



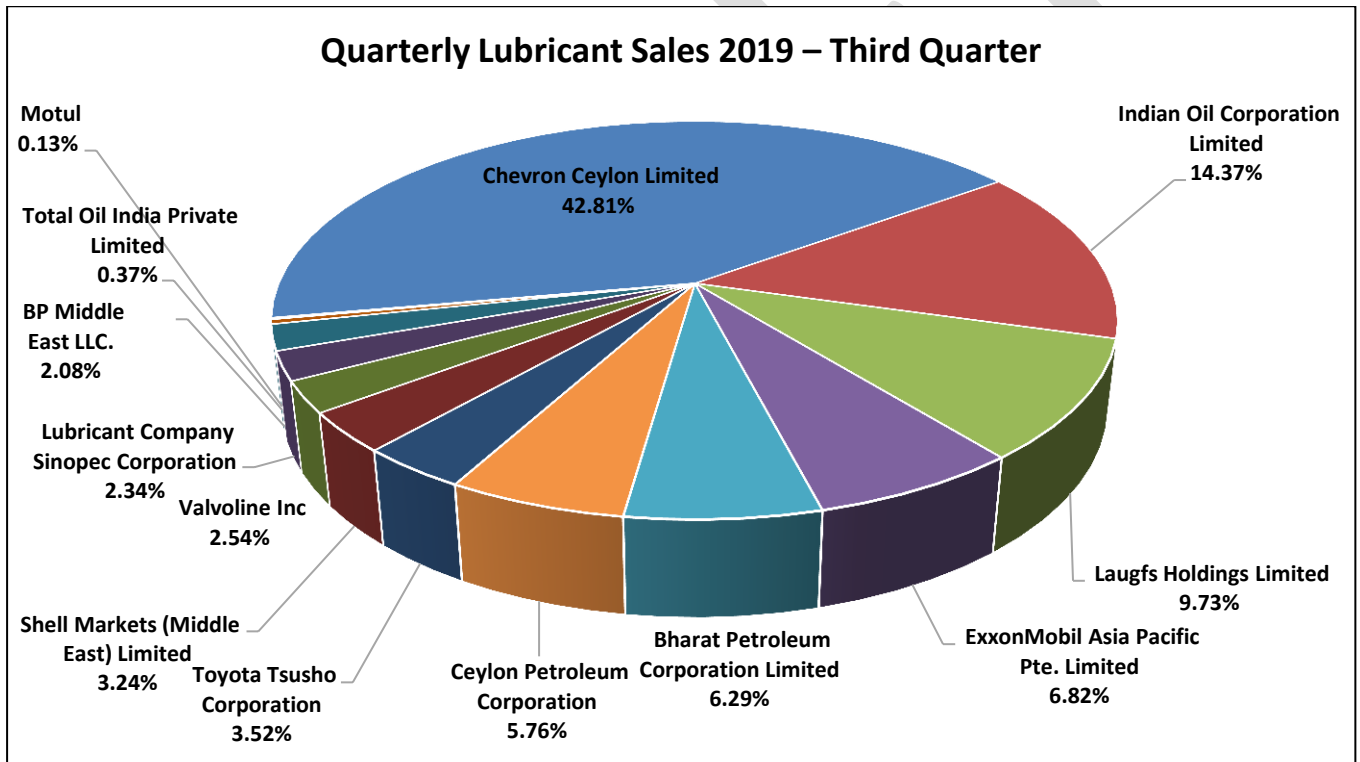
Lubricant Market Report

Third Quarter - 2019

Public Utilities Commission of Sri Lanka

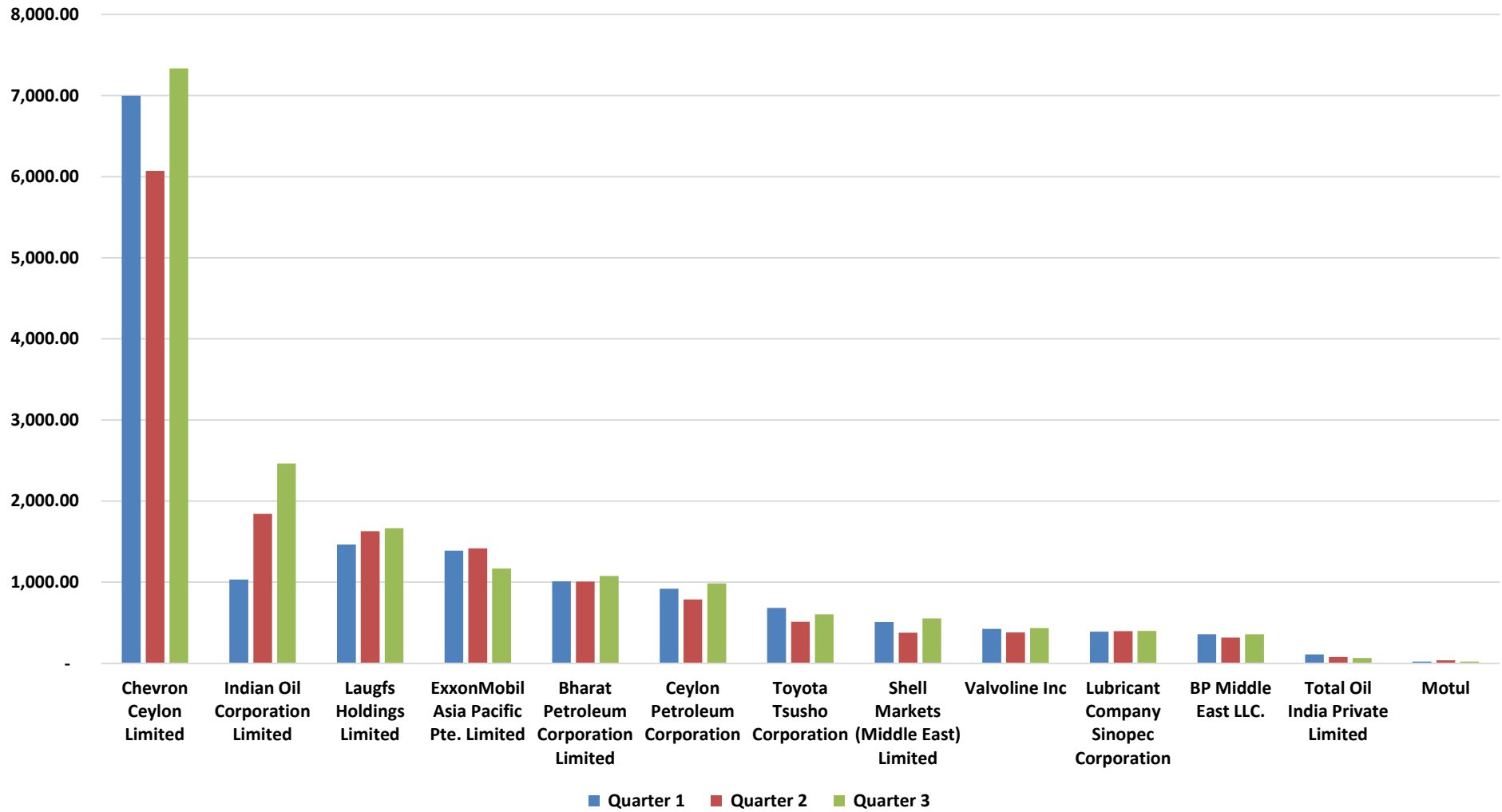
Shadow Regulator of the Lubricant Market

Quarterly Lubricant Sales 2019 – Third Quarter		
Company	Sales (kL)	Market Share (%)
Chevron Ceylon Limited	7,334.00	42.81
Indian Oil Corporation Limited	2,462.27	14.37
Laugfs Holdings Limited	1,667.08	9.73
ExxonMobil Asia Pacific Pte. Limited	1,168.20	6.82
Bharat Petroleum Corporation Limited	1,078.00	6.29
Ceylon Petroleum Corporation	986.80	5.76
Toyota Tsusho Corporation	602.72	3.52
Shell Markets (Middle East) Limited	554.83	3.24
Valvoline Inc	435.19	2.54
Lubricant Company Sinopec Corporation	400.21	2.34
BP Middle East LLC.	357.07	2.08
Total Oil India Private Limited	63.83	0.37
Motul	21.85	0.13
Total	17,132.06	100



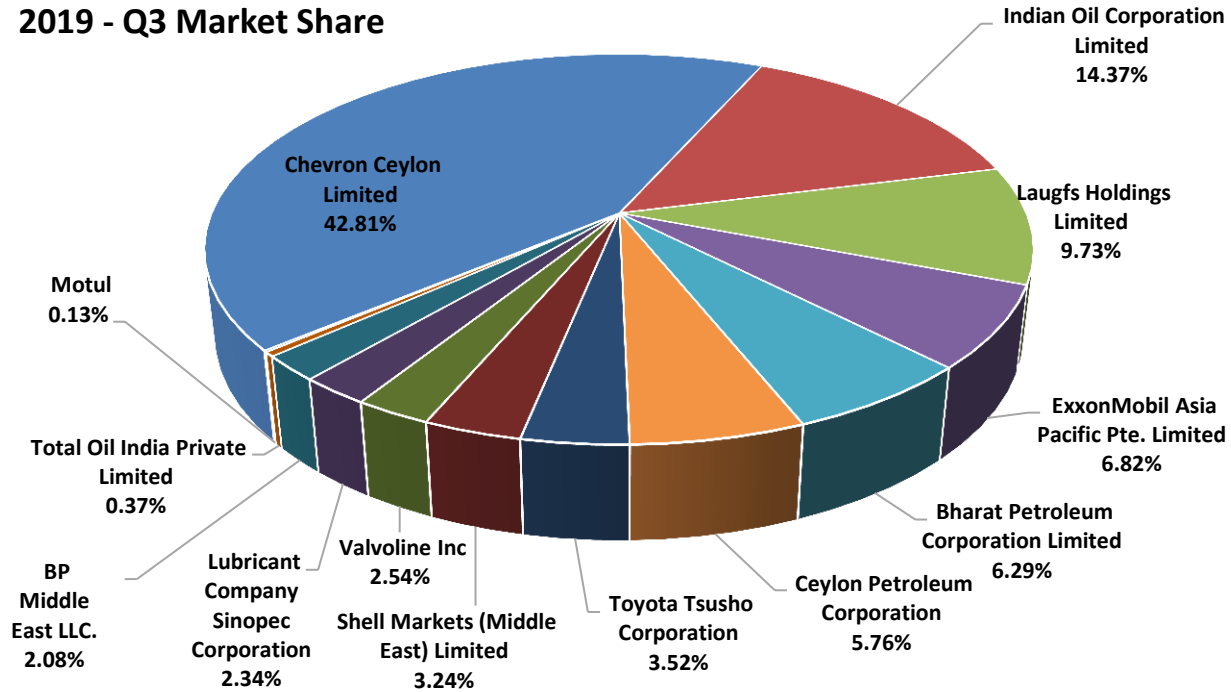
Quarterly Lubricant Sales -2019 (kL)					
Company	First Quarter (Q1)	Second Quarter (Q2)	Third Quarter (Q3)	Q1+Q2+Q3	Market Share (%) (Q1+Q2+Q3)
Chevron Ceylon Limited	6,998.00	6,072.00	7,334.00	20,404.00	43.15
Indian Oil Corporation Limited	1,032.81	1,843.01	2,462.27	5,338.09	11.29
Laugfs Holdings Limited	1,465.38	1,628.67	1,667.08	4,761.13	10.07
ExxonMobil Asia Pacific Pte. Limited	1,388.26	1,415.97	1,168.20	3,972.43	8.40
Bharat Petroleum Corporation Limited	1,010.00	1,008.00	1,078.00	3,096.00	6.55
Ceylon Petroleum Corporation	917.92	786.00	986.80	2,690.72	5.69
Toyota Tsusho Corporation	682.49	512.61	602.72	1,797.82	3.80
Shell Markets (Middle East) Limited	508.56	376.87	554.83	1,440.25	3.05
Valvoline Inc	423.60	379.61	435.19	1,238.40	2.62
Lubricant Company Sinopec Corporation	388.37	395.92	400.21	1,184.50	2.50
BP Middle East LLC.	359.58	318.35	357.07	1,035.00	2.19
Total Oil India Private Limited	110.58	79.14	63.83	253.55	0.54
Motul	20.90	36.16	21.85	78.91	0.17
Total	15,306.45	14,852.30	17,132.06	47,290.81	100.00

Quarterly Lubricant Sales -2019 (kL)

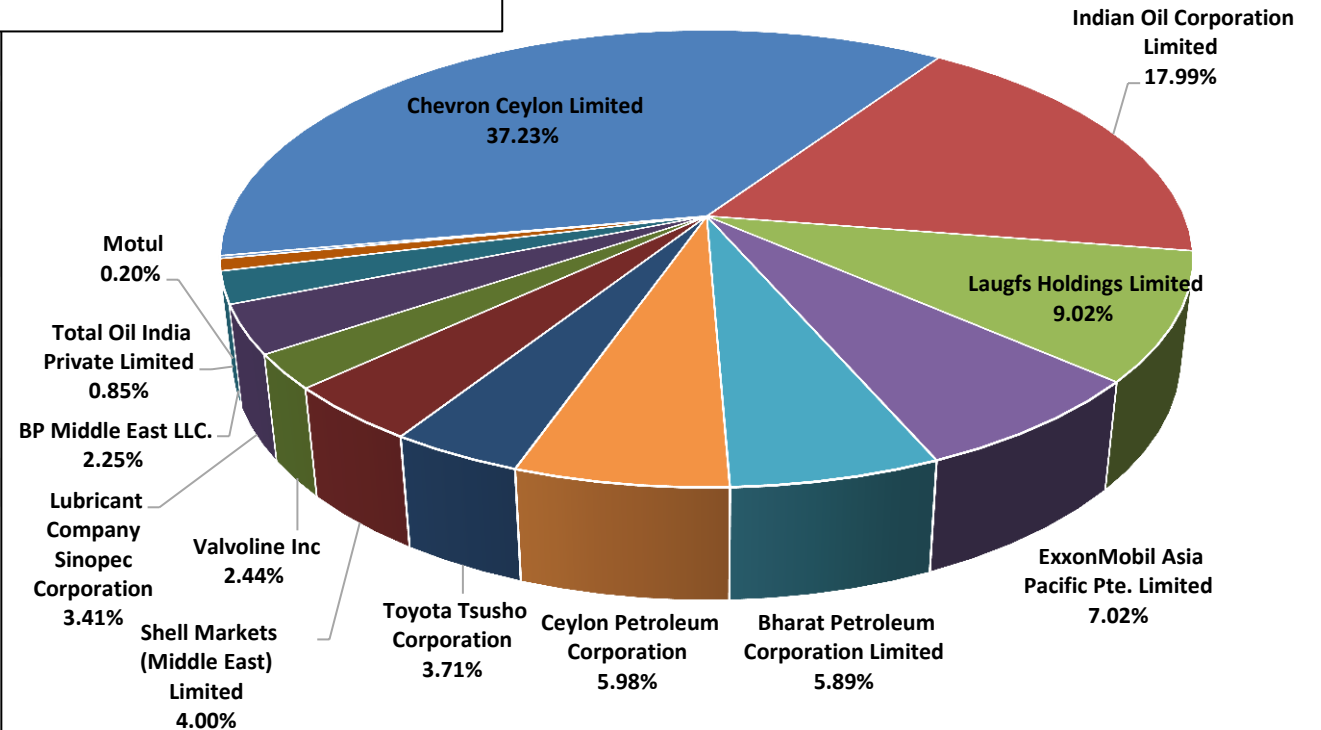


Company	QUARTERLY LUBRICANT SALES – THIRD QUARTER			
	2019 (Q3)		2018 (Q3)	
	Sales (kL)	Market Share (%)	Sales (kL)	Market Share (%)
Chevron Ceylon Limited	7,334.00	42.81	6,127.00	37.23
Indian Oil Corporation Limited	2,462.27	14.37	2,961.48	17.99
Laugfs Holdings Limited	1,667.08	9.73	1,484.11	9.02
ExxonMobil Asia Pacific Pte. Limited	1,168.20	6.82	1,155.01	7.02
Bharat Petroleum Corporation Limited	1,078.00	6.29	970.00	5.89
Ceylon Petroleum Corporation	986.80	5.76	984.70	5.98
Toyota Tsusho Corporation	602.72	3.52	610.92	3.71
Shell Markets (Middle East) Limited	554.83	3.24	658.78	4.00
Valvoline Inc	435.19	2.54	401.07	2.44
Lubricant Company Sinopec Corporation	400.21	2.34	562.00	3.41
BP Middle East LLC.	357.07	2.08	370.66	2.25
Total Oil India Private Limited	63.83	0.37	139.84	0.85
Motul	21.85	0.13	32.84	0.20
Total	17,132.06	100.00	16,458.41	100.00

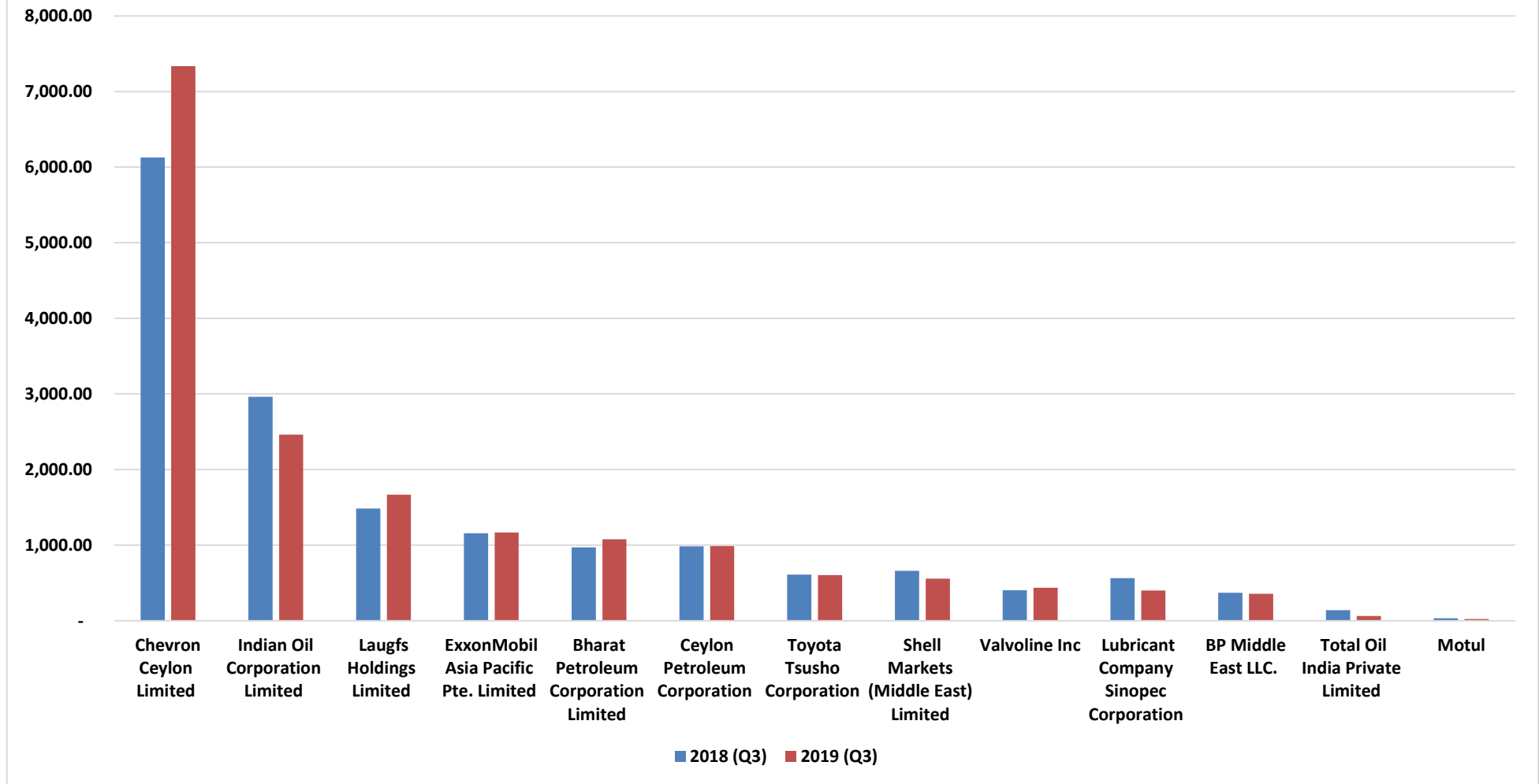
2019 - Q3 Market Share



2018 - Q3 Market Share



Lubricant Sale Quantity (kL) - Third Quarter 2018/2019



Lubricant Sales - 2019 Third Quarter		
Lubricant Type	Sales Quantity (kL)	Percentage (%)
Automotive Oils	12,202	71.22
Industrial Oils	3,163	18.47
Marine Oils	1,024	5.98
Greases	699	4.08
Other	44	0.26
Total	17,132	100.00

Lubricant Sales - 2019 Third Quarter	
Automotive Oil Lubricant Breakdown	Quantity (kL)
Gasoline Engine Oils -Multi Grade	1,103
Gasoline Engine Oils-Mono Grade	359
Diesel Engine Oils-Multi Grade	2,047
Diesel Engine Oils	4,060
Four Stroke Motor Cycle Oils	2,732
Two Stroke Oils	1,083
Automotive Gear Oils	600
Automatic Transmission Fluids	210
Other	8
Total	12,201

Lubricant Sales - 2019 Third Quarter		
Company	Automotive Lubricant Sales (kL)	%
Chevron Ceylon Limited	5,036.00	41.28
Indian Oil Corporation Limited	1,964.17	16.10
Laugfs Holdings Limited	1,182.63	9.69
Ceylon Petroleum Corporation	878.50	7.20
Bharat Petroleum Corporation Limited	776.00	6.36
ExxonMobil Asia Pacific Pte. Limited	668.04	5.48
Toyota Tsusho Corporation	592.61	4.86
Valvoline Inc	393.20	3.22
Shell Markets (Middle East) Limited	263.24	2.16
BP Middle East LLC.	221.74	1.82
Lubricant Company Sinopec Corporation	157.77	1.29
Total Oil India Private Limited	44.98	0.37
Motul	21.85	0.18
Total	12,200.74	100.00

Company	SALES QUANTITIES					
	2018		2017		2016	
	kL	%	kL	%	kL	%
Chevron Ceylon Limited	23,987.00	37.32	25,721.00	39.89	29,251.30	45.29
Indian Oil Corporation Limited	11,316.17	17.61	10,969.60	17.01	10,590.26	16.40
Laugfs Holdings Limited	5,775.00	8.99	4,949.56	7.68	3,419.59	5.29
ExxonMobil Asia Pacific Pte. Limited	4,959.08	7.72	3,534.70	5.48	3,105.96	4.81
Ceylon Petroleum Corporation	4,071.49	6.34	5,411.60	8.39	5,445.90	8.43
Bharat Petroleum Corporation Limited	3,584.00	5.58	3,452.00	5.35	3,710.27	5.74
Toyota Tsusho Corporation	2,398.13	3.73	2,110.00	3.27	1,911.99	2.96
Shell Markets (Middle East) Limited	2,330.68	3.63	1,898.34	2.94	1,290.11	2.00
Lubricant Company Sinopec Corporation	1,975.00	3.07	1,986.00	3.08	1,569.20	2.43
Valvoline Inc	1,525.48	2.37	1,949.84	3.02	1,869.49	2.89
BP Middle East LLC	1,496.20	2.33	1,639.54	2.54	1,693.26	2.62
Total Oil India Private Limited	720.866	1.12	720.89	1.12	593.12	0.92
Motul	127.578	0.20	141.91	0.22	134.88	0.21
Total	64,266.67	100.00	64,484.98	100.00	64,585.33	100.00

2018 Market Share

