



Lubricant Market Statistics Second Quarter - 2021

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 SECOND QUARTER OF YEAR 2021

Market Participants

Presently in Sri Lankan lubricant market, there are four (4) parties are authorized to import, export, blend, produce, sell, supply or distribute lubricants (Activity 1) and fourteen (14) parties are authorized to import, export, sell, supply or distribute lubricants (Activity 2).

Table 1 Parties Authorized under Activity 1

Company	Nominee	Brand (s)			
Ceylon Petroleum Corporation	NA				
		Ceypetco		Hyrax*	
Chevron Ceylon Limited	Chevron Lubricants Lanka PLC				
		Caltex	Chevron	Texaco	Lanka
Indian Oil Corporation	Lanka IOC PLC				
		Servo			
Laugfs Holdings Limited	Laugfs Lubricants Limited				
		Laugfs			

*With respect to Hyrax brand, authority is granted only to blend produce and export

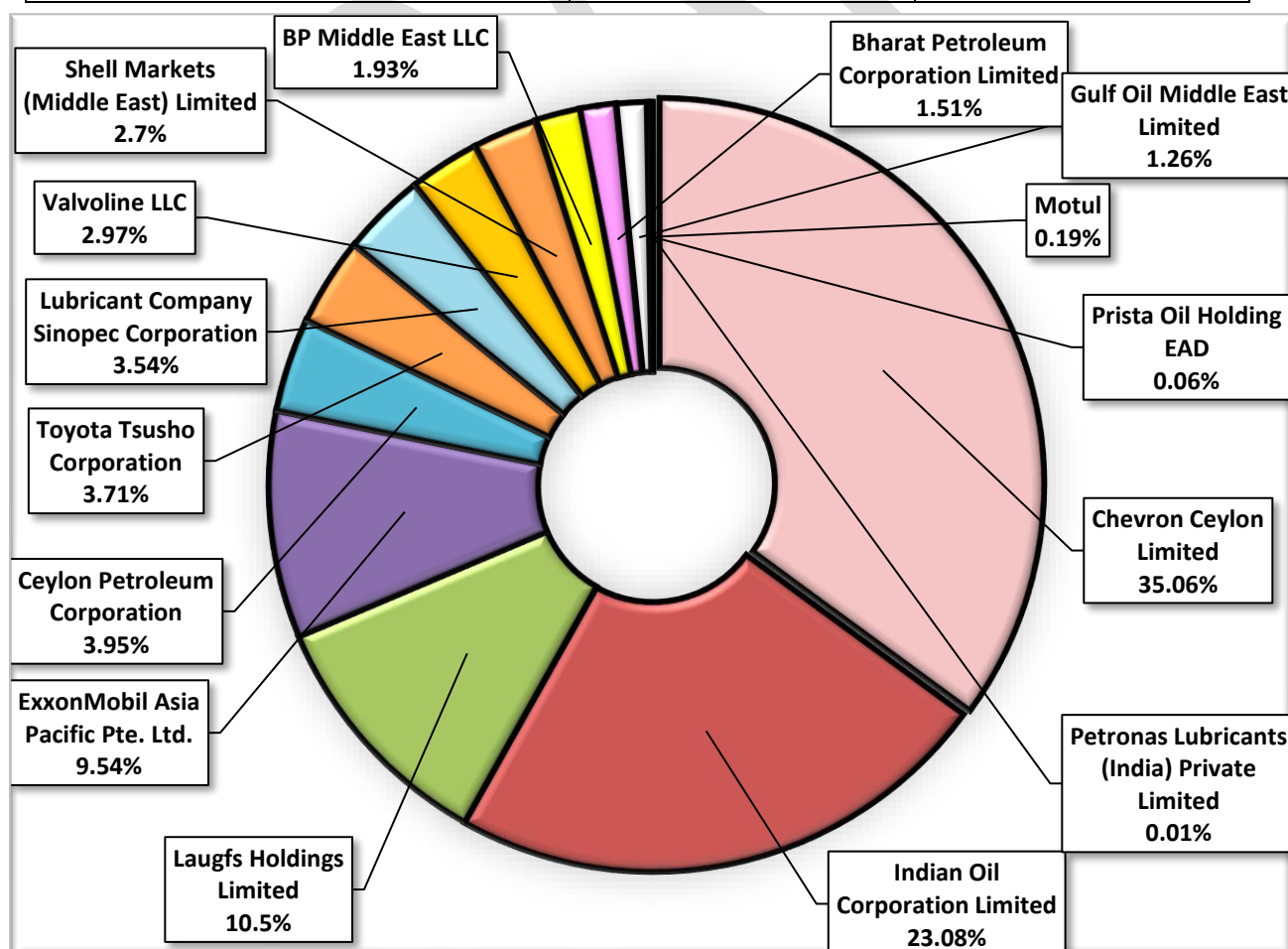
Table 2 Parties Authorized under Activity 2

Company	Nominee	Brand (s)			
Apar Industries Limited	NA				
		ENI	Power Oil		
Bharath Petroleum Corporation Limited	TVS Automotives (Pvt)Ltd	 MAK			
BP Middle East LLC	Associated Motorways Limited				
		BP		Castrol	
ExxonMobil Asia Pacific Pte. Limited	McLarens Lubricants Limited				
		ExxonMobil	Esso	Mobil	Cat
GS Caltex Corporation	Samaco International (Private) Limited	 Kixx			
Gulf Oil Middle East Limited	Lanka Ashok Leyland PLC	 Gulf			
	Gulf Synergy Lanka (Private) Limited				
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited				
		Sinopec		Greatwall	
Motul	Transmec International	 Motul			
	Spectrum Trading Company (Private) Limited				
Petronas Lubricants (India) Private Limited	Global Capital Holdings (Pvt) Limited				
Prista Oil Holding EAD	Desha Shakthi (Pvt) Ltd	 Prista			
Shell Markets (Middle East) Limited	N. M. Distributors (Pvt) Limited	 Shell			

Total Oil India Private Limited	Navaloka Petroleum (Pvt) Limited		
		Total	ELF
Toyota Tsusho Corporation	Toyota Lanka (Pvt) Limited	 Toyota	
Valvoline LLC	United Motors Lanka Limited	 Valvoline	

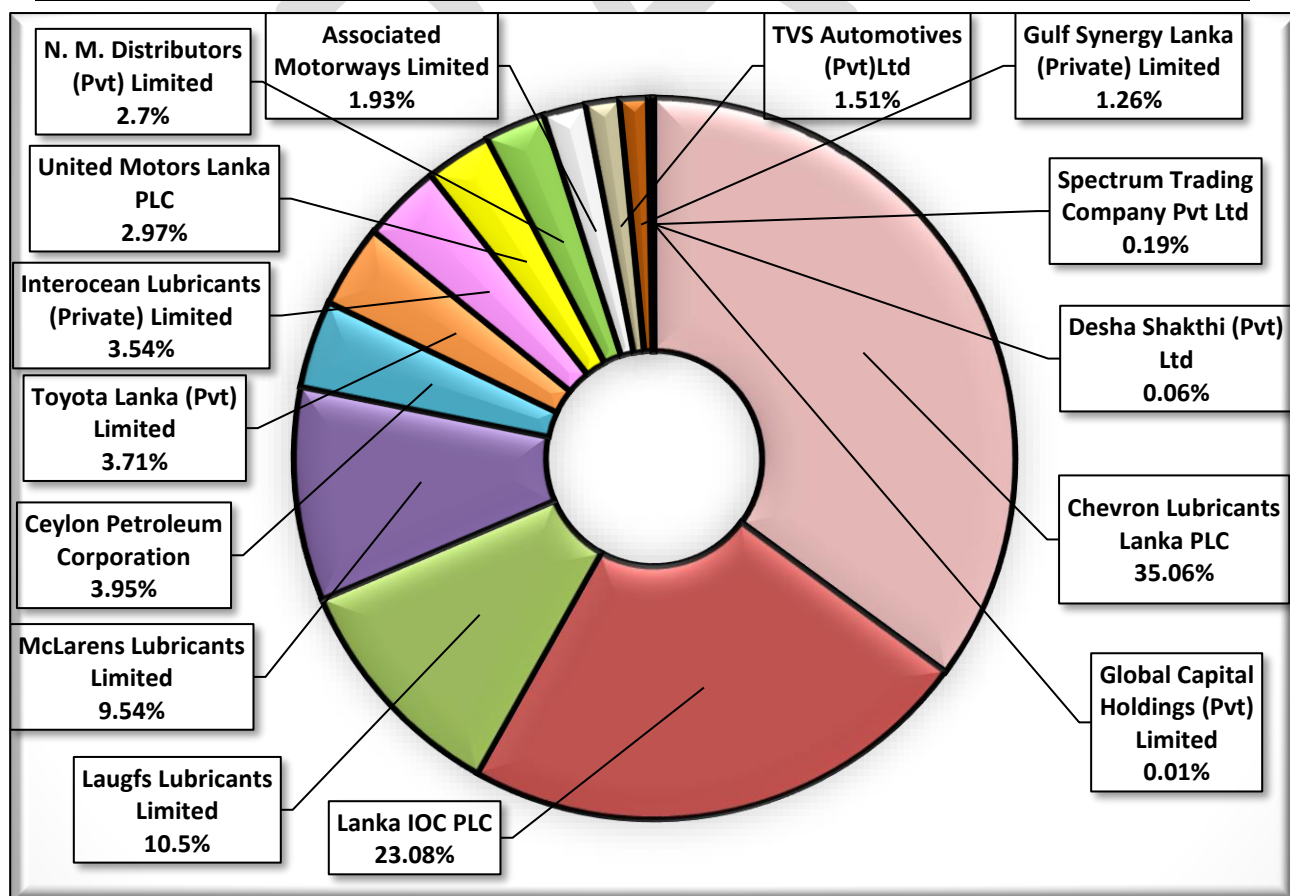
Company wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER	
	kl	%
Chevron Ceylon Limited	4,638.49	35.06
Indian Oil Corporation Limited	3,052.70	23.08
Laugfs Holdings Limited	1,388.51	10.50
ExxonMobil Asia Pacific Pte. Ltd.	1,262.44	9.54
Ceylon Petroleum Corporation	521.91	3.95
Toyota Tsusho Corporation	490.43	3.71
Lubricant Company Sinopec Corporation	468.23	3.54
Valvoline LLC	393.32	2.97
Shell Markets (Middle East) Limited	357.50	2.70
BP Middle East LLC	254.71	1.93
Bharat Petroleum Corporation Limited	199.12	1.51
Gulf Oil Middle East Limited	166.5	1.26
Motul	25.11	0.19
Prista Oil Holding EAD	8.16	0.06
Petronas Lubricants (India) Private Limited	1.81	0.01
Total	13,228.94	100.00



Nominee wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER	
	kl	%
Chevron Lubricants Lanka PLC	4,638.49	35.06
Lanka IOC PLC	3,052.70	23.08
Laugfs Lubricants Limited	1,388.51	10.50
McLarens Lubricants Limited	1,262.44	9.54
Ceylon Petroleum Corporation	521.91	3.95
Toyota Lanka (Pvt) Limited	490.43	3.71
Interocean Lubricants (Private) Limited	468.23	3.54
United Motors Lanka PLC	393.32	2.97
N. M. Distributors (Pvt) Limited	357.50	2.70
Associated Motorways Limited	254.71	1.93
TVS Automotives (Pvt)Ltd	199.12	1.51
Gulf Synergy Lanka (Private) Limited	166.50	1.26
Spectrum Trading Company Pvt Ltd	25.11	0.19
Desha Shakthi (Pvt) Ltd	8.16	0.06
Global Capital Holdings (Pvt) Limited	1.81	0.01
Total	13,228.94	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	16.40
Laugfs Holdings Limited	6,135.47	10.24	6,309.86	10.10	5,775.00	8.99	4,949.56	7.68	3,419.59	5.29
ExxonMobil Asia Pacific Pte. Ltd.	3,885.20	6.48	5,683.75	9.10	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	2.70	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	2.00
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
Sinopec Lubricants (Singapore) Pte. Ltd	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	91.80	0.15	127.58	0.20	141.91	0.22	134.88	0.21
Total Oil India Private Ltd	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	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

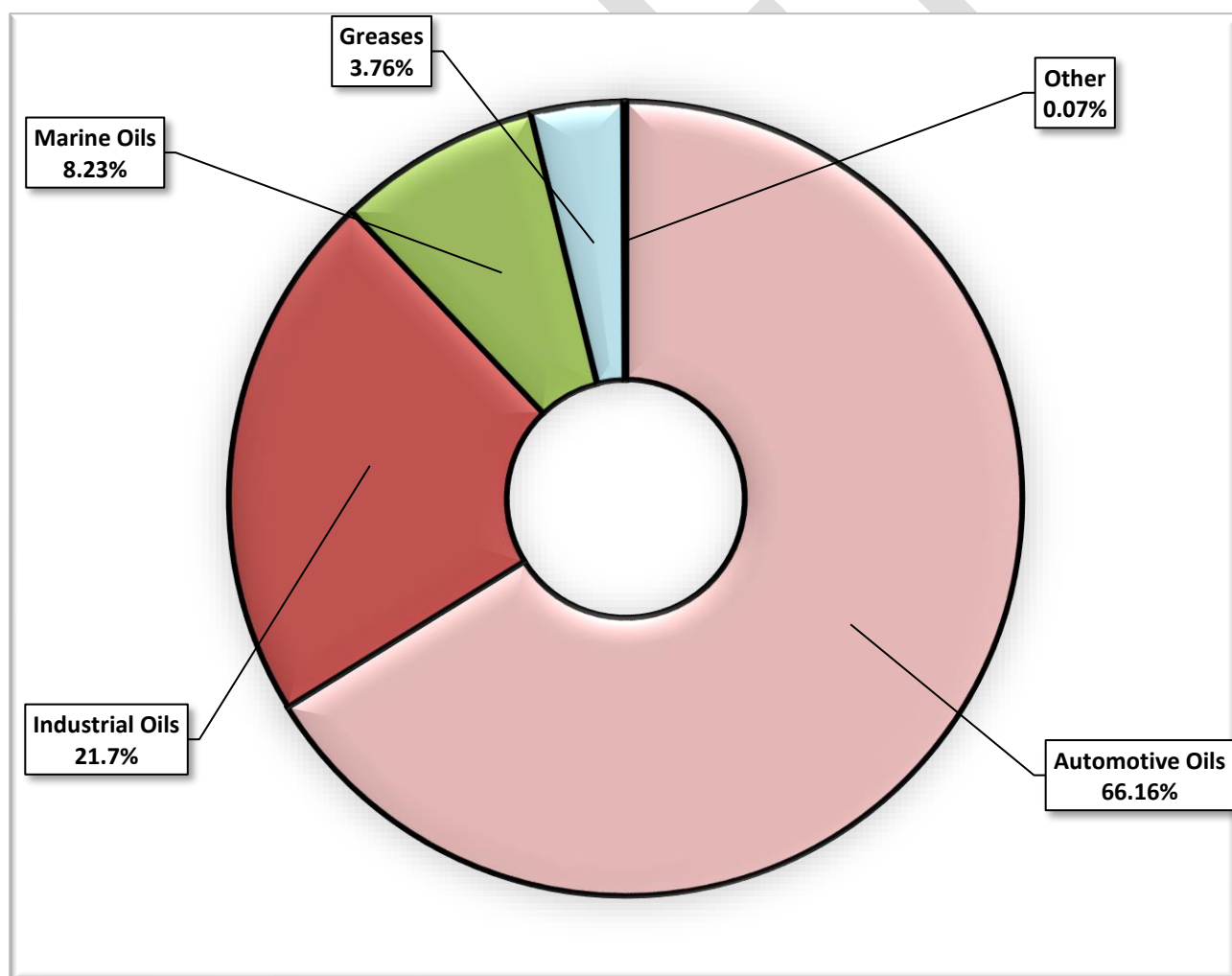
Company	LUBRICANT SALES VALUES - 2021 SECOND QUARTER	
	LKR Million	%
Chevron Ceylon Limited	2,522.96	33.29
Indian Oil Corporation Limited	1,250.57	16.50
ExxonMobil Asia Pacific Pte. Ltd.	958.00	12.64
Laugfs Holdings Limited	680.84	8.98
Toyota Tsusho Corporation	625.05	8.25
Shell Markets (Middle East) Limited	293.63	3.87
Lubricant Company Sinopec Corporation	267.28	3.53
Valvoline LLC	262.99	3.47
Ceylon Petroleum Corporation	256.67	3.39
BP Middle East LLC	239.61	3.16
Bharat Petroleum Corporation Limited	133.76	1.77
Gulf oil middle east limited	52.40	0.69
Motul	29.54	0.39
Petronas Lubricants (India) Private Limited	2.26	0.03
Prista Oil Holding EAD	2.17	0.03
Total	7,577.73	100.00

Nominee wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES - 2021 SECOND QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	2,522.96	33.29
Lanka IOC PLC	1,250.57	16.50
McLarens Lubricants Limited	958.00	12.64
Laugfs Lubricants Limited	680.84	8.98
Toyota Lanka (Pvt) Limited	625.05	8.25
N. M. Distributors (Pvt) Limited	293.63	3.87
Interocean Lubricants (Private) Limited	267.28	3.53
United Motors Lanka PLC	262.99	3.47
Ceylon Petroleum Corporation	256.67	3.39
Associated Motorways Limited	239.61	3.16
TVS Automotives (Pvt)Ltd	133.76	1.77
Gulf Synergy Lanka (Private) Limited	52.40	0.69
Spectrum Trading Company Pvt Ltd	29.54	0.39
Global Capital Holdings (Pvt) Limited	2.26	0.03
Desha Shakthi (Pvt) Ltd	2.17	0.03
Total	7,577.73	100.00

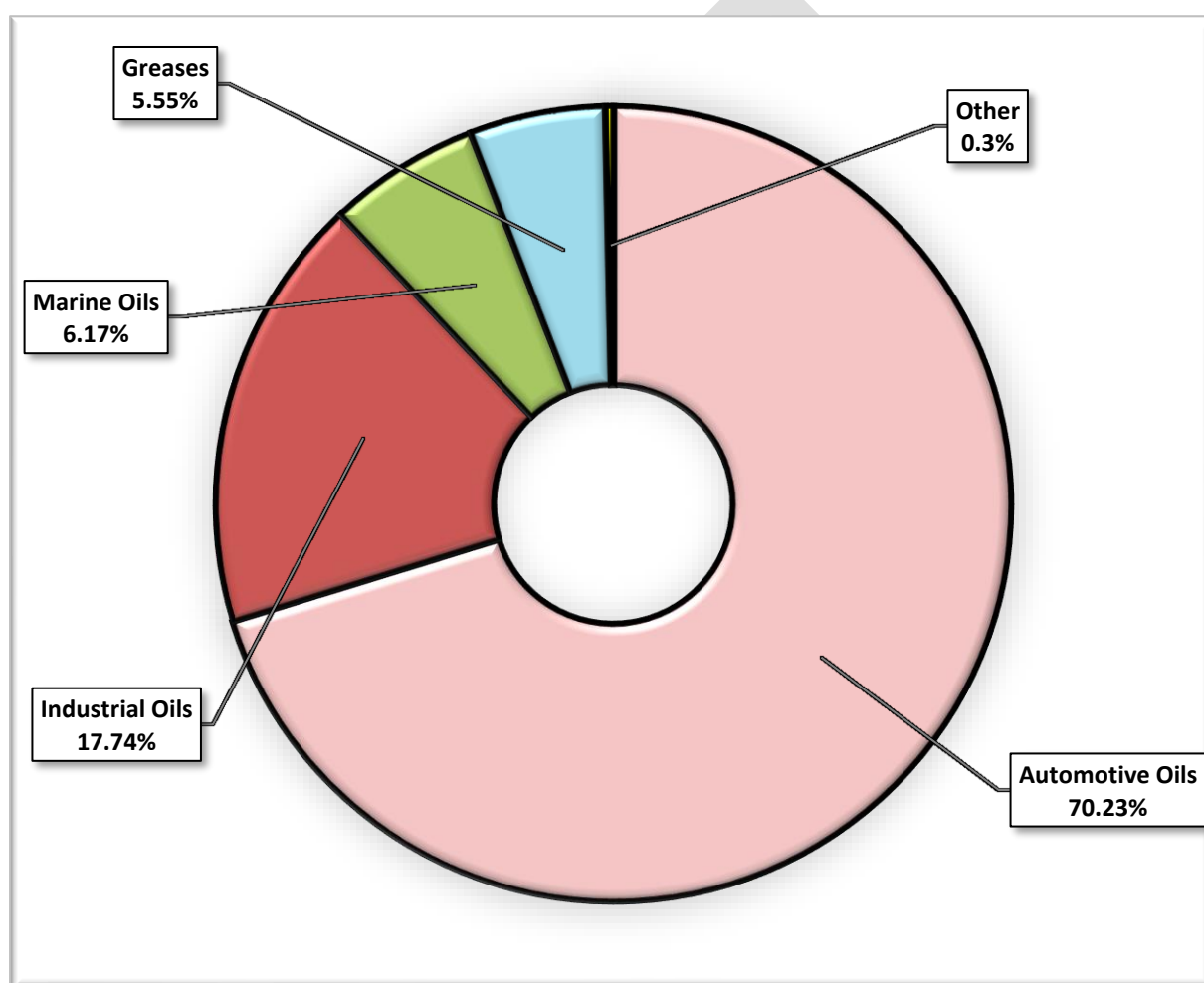
Type of Lubricant wise Lubricant Sales Quantity

Type of Lubricant	LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER	
	kl	%
Automotive Oils	8,757.01	66.20
Industrial Oils	2,871.07	21.70
Marine Oils	1,093.80	8.27
Greases	497.727	3.76
Other	9.34	0.07
Total	13,228.94	100



Type of Lubricant wise Lubricant Sales Values

Type of Lubricant	LUBRICANT SALES VALUES - 2021 SECOND QUARTER	
	LKR Million	%
Automotive Oils	5,322.09	70.23
Industrial Oils	1,344.55	17.74
Marine Oils	467.72	6.17
Greases	420.30	5.55
Other	23.07	0.30
Total	7,577.73	100.00

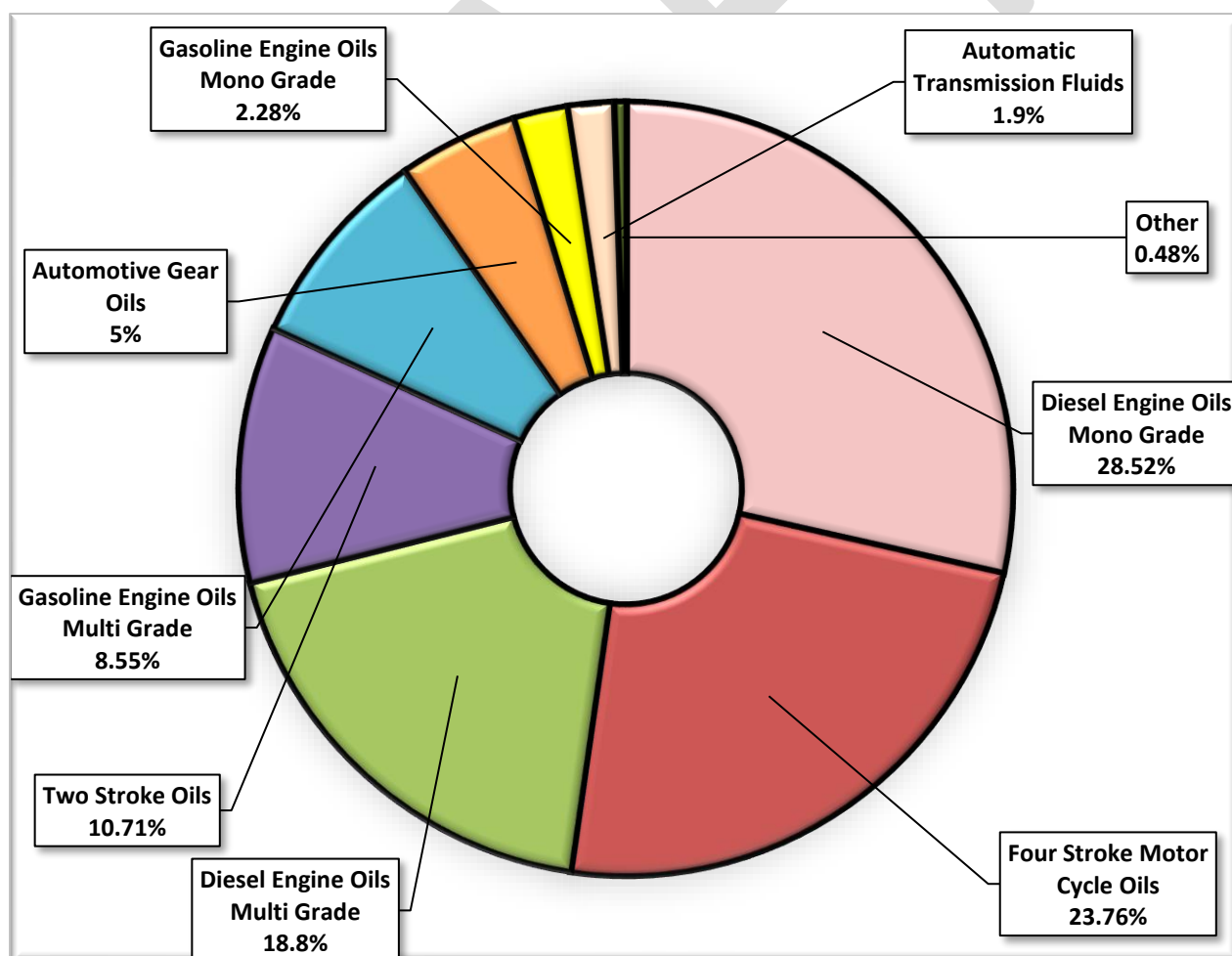


Nominee wise and Type of Lubricant wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER (kl)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	2,672.29	185.94	1,306.79	473.47	-	4,638.49
Lanka IOC PLC	2,243.05	5.59	672.06	132.00	-	3,052.70
Laugfs Lubricants Limited	1,029.70	70.76	288.05	-	-	1,388.51
McLarens Lubricants Limited	720.83	25.95	289.00	226.66	-	1,262.44
Ceylon Petroleum Corporation	497.70	8.77	12.38	-	3.06	521.91
Toyota Lanka (Pvt) Limited	483.78	0.39	-	-	6.26	490.43
Interocean Lubricants (Private) Limited	201.53	148.28	103.02	15.40	-	468.23
United Motors Lanka PLC	365.37	6.65	21.30	-	-	393.32
N. M. Distributors (Pvt) Limited	167.57	8.43	142.17	39.33	-	357.50
Associated Motorways Limited	210.20	4.07	-	40.44	-	254.71
TVS Automotives (Pvt)Ltd	129.90	32.90	36.30	-	0.02	199.12
Gulf Synergy Lanka (Private) Limited	-	-	-	166.50	-	166.50
Spectrum Trading Company Pvt Ltd	25.11	-	-	-	-	25.11
Desha Shakthi (Pvt) Ltd	8.16	-	-	-	-	8.16
Global Capital Holdings (Pvt) Limited	1.81	-	-	-	-	1.81
Total	8,757.01	497.73	2,871.07	1,093.80	9.34	13,228.94

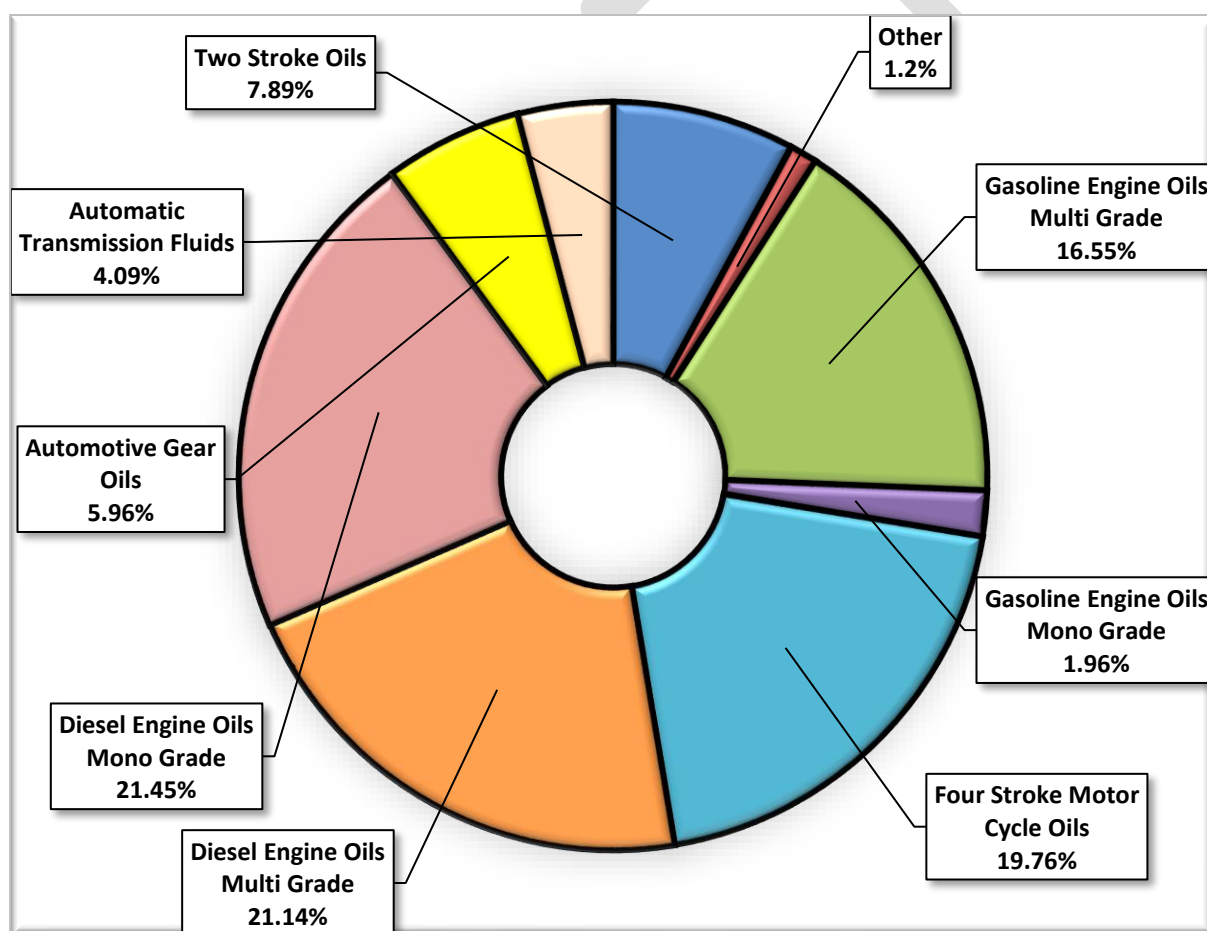
Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER	
	kl	%
Diesel Engine Oils Mono Grade	2,497.50	28.52
Diesel Engine Oils Multi Grade	1,646.57	18.80
Gasoline Engine Oils Mono Grade	199.71	2.28
Gasoline Engine Oils Multi Grade	748.63	8.55
Automotive Gear Oils	437.45	5.00
Automatic Transmission Fluids	166.67	1.90
Four Stroke Motor Cycle Oils	2,080.69	23.76
Two Stroke Oils	937.67	10.71
Other	42.12	0.48
Total	8,757.00	100



Automotive Lubricant Sales Values

Automotive Oil Type	LUBRICANT SALES VALUES - 2021 SECOND QUARTER	
	LKR Million	%
Diesel Engine Oils Mono Grade	1,141.36	21.45
Diesel Engine Oils Multi Grade	1,125.23	21.14
Gasoline Engine Oils Mono Grade	104.55	1.96
Gasoline Engine Oils Multi Grade	880.67	16.55
Automotive Gear Oils	317.22	5.96
Automatic Transmission Fluids	217.89	4.09
Four Stroke Motor Cycle Oils	1,051.44	19.76
Two Stroke Oils	419.73	7.89
Other	64.00	1.20
Total	5,322.09	100.00



Nominee wise Automotive Lubricant Sales Quantity

Automotive Oil Type	QUARTERLY LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER (kl)														
	Chevron Lubricants Lanka PLC	Lanka IOC PLC	Laugfs Lubricants Limited	McLarens Lubricants Limited	Ceylon Petroleum Corporation	Toyota Lanka (Pvt) Limited	United Motors Lanka PLC	Associated Motorways Limited	Interocean Lubricants (Private) Limited	N. M. Distributors (Pvt) Limited	TVS Automotives (Pvt)Ltd	Spectrum Trading Company Pvt Ltd	Desha Shakthi (Pvt) Ltd	Global Capital Holdings (Pvt) Limited	TOTAL
Diesel Engine Oils Mono Grade	641.53	886.88	377.86	89.33	192.42	2.61	128.81	21.96	125.65	16.71	13.74	-	-	-	2,497.50
Diesel Engine Oils Multi Grade	861.90	126.74	21.77	274.19	5.40	44.63	106.89	37.13	32.27	105.10	29.14	0.35	-	1.07	1,646.57
Gasoline Engine Oils Mono Grade	92.85	21.38	41.5	-	38.6	-	-	-	-	-	1.62	-	3.76	-	199.71
Gasoline Engine Oils Multi Grade	105	3.24	11.39	114.57	9.02	370.84	35.48	51.50	1.31	20.40	6.77	13.98	4.40	0.74	748.63
Automotive Gear Oils	174.88	104.27	48.39	50.70	17.45	9.08	4.77	2.54	14.49	1.85	9.03	-	-	-	437.45
Automatic Transmission	45.88	1.87	5.09	37.04	0.97	56.61	5.61	1.96	8.35	0.57	2.72	-	-	-	166.67
Four Stroke Motor Cycle Oils	535.55	815.46	290.88	152.64	25.37	-	83.82	59.07	19.46	22.94	65.74	9.76	-	-	2080.69
Two Stroke Oils	214.70	281.31	232.11	-	204.92	-	-	4.49	-	-	0.14	-	-	-	937.67
Other	-	1.90	0.72	2.37	3.54	-	-	31.56	-	0.01	1.01	1.02	-	-	42.12
Total	2,672.29	2,243.05	1,029.70	720.84	497.69	483.77	365.38	210.21	201.53	167.57	129.91	25.11	8.16	1.81	8,757.00