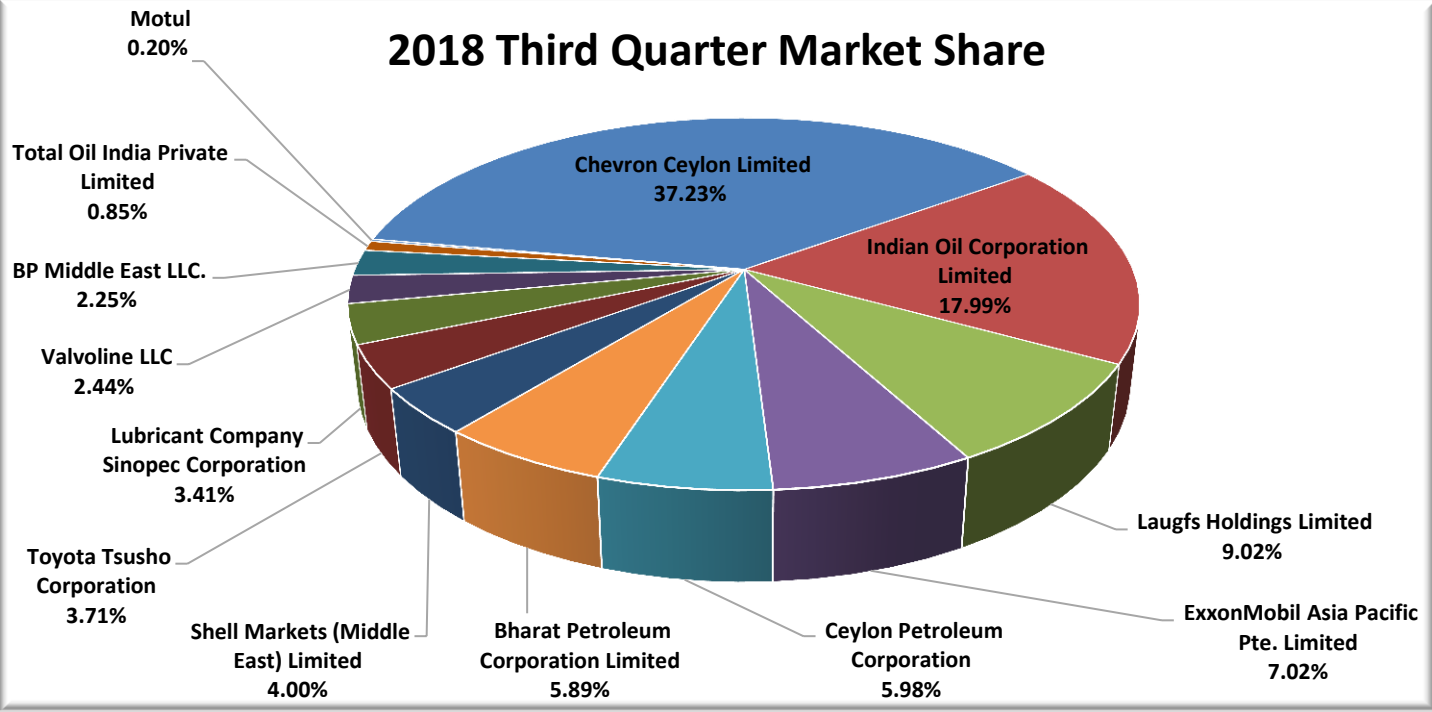
Public Utilities Commission of Sri Lanka

Shadow Regulator of the Lubricant Market

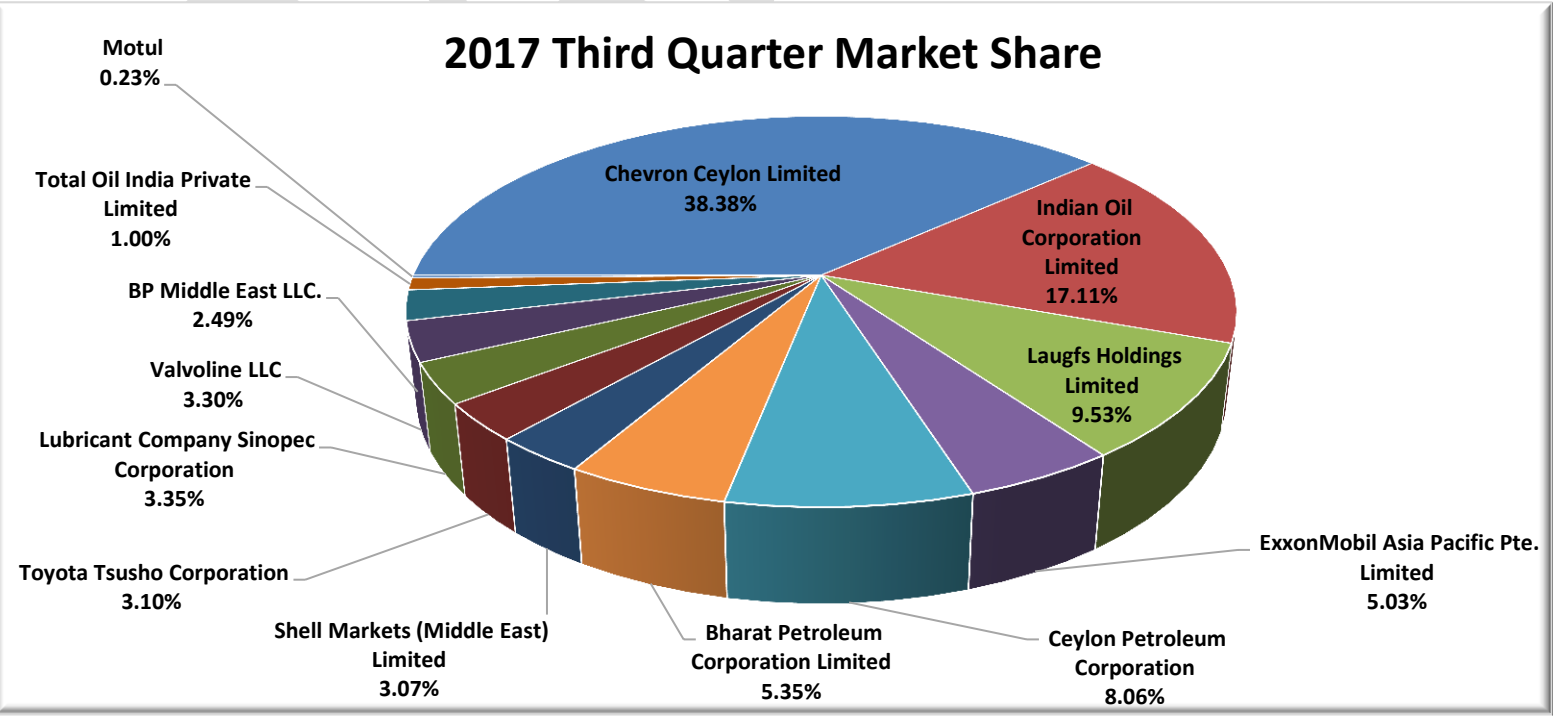
Company	QUARTERLY LUBRICANT SALES QUANTITY – THIRD QUARTER			
	2018 (Q3)		2017 (Q3)	
	kL	%	kL	%
Chevron Ceylon Limited	6,127.00	37.23	6,498.00	38.38
Indian Oil Corporation Limited	2,961.48	17.99	2,897.33	17.11
Laugfs Holdings Limited	1,484.11	9.02	1,613.12	9.53
ExxonMobil Asia Pacific Pte. Limited	1,155.01	7.02	851.03	5.03
Ceylon Petroleum Corporation	984.70	5.98	1,364.20	8.06
Bharat Petroleum Corporation Limited	970.00	5.89	906.00	5.35
Shell Markets (Middle East) Limited	658.78	4.00	520.43	3.07
Toyota Tsusho Corporation	610.92	3.71	524.00	3.10
Lubricant Company Sinopec Corporation	562.00	3.41	567.00	3.35
Valvoline LLC	401.07	2.44	558.06	3.30
BP Middle East LLC	370.66	2.25	422.03	2.49
Total Oil India Private Limited	139.84	0.85	168.70	1.00
Motul	32.84	0.20	39.63	0.23
Total	16,458.41	100.00	16,929.53	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

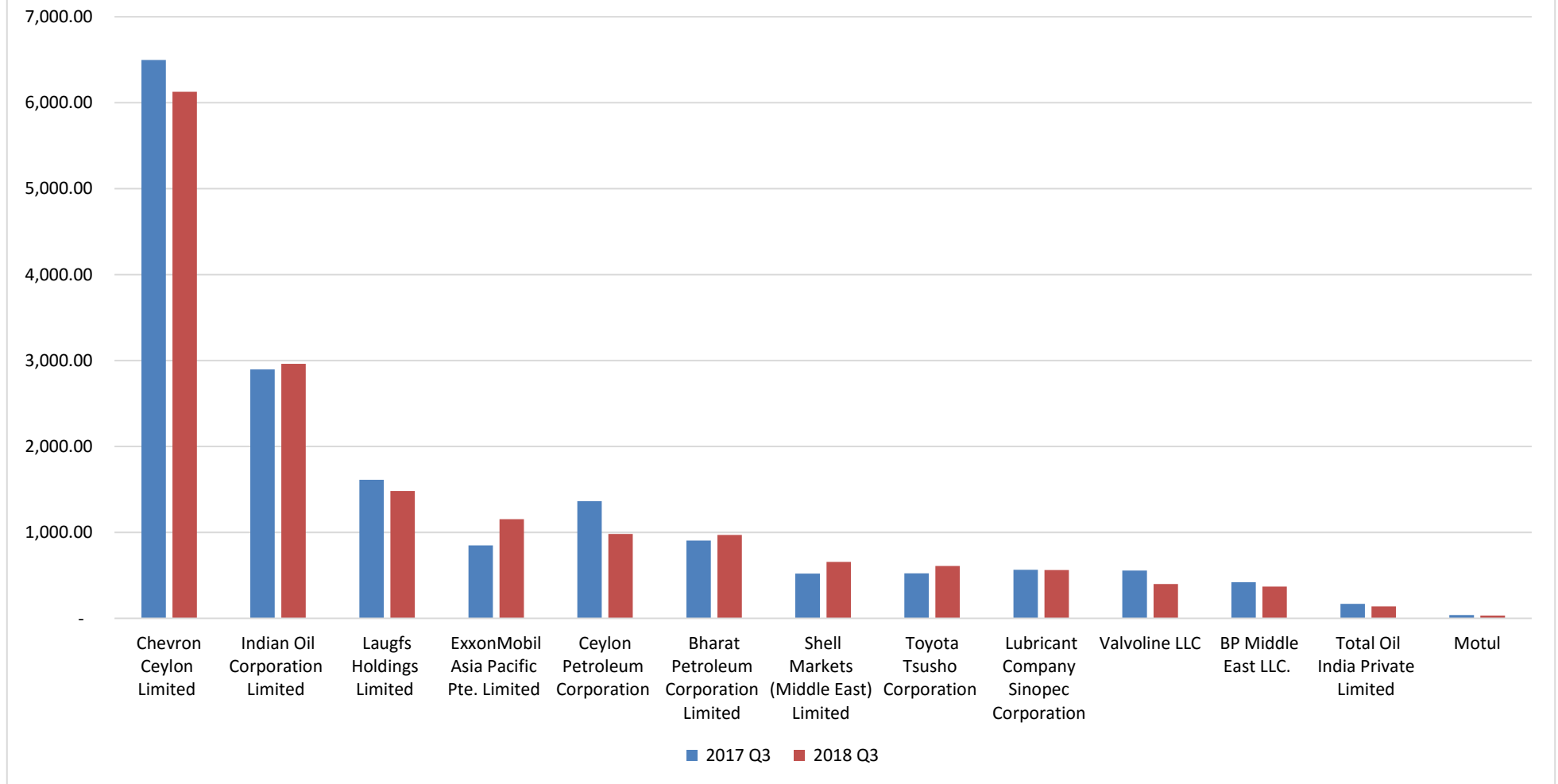
2018 Third Quarter Market Share



2017 Third Quarter Market Share



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



Annual Lubricant Sales Quantity - 2017

