



Lubricant Market Statistics 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 YEAR 2020

Market Participants

Presently there are eleven (11) 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).

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

Company wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY – 2020	
	kL	%
Chevron Lubricants Lanka PLC	25,457.79	42.48
Indian Oil Corporation Limited	10,381.50	17.32
Laugfs Holdings Limited	6,135.47	10.24
ExxonMobil Asia Pacific Pte. Ltd.	3,885.20	6.48
Ceylon Petroleum Corporation	3,544.66	5.92
Bharat Petroleum Corporation Limited	2,416.80	4.03
Toyota Tsusho Corporation	2,143.97	3.58
Valvoline LLC	1,862.71	3.11
Shell Markets (Middle East) Limited	1,633.01	2.73
BP Middle East LLC	1,248.59	2.08
SINOPEC Lubricants (Singapore) Pte. Ltd	1,143.70	1.91
Motul	63.51	0.11
Total Oil India Private Ltd	8.89	0.01
Total	59,925.80	100.00

Nominee wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2020	
	kL	%
Chevron Lubricants Lanka PLC	25,457.79	42.48
Lanka IOC PLC	10,381.50	17.32
Laugfs Lubricants Limited	6,135.47	10.24
McLarens Lubricants Limited	3,885.20	6.48
Ceylon Petroleum Corporation	3,544.66	5.92
TVS Automotives (Pvt)Ltd	2,416.80	4.03
Toyota Lanka (Pvt) Limited	2,143.97	3.58
United Motors Lanka PLC	1,862.71	3.11
N. M. Distributors (Pvt) Limited	1,633.01	2.73
Associated Motorways Limited	1,248.59	2.08
Interocean Lubricants (Private) Limited	1,143.70	1.91
Spectrum Trading Company Pvt Ltd	58.28	0.10
Nawaloka Petroleum (Pvt) Limited	8.89	0.01
Transmec International	5.23	0.01
Total	59,925.80	100.00

Company wise Annual Lubricant Sales Quantity (2016 to 2020)

Company	ANNUAL LUBRICANT SALES QUANTITY									
	2020		2019		2018		2017		2016	
	kL	%	kL	%	kL	%	kL	%	kL	%
Chevron Ceylon Limited	25,457.79	42.48	25,842.62	41.36	23,987.00	37.32	25,721.00	39.89	29,251.30	45.29
Indian Oil Corporation Limited	10,381.50	17.32	7,848.61	12.56	11,316.17	17.61	10,969.60	17.01	10,590.26	16.4
Laugfs Holdings Limited	6,135.47	10.24	6,309.86	10.1	5,775.00	8.99	4,949.56	7.68	3,419.59	5.29
ExxonMobil Asia Pacific Pte. Limited	3,885.20	6.48	5,683.75	9.1	4,959.08	7.72	3,534.70	5.48	3,105.96	4.81
Ceylon Petroleum Corporation	3,544.66	5.92	3,542.42	5.67	4,071.49	6.34	5,411.60	8.39	5,445.90	8.43
Bharat Petroleum Corporation Limited	2,416.80	4.03	4,045.00	6.47	3,584.00	5.58	3,452.00	5.35	3,710.27	5.74
Toyota Tsusho Corporation	2,143.97	3.58	2,421.63	3.88	2,398.13	3.73	2,110.00	3.27	1,911.99	2.96
Valvoline LLC	1,862.71	3.11	1,686.69	2.7	1,525.48	2.37	1,949.84	3.02	1,869.49	2.89
Shell Markets (Middle East) Limited	1,633.01	2.73	1,856.72	2.97	2,330.68	3.63	1,898.34	2.94	1,290.11	2
BP Middle East LLC	1,248.59	2.08	1,322.01	2.12	1,496.20	2.33	1,639.54	2.54	1,693.26	2.62
Lubricant Company Sinopec Corporation	1,143.70	1.91	1,565.60	2.51	1,975.00	3.07	1,986.00	3.08	1,569.20	2.43
Motul	63.51	0.11	91.8	0.15	127.58	0.2	141.91	0.22	134.88	0.21
Total Oil India Private Limited	8.89	0.01	264.75	0.42	720.87	1.12	720.89	1.12	593.12	0.92
Total	59,925.80	100.00	62,481.46	100	64,266.67	100	64,484.98	100	64,585.33	100

Company wise Lubricant Sales Values

Company	LUBRICANT SALES VALUES - 2020	
	LKR Million	%
Chevron Lubricants Lanka PLC	10,591.25	38.58
Indian Oil Corporation Limited	3,138.33	11.43
Toyota Tsusho Corporation	2,620.19	9.54
ExxonMobil Asia Pacific Pte. Ltd.	2,301.72	8.38
Laugfs Holdings Limited	2,131.28	7.76
Ceylon Petroleum Corporation	1,488.18	5.42
Bharat Petroleum Corporation Limited	1,228.88	4.48
Shell Markets (Middle East) Limited	1,128.65	4.11
BP Middle East LLC	1,101.78	4.01
Valvoline LLC	1,094.67	3.99
SINOPEC Lubricants (Singapore) Pte. Ltd	546.74	1.99
Motul	76.26	0.28
Total Oil India Private Ltd	5.86	0.02
Total	27,453.80	100.00

Nominee wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES - 2020	
	LKR Million	%
Chevron Lubricants Lanka PLC	10,591.25	38.58
Lanka IOC PLC	3,138.33	11.43
Toyota Lanka (Pvt) Limited	2,620.19	9.54
McLarens Lubricants Limited	2,301.72	8.38
Laugfs Lubricants Limited	2,131.28	7.76
Ceylon Petroleum Corporation	1,488.18	5.42
TVS Automotives (Pvt)Ltd	1,228.88	4.48
N. M. Distributors (Pvt) Limited	1,128.65	4.11
Associated Motorways Limited	1,101.78	4.01
United Motors Lanka PLC	1,094.67	3.99
Interocean Lubricants (Private) Limited	546.74	1.99
Spectrum Trading Company Pvt Ltd	70.12	0.26
Transmec International	6.14	0.02
Nawaloka Petroleum (Pvt) Limited	5.86	0.02
Total	27,453.80	100.00

Type of Lubricant wise Lubricant Sales Quantity

Type of Lubricant	LUBRICANT SALES QUANTITY – 2020 T	
	kL	%
Automotive Oils	41,119.33	68.62
Industrial Oils	11,655.12	19.45
Marine Oils	4,846.04	8.09
Greases	2,248.03	3.75
Other	57.28	0.10
Total	59,925.80	100.00

Type of Lubricant wise Lubricant Sales Values

Type of Lubricant	LUBRICANT SALES VALUES - 2020	
	LKR Million	%
Automotive Oils	19,647.90	71.57
Industrial Oils	4,190.97	15.27
Marine Oils	2,013.87	7.34
Greases	1,487.10	5.42
Other	113.97	0.42
Total	27,453.80	100.00

Nominee wise and Type of Lubricant wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2020 (kL)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	17,330.48	1,060.14	4,613.06	2,454.11	-	25,457.79
Lanka IOC PLC	6,883.08	122.30	3,072.52	303.60	-	10,381.50
Laugfs Lubricants Limited	4,092.82	259.97	1,782.68	-	-	6,135.47
McLarens Lubricants Limited	1,780.55	65.21	521.44	1,518.00	-	3,885.20
Ceylon Petroleum Corporation	3,298.21	72.50	148.19	-	25.76	3,544.66
TVS Automotives (Pvt)Ltd	1,773.59	110.43	532.78	-	-	2,416.80
Toyota Lanka (Pvt) Limited	2,110.98	1.51	-	-	31.48	2,143.97
United Motors Lanka PLC	1,716.89	31.03	114.79	-	-	1,862.71
N. M. Distributors (Pvt) Limited	716.72	26.10	514.10	376.09	-	1,633.01
Associated Motorways Limited	928.53	17.51	125.31	177.24	-	1,248.59
Interocean Lubricants (Private) Limited	418.39	479.05	229.26	17.00	-	1,143.70
Spectrum Trading Company Pvt Ltd	58.28	-	-	-	-	58.28
Nawaloka Petroleum (Pvt) Limited	5.59	2.28	0.98	-	0.04	8.89
Transmec International	5.23	-	-	-	-	5.23
Total	41,119.34	2,248.03	11,655.11	4,846.04	57.28	59,925.80

Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2020	
	kL	%
Gasoline Engine Oils Mono Grade	930.49	2.26
Gasoline Engine Oils Multi Grade	3,645.84	8.87
Diesel Engine Oils Mono Grade	13,348.75	32.46
Diesel Engine Oils Multi Grade	6,023.16	14.65
Automotive Gear Oils	2,167.89	5.27
Automatic Transmission Fluids	898.64	2.19
Four Stroke Motor Cycle Oils	10,093.66	24.55
Two Stroke Oils	3,802.23	9.25
Other	208.36	0.51
Total	41,119.03	100.00

Automotive Lubricant Sales Values

Automotive Oil Type	LUBRICANT SALES VALUES - 2020	
	LKR Million	%
Gasoline Engine Oils Mono Grade	395.87	2.01
Gasoline Engine Oils Multi Grade	3,588.37	18.26
Diesel Engine Oils Mono Grade	4,612.57	23.48
Diesel Engine Oils Multi Grade	3,312.77	16.86
Automotive Gear Oils	1,136.64	5.79
Automatic Transmission Fluids	935.29	4.76
Four Stroke Motor Cycle Oils	4,150.10	21.12
Two Stroke Oils	1,286.94	6.55
Other	229.46	1.17
Total	19,648.01	100.00

Nominee wise Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2020 (kl)														
	Chevron Lubricants Lanka PLC	Lanka IOC PLC	Laugfs 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	646.96	59.39	162.07	34.10	-	-	10.13	-	-	17.85	-	-	-	-	930.50
Gasoline Engine Oils Multi Grade	596.95	24.43	74.83	148.30	441.92	1,663.56	29.59	224.25	285.80	122.76	6.79	22.01	2.69	1.96	3,645.84
Diesel Engine Oils Mono Grade	5,999.18	2,889.77	1,446.83	1,284.50	236.06	35.12	599.72	431.28	77.65	40.23	307.51	-	0.90	-	13,348.75
Diesel Engine Oils Multi Grade	3,454.91	580.46	113.18	72.70	558.58	154.29	75.18	512.27	93.64	367.12	38.74	0.51	0.49	1.10	6,023.17
Automotive Gear Oils	943.46	584.06	210.93	161.20	14.58	41.33	119.74	32.79	9.21	6.24	43.54	-	0.49	0.32	2,167.89
Automatic Transmission Fluids	347.33	26.95	40.46	31.90	165.60	216.69	13.67	30.34	6.74	4.48	13.10	-	1.05	0.34	898.65
Four Stroke Motor Cycle Oils	4,199.69	2,143.12	1,286.48	190.70	363.61	-	897.84	485.96	325.92	157.65	8.70	33.54	0.01	0.43	10,093.65
Two Stroke Oils	1,142.01	568.15	754.03	1,305.20	-	-	19.14	-	13.63	-	-	0.06	-	-	3,802.22
Other	-	6.75	4.13	69.61	0.10	-	7.95	-	115.93	0.37	-	2.16	0.29	1.08	208.37
Total	17,330.49	6,883.08	4,092.94	3,298.21	1,780.45	2,110.99	1,772.96	1,716.89	928.52	716.70	418.38	58.28	5.92	5.23	41,119.04