



**Lubricant Market
Statistics
First Quarter - 2020**

Public Utilities Commission of Sri Lanka

Shadow Regulator of the Lubricant Market

AS THE SHADOW REGULATOR OF THE LUBRICANT AND GREASE
MARKET,

THE PUBLIC UTILITIES COMMISSION OF SRI LANKA
COLLECTS, RECORDS AND DISSEMINATES LUBRICANT MARKET
OPERATIONAL INFORMATION.

THIS DOCUMENT PROVIDES AN OVERVIEW OF THE LUBRICANT
AND GREASE MARKET IN SRI LANKA AND SUMMARIZES THE
OPERATIONAL INFORMATION

OF THE FIRST QUARTER OF YEAR 2020

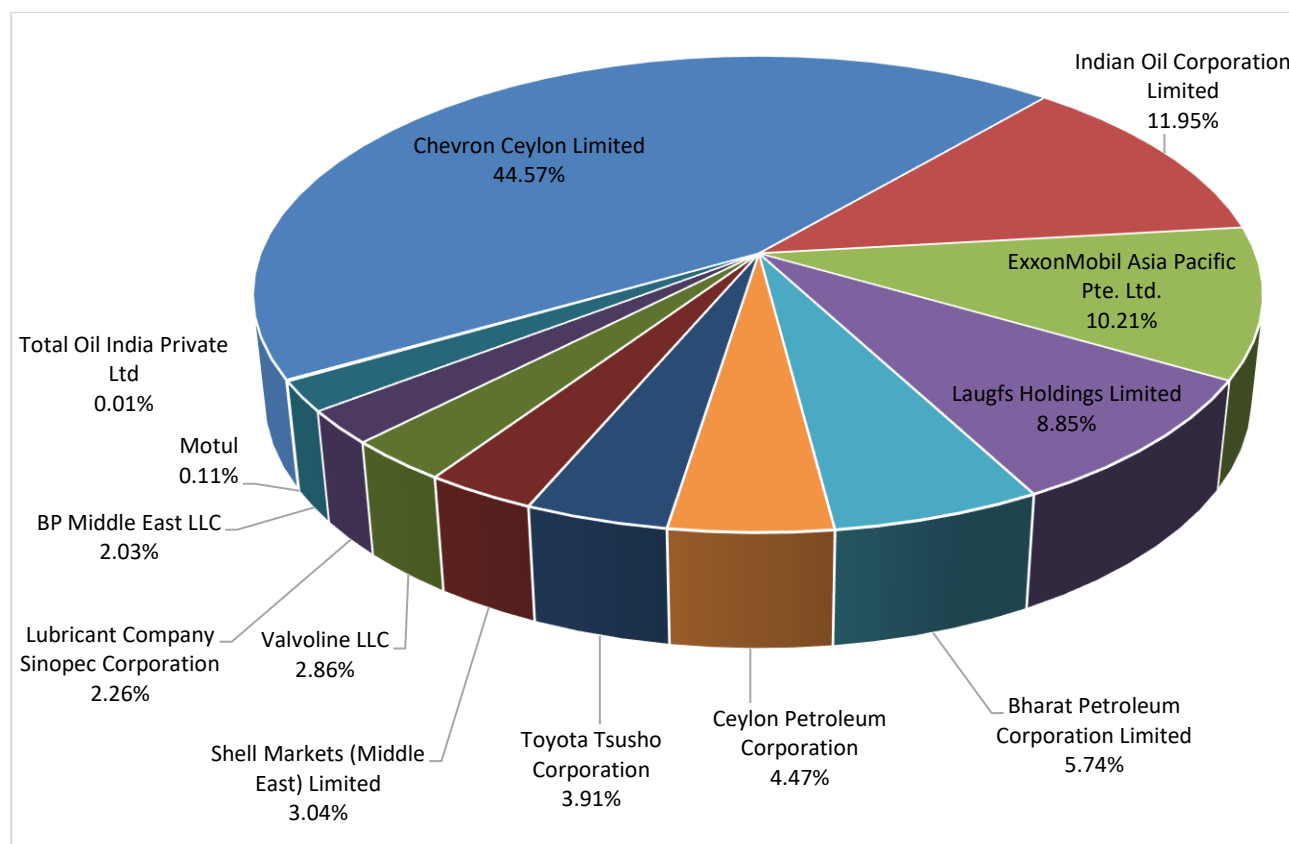
Market Participants

Presently there are ten (10) parties authorized to import, export, sell, supply or distribute lubricants (Activity 2) and four (4) parties are authorized to import, export, blend, produce, sell, supply or distribute lubricants (Activity 1) as indicated below (with respect to Hyrax brand, authority is granted only to blend produce and export).

Brand(s)	Company	Nominee	Activity
 (Caltex, Chevron, Texaco, Lanka)	Chevron Ceylon Limited	Chevron Lubricants Lanka PLC	Activity 1
 (Servo)	Indian Oil Corporation Limited	Lanka IOC PLC	Activity 1
 (ExxonMobil, Esso, Mobil, Cat)	ExxonMobil Asia Pacific Pte. Limited.	McLarens Lubricants Limited	Activity 2
 (Valvoline)	Valvoline LLC	United Motors Lanka Limited	Activity 2
 (Shell)	Shell Markets (Middle East) Limited	N. M. Distributors (Pvt) Limited	Activity 2
 (BP, Castrol)	BP Middle East LLC.	Associated Motorways Limited	Activity 2
 (Laugfs)	Laugfs Holdings Limited	Laugfs Lubricants Limited	Activity 1
 (MAK)	Bharat Petroleum Corporation Limited	TVS Lanka (Pvt) Limited	Activity 2
 (Motul)	Motul	Transmec International	Activity 2
		Spectrum Trading Company (Private) Limited	Activity 2
 (Greatwall, Sinopec)	Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	Activity 2
 (Toyota)	Toyota Tsusho Corporation	Toyota Lanka (Pvt) Limited	Activity 2
 (Total, Elf)	Total Oil India Private Limited	Navaloka Petroleum (Pvt) Limited	Activity 2
 (Ceypetco, Hyrax)	Ceylon Petroleum Corporation		Activity 1

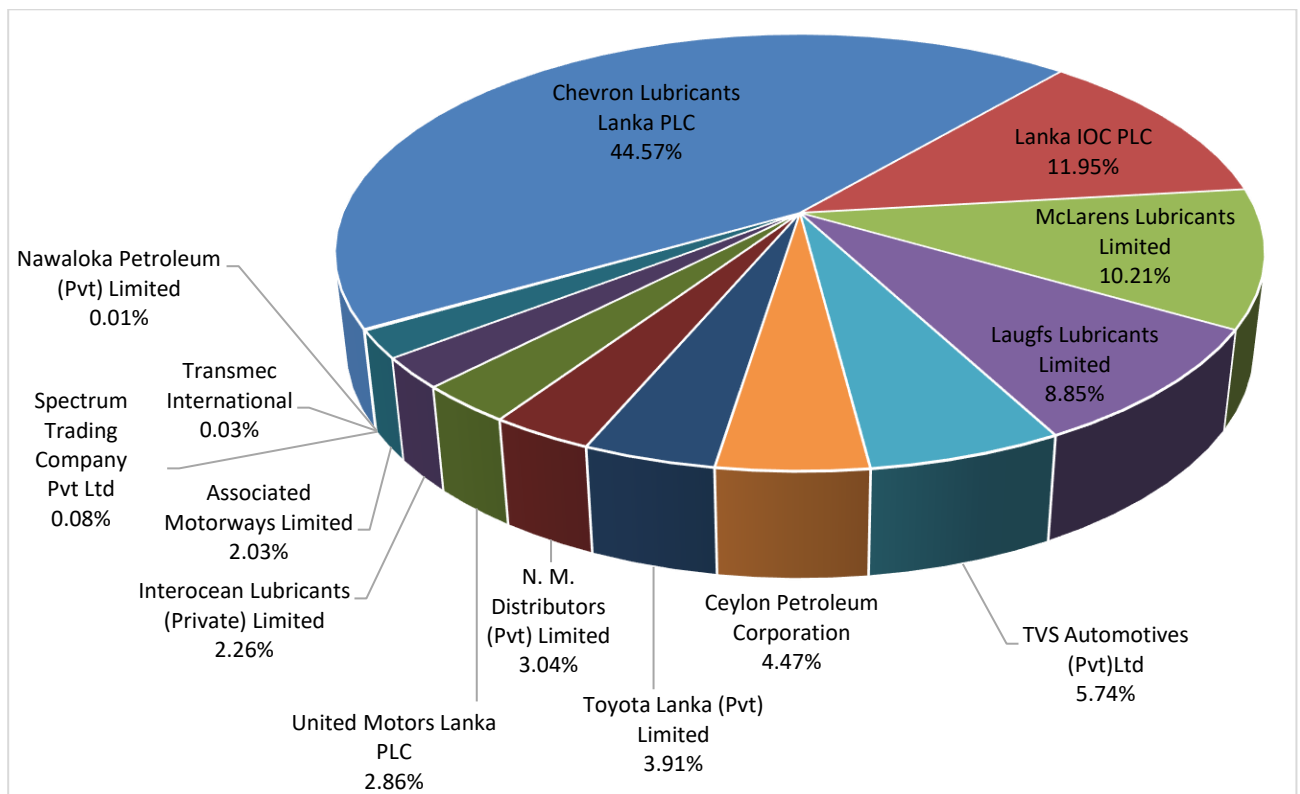
Company wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY – 2020 FIRST QUARTER	
	kL	%
Chevron Ceylon Limited	6,567.14	44.57
Indian Oil Corporation Limited	1,760.45	11.95
ExxonMobil Asia Pacific Pte. Ltd.	1,504.81	10.21
Laugfs Holdings Limited	1,303.59	8.85
Bharat Petroleum Corporation Limited	846.00	5.74
Ceylon Petroleum Corporation	657.98	4.47
Toyota Tsusho Corporation	576.34	3.91
Shell Markets (Middle East) Limited	448.65	3.04
Valvoline LLC	421.42	2.86
Lubricant Company Sinopec Corporation	333.41	2.26
BP Middle East LLC	298.56	2.03
Motul	15.71	0.11
Total Oil India Private Ltd	1.28	0.01
Total	14,735.34	100.00



Nominee wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2020 FIRST QUARTER	
	kL	%
Chevron Lubricants Lanka PLC	6,567.14	44.57
Lanka IOC PLC	1,760.45	11.95
McLarens Lubricants Limited	1,504.81	10.21
Laugfs Lubricants Limited	1,303.59	8.85
TVS Automotives (Pvt)Ltd	846.00	5.74
Ceylon Petroleum Corporation	657.98	4.47
Toyota Lanka (Pvt) Limited	576.34	3.91
N. M. Distributors (Pvt) Limited	448.65	3.04
United Motors Lanka PLC	421.42	2.86
Interocean Lubricants (Private) Limited	333.41	2.26
Associated Motorways Limited	298.56	2.03
Spectrum Trading Company Pvt Ltd	11.61	0.08
Transmec International	4.10	0.03
Nawaloka Petroleum (Pvt) Limited	1.28	0.01
Total	14,735.34	100.00



Company wise Annual Lubricant Sales Quantity (2016 to 2019)

Company	ANNUAL LUBRICANT SALES QUANTITY							
	2019		2018		2017		2016	
	kL	%	kL	%	kL	%	kL	%
Chevron Ceylon Limited	25,842.62	41.36	23,987.00	37.32	25,721.00	39.89	29,251.30	45.29
Indian Oil Corporation Limited	7,848.61	12.56	11,316.17	17.61	10,969.60	17.01	10,590.26	16.40
Laugfs Holdings Limited	6,309.86	10.10	5,775.00	8.99	4,949.56	7.68	3,419.59	5.29
ExxonMobil Asia Pacific Pte. Limited	5,683.75	9.10	4,959.08	7.72	3,534.70	5.48	3,105.96	4.81
Bharat Petroleum Corporation Limited	4,045.00	6.47	3,584.00	5.58	3,452.00	5.35	3,710.27	5.74
Ceylon Petroleum Corporation	3,542.42	5.67	4,071.49	6.34	5,411.60	8.39	5,445.90	8.43
Toyota Tsusho Corporation	2,421.63	3.88	2,398.13	3.73	2,110.00	3.27	1,911.99	2.96
Shell Markets (Middle East) Limited	1,856.72	2.97	2,330.68	3.63	1,898.34	2.94	1,290.11	2.00
Valvoline LLC	1,686.69	2.70	1,525.48	2.37	1,949.84	3.02	1,869.49	2.89
Lubricant Company Sinopec Corporation	1,565.60	2.51	1,975.00	3.07	1,986.00	3.08	1,569.20	2.43
BP Middle East LLC	1,322.01	2.12	1,496.20	2.33	1,639.54	2.54	1,693.26	2.62
Total Oil India Private Limited	264.75	0.42	720.87	1.12	720.89	1.12	593.12	0.92
Motul	91.80	0.15	127.58	0.20	141.91	0.22	134.88	0.21
Total	62,481.46	100.00	64,266.67	100.00	64,484.98	100.00	64,585.33	100.00

Company wise Lubricant Sales Values

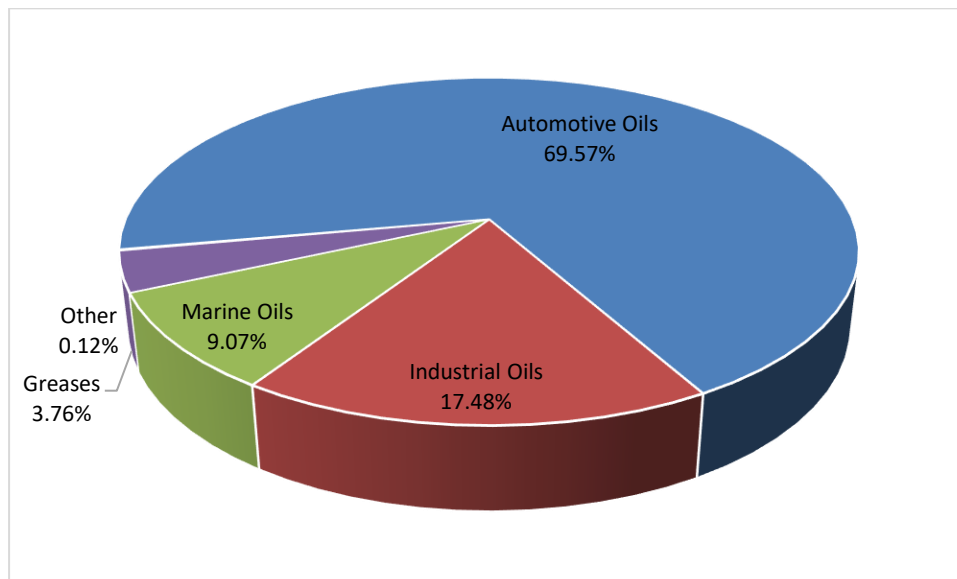
Company	LUBRICANT SALES VALUES – 2020 FIRST QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	2,656.14	39.66
ExxonMobil Asia Pacific Pte. Ltd.	799.89	11.94
Toyota Tsusho Corporation	650.16	9.71
Indian Oil Corporation Limited	542.92	8.11
Laugfs Holdings Limited	429.31	6.41
Bharat Petroleum Corporation Limited	372.32	5.56
Ceylon Petroleum Corporation	313.55	4.68
Shell Markets (Middle East) Limited	277.68	4.15
BP Middle East LLC	250.66	3.74
Valvoline LLC	238.79	3.57
Lubricant Company Sinopec Corporation	147.33	2.20
Motul	17.27	0.26
Total Oil India Private Ltd	0.77	0.01
Total	6,696.77	100.00

Nominee wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES – 2020 FIRST QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	2,656.14	39.66
McLarens Lubricants Limited	799.89	11.94
Toyota Lanka (Pvt) Limited	650.16	9.71
Lanka IOC PLC	542.92	8.11
Laugfs Lubricants Limited	429.31	6.41
TVS Automotives (Pvt)Ltd	372.32	5.56
Ceylon Petroleum Corporation	313.55	4.68
N. M. Distributors (Pvt) Limited	277.68	4.15
Associated Motorways Limited	250.66	3.74
United Motors Lanka PLC	238.79	3.57
Interocean Lubricants (Private) Limited	147.33	2.20
Spectrum Trading Company Pvt Ltd	12.53	0.19
Transmec International	4.74	0.07
Nawaloka Petroleum (Pvt) Limited	0.77	0.01
Total	6,696.77	100.00

Type of Lubricant wise Lubricant Sales Quantity

Type of Lubricant	LUBRICANT SALES QUANTITY – 2020 FIRST QUARTER	
	kL	%
Automotive Oils	10,251.29	69.57
Industrial Oils	2,575.55	17.48
Marine Oils	1,336.71	9.07
Greases	553.78	3.76
Other	18.00	0.12
Total	14,735.34	100.00



Type of Lubricant wise Lubricant Sales Values

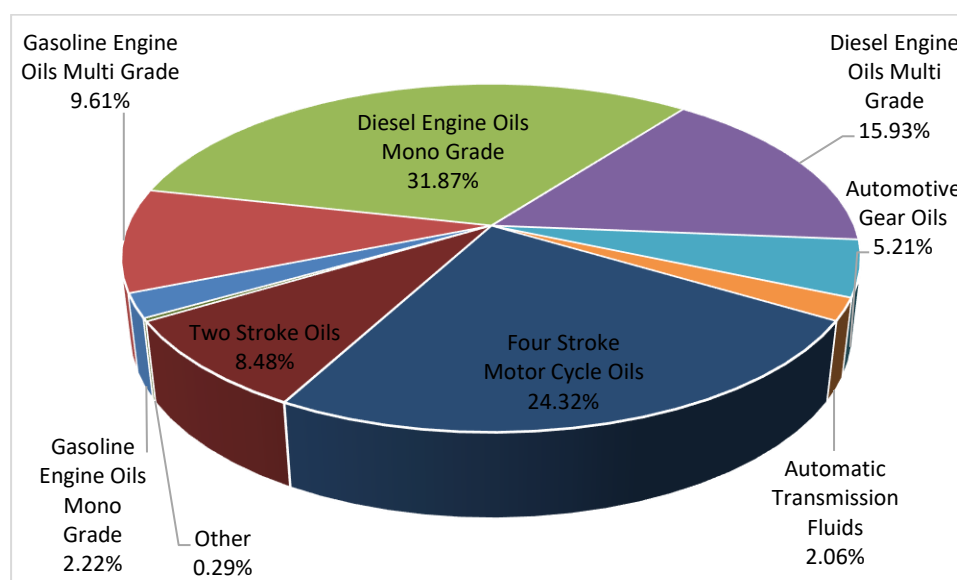
Type of Lubricant	LUBRICANT SALES VALUES – 2020 FIRST QUARTER	
	LKR Million	%
Automotive Oils	4,815.88	71.91
Industrial Oils	944.44	14.10
Marine Oils	556.96	8.32
Greases	348.07	5.20
Other	31.43	0.47
Total	6,696.77	100.00

Nominee wise and Type of Lubricant wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2020 FIRST QUARTER (kL)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	4,493.55	252.65	1,088.40	732.54	-	6,567.14
Lanka IOC PLC	1,302.60	32.26	425.60	-	-	1,760.45
McLarens Lubricants Limited	898.93	16.03	162.80	427.05	-	1,504.81
Laugfs Lubricants Limited	884.70	66.51	352.38	-	-	1,303.59
TVS Automotives (Pvt)Ltd	601.00	23.00	222.00	-	-	846.00
Ceylon Petroleum Corporation	607.00	20.19	21.74	-	9.05	657.98
Toyota Lanka (Pvt) Limited	566.97	0.42	-	-	8.95	576.34
N. M. Distributors (Pvt) Limited	165.84	8.53	127.60	146.68	-	448.65
United Motors Lanka PLC	372.37	8.02	41.03	-	-	421.42
Interocean Lubricants (Private) Limited	108.87	120.64	99.10	4.80	-	333.41
Associated Motorways Limited	232.83	5.40	34.69	25.64	-	298.56
Spectrum Trading Company Pvt Ltd	11.61	-	-	-	-	11.61
Transmec International	4.10	-	-	-	-	4.10
Nawaloka Petroleum (Pvt) Limited	0.93	0.14	0.21	-	-	1.28
	10,251.29	553.78	2,575.55	1,336.71	18.00	14,735.34

Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2020 FIRST QUARTER	
	kL	%
Gasoline Engine Oils Mono Grade	227.66	2.22
Gasoline Engine Oils Multi Grade	985.15	9.61
Diesel Engine Oils Mono Grade	3,266.64	31.87
Diesel Engine Oils Multi Grade	1,633.17	15.93
Automotive Gear Oils	534.52	5.21
Automatic Transmission Fluids	211.69	2.07
Four Stroke Motor Cycle Oils	2,493.23	24.32
Two Stroke Oils	869.21	8.48
Other	30.11	0.29
Total	10,251.39	100.00



Automotive Lubricant Sales Values

Automotive Oil Type	LUBRICANT SALES VALUES – 2020 FIRST QUARTER	
	LKR Million	%
Gasoline Engine Oils Mono Grade	94.69	1.97
Gasoline Engine Oils Multi Grade	910.88	18.91
Diesel Engine Oils Mono Grade	1,106.76	22.98
Diesel Engine Oils Multi Grade	873.67	18.14
Automotive Gear Oils	271.83	5.64
Automatic Transmission Fluids	215.18	4.47
Four Stroke Motor Cycle Oils	1,006.98	20.91
Two Stroke Oils	292.55	6.07
Other	43.35	0.90
Total	4,815.88	100.00

Nominee wise Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2020 FIRST QUARTER (KL)														
	Chevron Lubricants Lanka PLC	Lanka IOC PLC	McLarens Lubricants Limited	Laugfs Lubricants Limited	Ceylon Petroleum Corporation	TVS Automotives (Pvt)Ltd	Toyota Lanka (Pvt) Limited	United Motors Lanka PLC	Associated Motorways Limited	N. M. Distributors (Pvt) Limited	Interocean Lubricants (Private) Limited	Spectrum Trading Company Pvt Ltd	Transmec International	Navaloka Petroleum (Pvt) Limited	TOTAL
Gasoline Engine Oils Mono Grade	158.24	12.30	-	37.67	12.40	2.00	-	-	-	5.05	-	-	-	-	227.66
Gasoline Engine Oils Multi Grade	147.55	6.87	171.19	15.40	31.30	7.00	442.84	51.01	72.85	29.02	1.83	6.21	1.72	0.37	985.15
Diesel Engine Oils Mono Grade	1,602.76	501.26	186.58	295.52	206.60	258.00	9.52	75.28	25.17	13.45	92.16	-	-	0.33	3,266.64
Diesel Engine Oils Multi Grade	934.30	126.19	236.44	27.01	21.60	16.00	42.85	118.56	24.78	80.76	3.83	-	0.85	0.01	1,633.17
Automotive Gear Oils	242.98	146.67	5.92	53.18	21.70	32.00	11.40	7.10	2.27	1.55	9.51	-	0.22	0.02	534.52
Automatic Transmission Fluids	86.18	7.05	17.57	9.88	13.50	3.00	60.36	9.86	2.31	0.57	1.14	-	0.07	0.21	211.69
Four Stroke Motor Cycle Oils	1,032.15	378.76	280.42	256.24	38.00	275.00	-	110.56	80.57	35.44	0.40	5.29	0.41	-	2,493.23
Two Stroke Oils	289.40	123.08	0.20	188.96	259.30	6.00	-	-	2.27	-	-	-	-	-	869.21
Other	-	0.42	0.62	0.90	2.60	2.00	-	-	22.62	0.01	-	0.11	0.83	-	30.11
Total	4,493.55	1,302.60	898.94	884.76	607.00	601.00	566.97	372.37	232.84	165.85	108.87	11.61	4.10	0.94	10,251.39