



# **Lubricant Market Statistics Second Quarter - 2020**

**Public Utilities Commission of Sri Lanka**

*Shadow Regulator of the Lubricant Market*

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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 REPORT PROVIDES AN OVERVIEW OF THE LUBRICANT AND  
GREASE MARKET IN SRI LANKA AND SUMMARIZES THE  
OPERATIONAL INFORMATION  
OF THE SECOND QUARTER OF YEAR 2020

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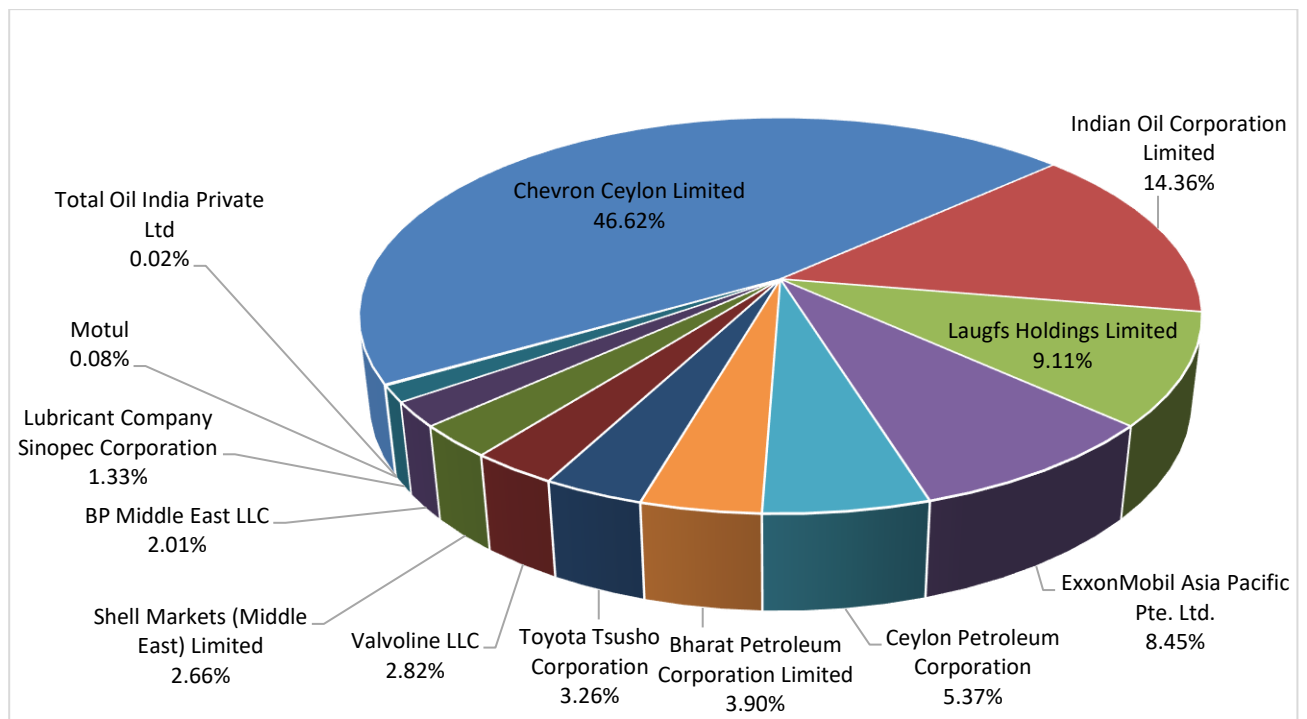
## Market Participants

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

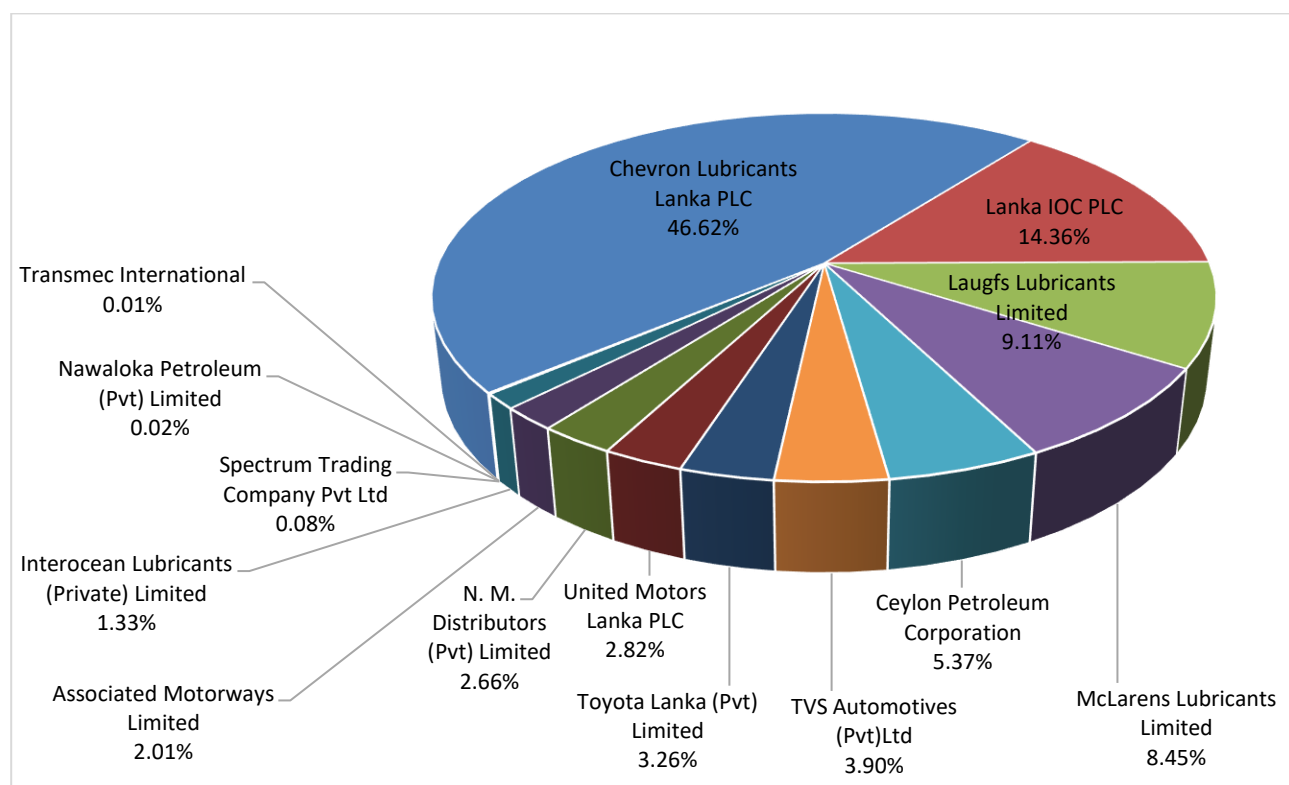
### Company wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY – 2020 SECOND QUARTER	
	kL	%
Chevron Ceylon Limited	5,881.50	46.62
Indian Oil Corporation Limited	1,811.92	14.36
Laugfs Holdings Limited	1,148.90	9.11
ExxonMobil Asia Pacific Pte. Ltd.	1,065.71	8.45
Ceylon Petroleum Corporation	677.76	5.37
Bharat Petroleum Corporation Limited	492.32	3.90
Toyota Tsusho Corporation	411.68	3.26
Valvoline LLC	356.35	2.82
Shell Markets (Middle East) Limited	335.56	2.66
BP Middle East LLC	253.07	2.01
Lubricant Company Sinopec Corporation	167.17	1.33
Motul	10.61	0.08
Total Oil India Private Ltd	2.90	0.02
<b>Total</b>	<b>12,615.44</b>	<b>100.00</b>



### Nominee wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2020 SECOND QUARTER	
	kL	%
Chevron Lubricants Lanka PLC	5,881.50	46.62
Lanka IOC PLC	1,811.92	14.36
Laugfs Lubricants Limited	1,148.90	9.11
McLarens Lubricants Limited	1,065.71	8.45
Ceylon Petroleum Corporation	677.76	5.37
TVS Automotives (Pvt)Ltd	492.32	3.90
Toyota Lanka (Pvt) Limited	411.68	3.26
United Motors Lanka PLC	356.35	2.82
N. M. Distributors (Pvt) Limited	335.56	2.66
Associated Motorways Limited	253.07	2.01
Interocean Lubricants (Private) Limited	167.17	1.33
Spectrum Trading Company Pvt Ltd	9.86	0.08
Nawaloka Petroleum (Pvt) Limited	2.90	0.02
Transmec International	0.75	0.01
<b>Total</b>	<b>12,615.44</b>	<b>100.00</b>



**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
<b>Total</b>	<b>62,481.46</b>	<b>100.00</b>	<b>64,266.67</b>	<b>100.00</b>	<b>64,484.98</b>	<b>100.00</b>	<b>64,585.33</b>	<b>100.00</b>

### Company wise Lubricant Sales Values

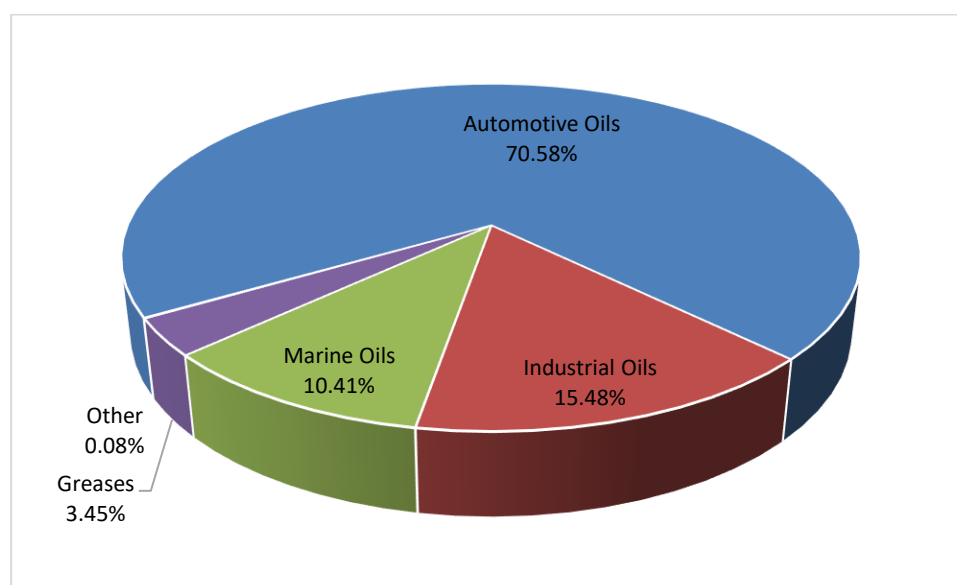
Company	LUBRICANT SALES VALUES - 2020 SECOND QUARTER	
	LKR Million	%
Chevron Ceylon Limited	2,412.39	42.02
ExxonMobil Asia Pacific Pte. Ltd.	644.02	11.22
Indian Oil Corporation Limited	544.86	9.49
Toyota Tsusho Corporation	495.78	8.64
Laugfs Holdings Limited	391.64	6.82
Ceylon Petroleum Corporation	314.70	5.48
Bharat Petroleum Corporation Limited	238.73	4.16
Shell Markets (Middle East) Limited	214.37	3.73
BP Middle East LLC	201.77	3.51
Valvoline LLC	194.38	3.39
Lubricant Company Sinopec Corporation	77.10	1.34
Motul	9.68	0.17
Total Oil India Private Ltd	1.79	0.03
<b>Total</b>	<b>5,741.20</b>	<b>100.00</b>

### Nominee wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES - 2020 SECOND QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	2,412.39	42.02
McLarens Lubricants Limited	644.02	11.22
Lanka IOC PLC	544.86	9.49
Toyota Lanka (Pvt) Limited	495.78	8.64
Laugfs Lubricants Limited	391.64	6.82
Ceylon Petroleum Corporation	314.70	5.48
TVS Automotives (Pvt)Ltd	238.73	4.16
N. M. Distributors (Pvt) Limited	214.37	3.73
Associated Motorways Limited	201.77	3.51
United Motors Lanka PLC	194.38	3.39
Interocean Lubricants (Private) Limited	77.10	1.34
Spectrum Trading Company Pvt Ltd	8.67	0.15
Nawaloka Petroleum (Pvt) Limited	1.79	0.03
Transmec International	1.01	0.02
<b>Total</b>	<b>5,741.20</b>	<b>100.00</b>

### Type of Lubricant wise Lubricant Sales Quantity

Type of Lubricant	LUBRICANT SALES QUANTITY – 2020 SECOND QUARTER	
	kL	%
Automotive Oils	8,904.34	70.58
Industrial Oils	1,952.44	15.48
Marine Oils	1,312.76	10.41
Greases	435.38	3.45
Other	10.52	0.08
<b>Total</b>	<b>12,615.44</b>	<b>100.00</b>



### Type of Lubricant wise Lubricant Sales Values

Type of Lubricant	LUBRICANT SALES VALUES - 2020 SECOND QUARTER	
	LKR Million	%
Automotive Oils	4,174.87	72.72
Industrial Oils	723.21	12.60
Marine Oils	549.89	9.58
Greases	272.35	4.74
Other	20.89	0.36
<b>Total</b>	<b>5,741.20</b>	<b>100.00</b>

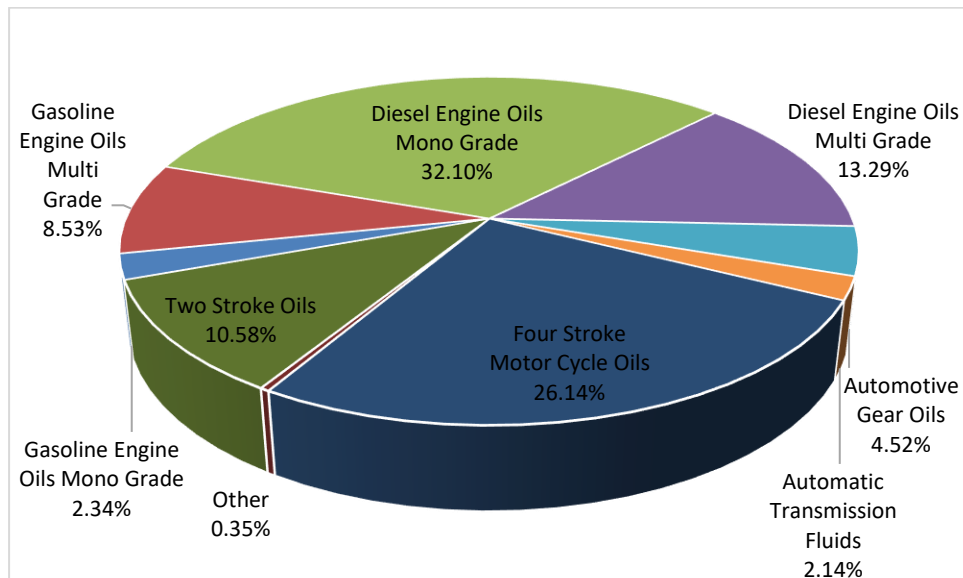


### Nominee wise and Type of Lubricant wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2020 SECOND QUARTER (kl)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	4,108.71	223.52	860.94	688.33	-	<b>5,881.50</b>
Lanka IOC PLC	1,340.91	24.25	433.56	13.20	-	<b>1,811.92</b>
McLarens Lubricants Limited	486.63	15.30	119.44	444.34	-	<b>1,065.71</b>
Laugfs Lubricants Limited	817.67	44.22	287.01	-	-	<b>1,148.90</b>
Ceylon Petroleum Corporation	652.10	4.01	16.45	-	5.20	<b>677.76</b>
TVS Automotives (Pvt)Ltd	378.00	19.32	95.00	-	-	<b>492.32</b>
Toyota Lanka (Pvt) Limited	406.16	0.22	-	-	5.30	<b>411.68</b>
United Motors Lanka PLC	329.92	6.52	19.91	-	-	<b>356.35</b>
N. M. Distributors (Pvt) Limited	158.72	3.32	70.19	103.33	-	<b>335.56</b>
Associated Motorways Limited	168.13	2.06	22.92	59.96	-	<b>253.07</b>
Interocean Lubricants (Private) Limited	44.84	92.19	26.54	3.60	-	<b>167.17</b>
Spectrum Trading Company Pvt Ltd	9.86	-	-	-	-	<b>9.86</b>
Nawaloka Petroleum (Pvt) Limited	1.94	0.46	0.48	-	0.02	<b>2.90</b>
Transmec International	0.75	-	-	-	-	<b>0.75</b>
	<b>8,904.34</b>	<b>435.38</b>	<b>1,952.44</b>	<b>1,312.76</b>	<b>10.52</b>	<b>12,615.44</b>

### Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2020 SECOND QUARTER	
	kL	%
Automotive Gear Oils	402.90	4.52
Automatic Transmission Fluids	190.84	2.14
Diesel Engine Oils Mono Grade	2,858.50	32.10
Diesel Engine Oils Multi Grade	1,183.67	13.29
Four Stroke Motor Cycle Oils	2,327.43	26.14
Gasoline Engine Oils Mono Grade	208.50	2.34
Gasoline Engine Oils Multi Grade	759.22	8.53
Two Stroke Oils	942.51	10.58
Other	30.89	0.35
<b>Total</b>	<b>8,904.46</b>	<b>100.00</b>



### Automotive Lubricant Sales Values

Automotive Oil Type	LUBRICANT SALES VALUES - 2020 SECOND QUARTER	
	LKR Million	%
Gasoline Engine Oils Mono Grade	89.12	2.13
Gasoline Engine Oils Multi Grade	742.54	17.79
Diesel Engine Oils Mono Grade	989.03	23.69
Diesel Engine Oils Multi Grade	636.13	15.24
Automotive Gear Oils	213.16	5.11
Automatic Transmission Fluids	189.95	4.55
Four Stroke Motor Cycle Oils	956.02	22.90
Two Stroke Oils	321.17	7.69
Other	37.76	0.90
<b>Total</b>	<b>4,174.87</b>	<b>100.00</b>

### Nominee wise Automotive Lubricant Sales Quantity

Automotive Oil Type	QUARTERLY LUBRICANT SALES QUANTITY – 2020 SECOND QUARTER (kL)														
	Chevron Lubricants Lanka PLC	Lanka IOC PLC	Langfs Lubricants Limited	Ceylon Petroleum Corporation	McLarens Lubricants Limited	Toyota Lanka (Pvt) Limited	TVS Automotives (Pvt)Ltd	United Motors Lanka PLC	Associated Motorways Limited	N. M. Distributors (Pvt) Limited	Interocean Lubricants (Private) Limited	Spectrum Trading Company Pvt Ltd	Nawaloka Petroleum (Pvt) Limited	Transmec International	TOTAL
Gasoline Engine Oils Mono Grade	143.37	14.01	34.12	3.20	-	-	1.00	-	-	12.80	-	-	-	-	<b>208.50</b>
Gasoline Engine Oils Multi Grade	123.71	3.06	11.54	19.70	153.52	326.79	4.00	34.90	56.64	22.45	0.71	1.71	0.36	0.14	<b>759.22</b>
Diesel Engine Oils Mono Grade	1,375.67	575.85	285.86	242.50	83.67	8.01	120.00	109.32	12.99	7.77	36.55	-	0.31	-	<b>2,858.50</b>
Diesel Engine Oils Multi Grade	729.18	74.67	20.97	18.40	114.22	30.52	16.00	89.43	20.18	68.15	1.70	-	0.06	0.18	<b>1,183.67</b>
Automotive Gear Oils	184.95	99.33	34.82	33.60	3.72	6.11	27.00	5.70	1.50	1.08	4.61	-	0.38	0.10	<b>402.90</b>
Automatic Transmission Fluids	74.31	5.21	5.62	8.40	54.29	34.74	2.00	3.48	0.73	0.04	0.91	-	0.84	0.27	<b>190.84</b>
Four Stroke Motor Cycle Oils	1,142.36	440.68	229.88	44.80	76.61	-	202.00	87.09	49.61	46.12	0.35	7.91	0.01	0.01	<b>2,327.43</b>
Two Stroke Oils	335.16	126.98	194.23	279.80	-	-	4.00	-	2.33	-	-	-	-	-	<b>942.51</b>
Other	-	1.13	0.70	1.70	0.62	-	2.00	-	24.15	0.31	-	0.24	-	0.05	<b>30.89</b>
<b>Total</b>	<b>4,108.71</b>	<b>1,340.91</b>	<b>817.74</b>	<b>652.10</b>	<b>486.65</b>	<b>406.17</b>	<b>378.00</b>	<b>329.92</b>	<b>168.13</b>	<b>158.72</b>	<b>44.83</b>	<b>9.86</b>	<b>1.96</b>	<b>0.75</b>	<b>8,904.46</b>