



Lubricant Market Statistics Third 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 THIRD 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 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

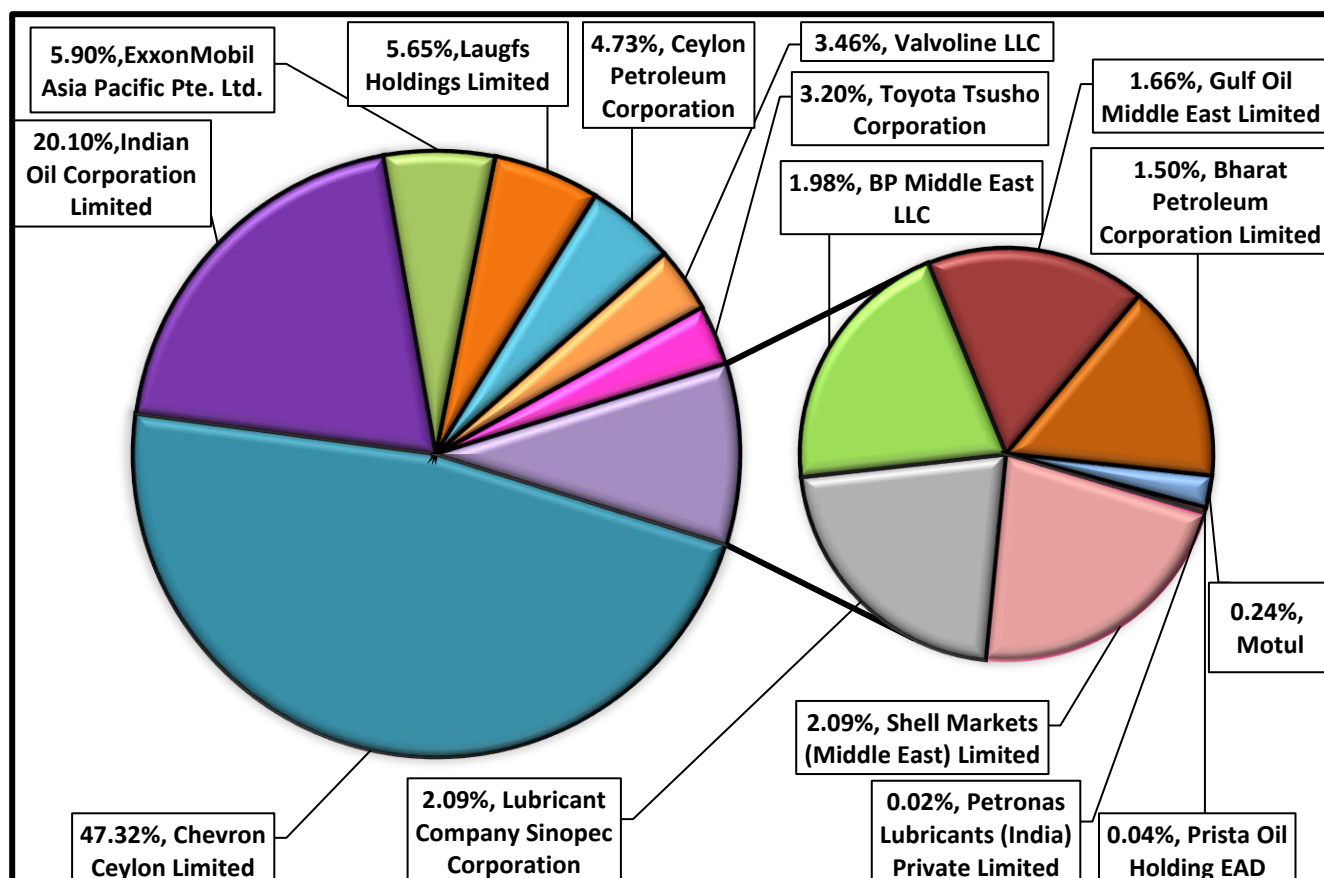
Table 2 Parties authorized under Activity 2

Company	Nominee	Brand (s)		
Apar Industries Limited	NA			
		ENI	Power Oil	
Bharath Petroleum Corporation Limited	TVS Lanka (Pvt) Limited	 MAK		
BP Middle East LLC	Associated Motorways Limited			
		BP	Castrol	
ExxonMobil Asia Pacific Pte. Limited	McLarens Lubricants Limited			
	United Tractor & Equipment (Private) 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	 PETRONAS Petronas		
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	

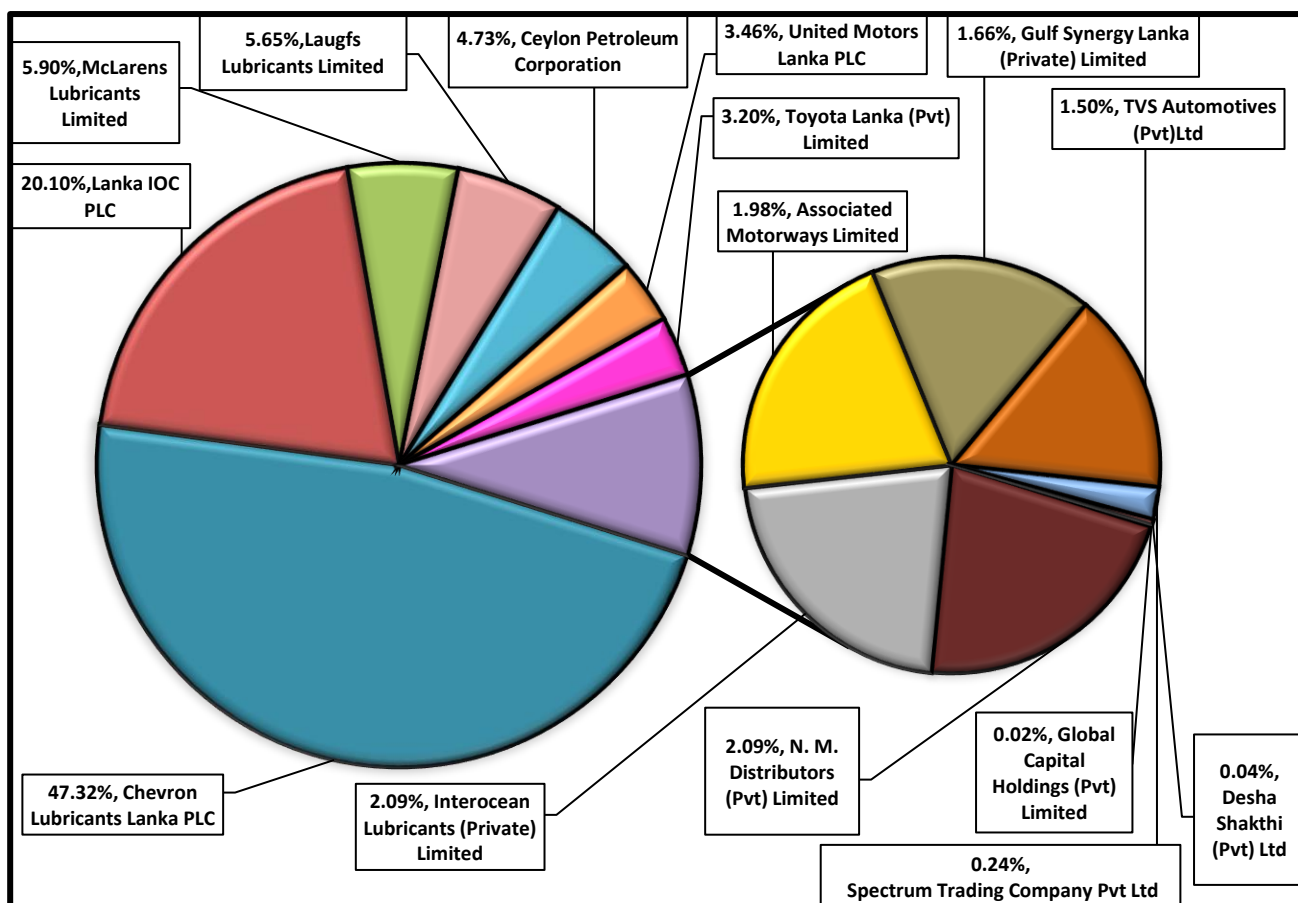
COMPANY WISE LUBRICANT SALES QUANTITY

Company	LUBRICANT SALES QUANTITY – 2021 THIRD QUARTER	
	Kl	%
Chevron Ceylon Limited	8,459.80	47.32
Indian Oil Corporation Limited	3,594.15	20.10
ExxonMobil Asia Pacific Pte. Ltd.	1,055.42	5.90
Laugfs Holdings Limited	1,010.96	5.65
Ceylon Petroleum Corporation	845.19	4.73
Valvoline LLC	619.35	3.46
Toyota Tsusho Corporation	572.27	3.20
Shell Markets (Middle East) Limited	374.53	2.09
Lubricant Company Sinopec Corporation	373.10	2.09
BP Middle East LLC	354.60	1.98
Gulf Oil Middle East Limited	297.48	1.66
Bharat Petroleum Corporation Limited	268.42	1.50
Motul	42.90	0.24
Prista Oil Holding EAD	7.17	0.04
Petronas Lubricants (India) Private Limited	3.69	0.02
Total	17,879.03	100.00



NOMINEE WISE LUBRICANT SALES QUANTITY

Nominee	LUBRICANT SALES QUANTITY – 2021 THIRD QUARTER	
	kl	%
Chevron Lubricants Lanka PLC	8,459.80	47.32
Lanka IOC PLC	3,594.15	20.10
McLarens Lubricants Limited	1,055.42	5.90
Laugfs Lubricants Limited	1,010.96	5.65
Ceylon Petroleum Corporation	845.19	4.73
United Motors Lanka PLC	619.35	3.46
Toyota Lanka (Pvt) Limited	572.27	3.20
N. M. Distributors (Pvt) Limited	374.53	2.09
Interocean Lubricants (Private) Limited	373.10	2.09
Associated Motorways Limited	354.60	1.98
Gulf Synergy Lanka (Private) Limited	297.48	1.66
TVS Automotives (Pvt)Ltd	268.42	1.50
Spectrum Trading Company Pvt Ltd	42.90	0.24
Desha Shakthi (Pvt) Ltd	7.17	0.04
Global Capital Holdings (Pvt) Limited	3.69	0.02
Total	17,879.03	100.00



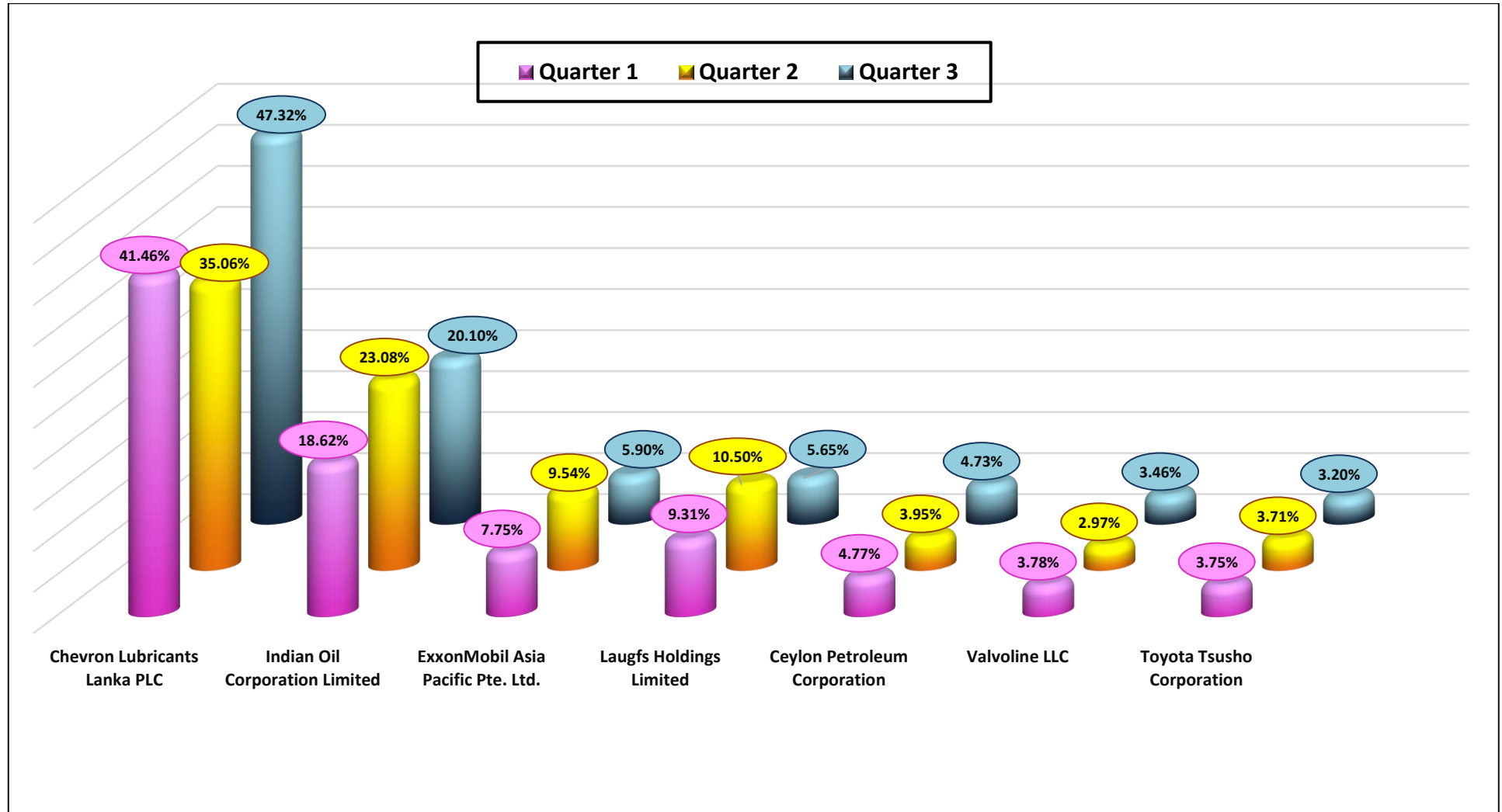
COMPANY WISE ANNUAL LUBRICANT SALES QUANTITY (2016 TO 2020)

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

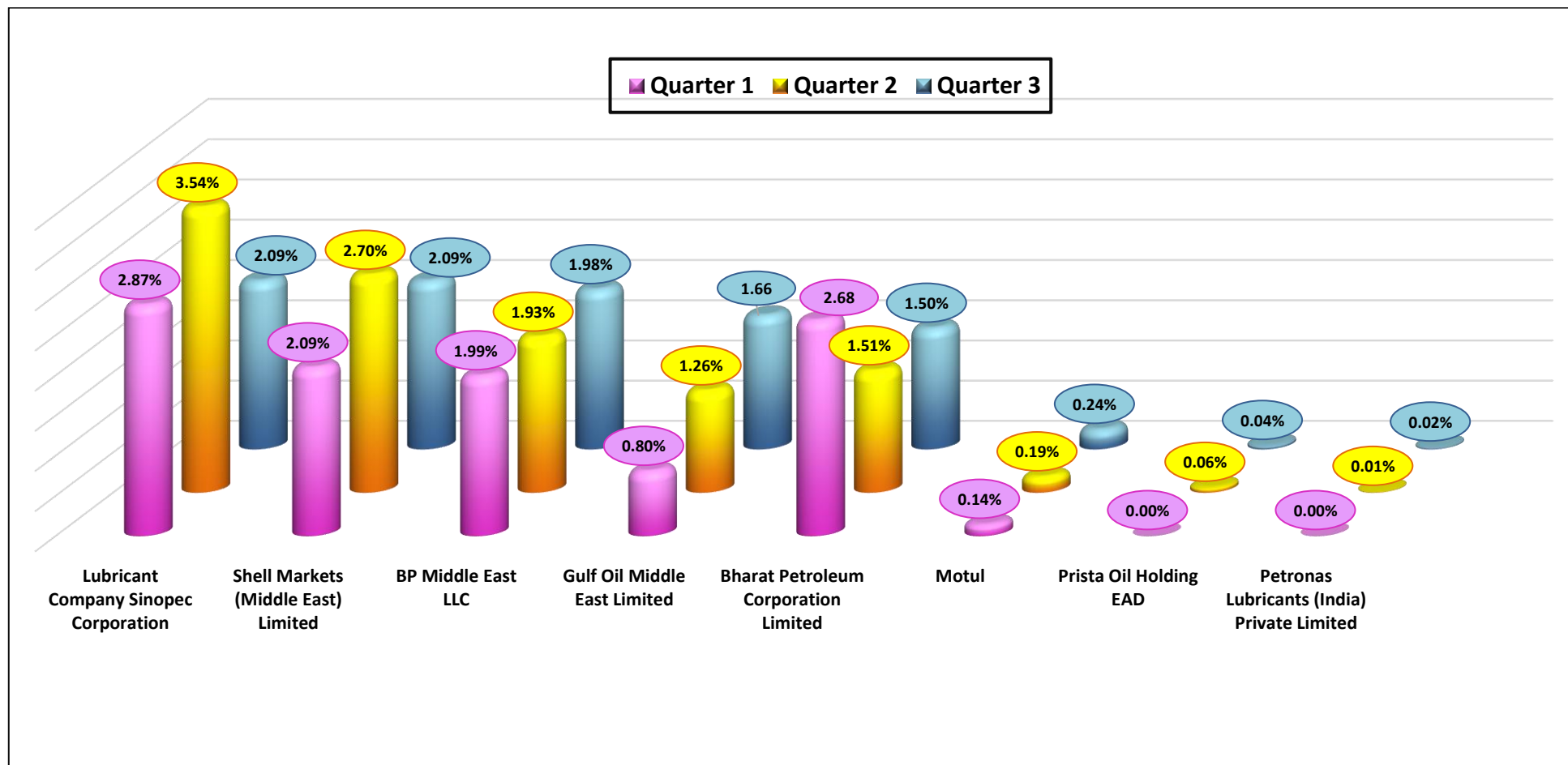
COMPANY WISE LUBRICANT SALES QUANTITY 2021 (QUATER1 TO QUATER3)

Company	LUBRICANT SALES QUANTITY							
	Quarter 1		Quarter 2		Quarter 3		Q1+Q2+Q3	
	kl	%	Kl	%	kl	%	kl	%
Chevron Lubricants Lanka PLC	8,395.68	41.46	4,638.49	35.06	8,459.80	47.32	21,493.97	41.85
Indian Oil Corporation Limited	3,769.78	18.62	3,052.70	23.08	3,594.15	20.10	10,416.62	20.28
ExxonMobil Asia Pacific Pte. Ltd.	1,568.65	7.75	1,262.44	9.54	1,055.42	5.90	3,886.51	7.57
Laugfs Holdings Limited	1,884.57	9.31	1,388.51	10.50	1,010.96	5.65	4,284.04	8.34
Ceylon Petroleum Corporation	966.60	4.77	521.91	3.95	845.19	4.73	2,333.70	4.54
Valvoline LLC	764.81	3.78	393.32	2.97	619.35	3.46	1,777.48	3.46
Toyota Tsusho Corporation	759.13	3.75	490.43	3.71	572.27	3.20	1,821.83	3.55
Shell Markets (Middle East) Limited	423.12	2.09	357.50	2.70	374.53	2.09	1,155.15	2.25
Lubricant Company Sinopec Corporation	580.53	2.87	468.23	3.54	373.10	2.09	1,421.86	2.77
BP Middle East LLC	403.55	1.99	254.71	1.93	354.60	1.98	1,012.86	1.97
Gulf Oil Middle East Limited	161.71	0.80	166.50	1.26	297.48	1.66	625.69	1.22
Bharat Petroleum Corporation Limited	542.97	2.68	199.12	1.51	268.42	1.50	1,010.51	1.97
Motul	27.86	0.14	25.11	0.19	42.90	0.24	95.87	0.19
Prista Oil Holding EAD	-	-	8.16	0.06	7.17	0.04	15.33	0.03
Petronas Lubricants (India) Private Limited	-	-	1.81	0.01	3.69	0.02	5.50	0.01
Total	20,248.96	100.00	13,228.94	100.00	17,879.03	100.00	51,356.9	100.00

COMPANY WISE LUBRICANT SALES QUANTITY 2021 (QUATER1 TO QUATER3)

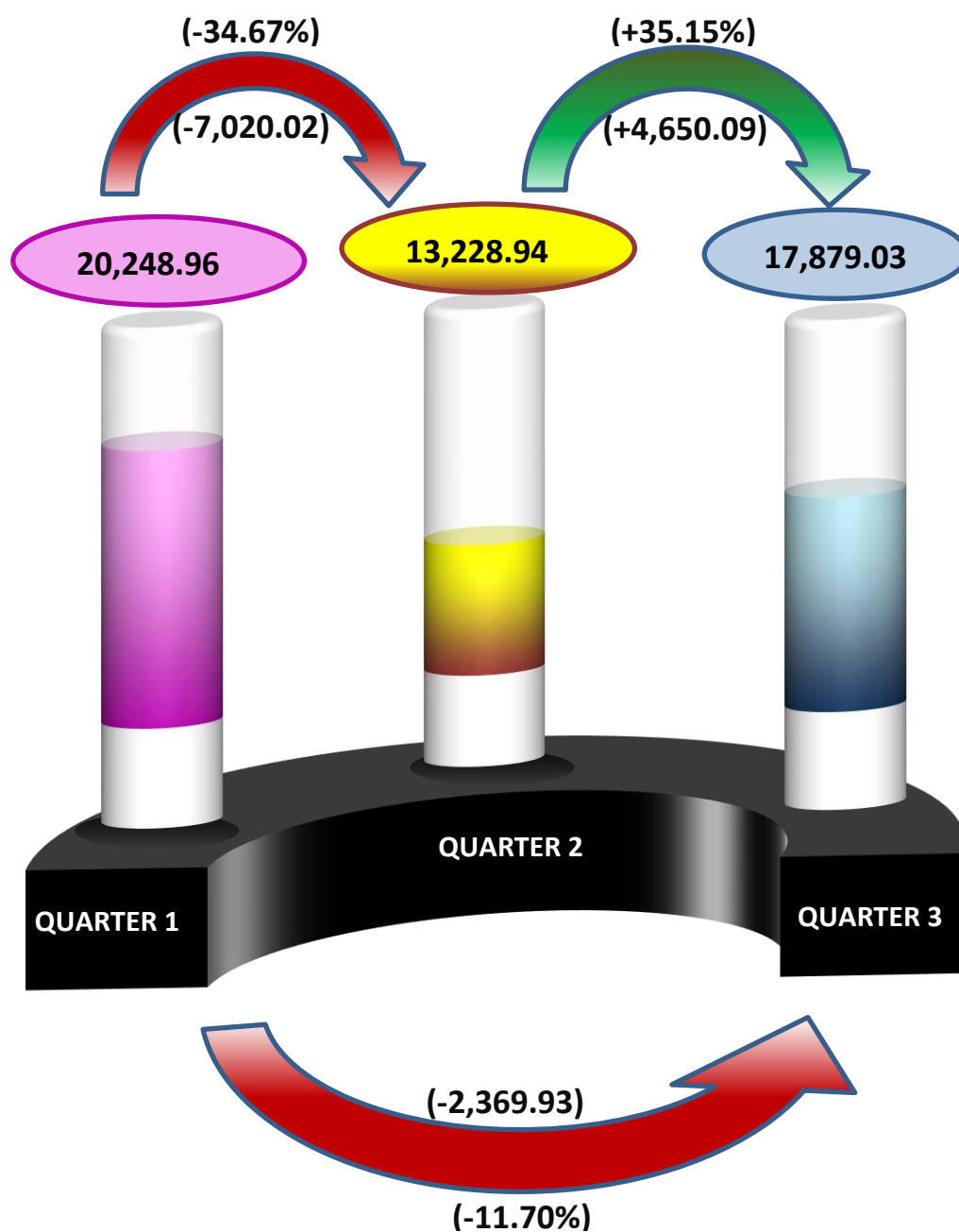


COMPANY WISE LUBRICANT SALES QUANTITY 2021 (QUATER1 TO QUATER3)



TOTAL LUBRICANT SALES QUANTITY (QUATER1 TO QUATER3)

Year 2021	Total Lubricant Sales Quantity (kl)
Quarter 1	20,248.96
Quarter 2	13,228.94
Quarter 3	17,879.03



COMPANY WISE LUBRICANT SALES VALUES

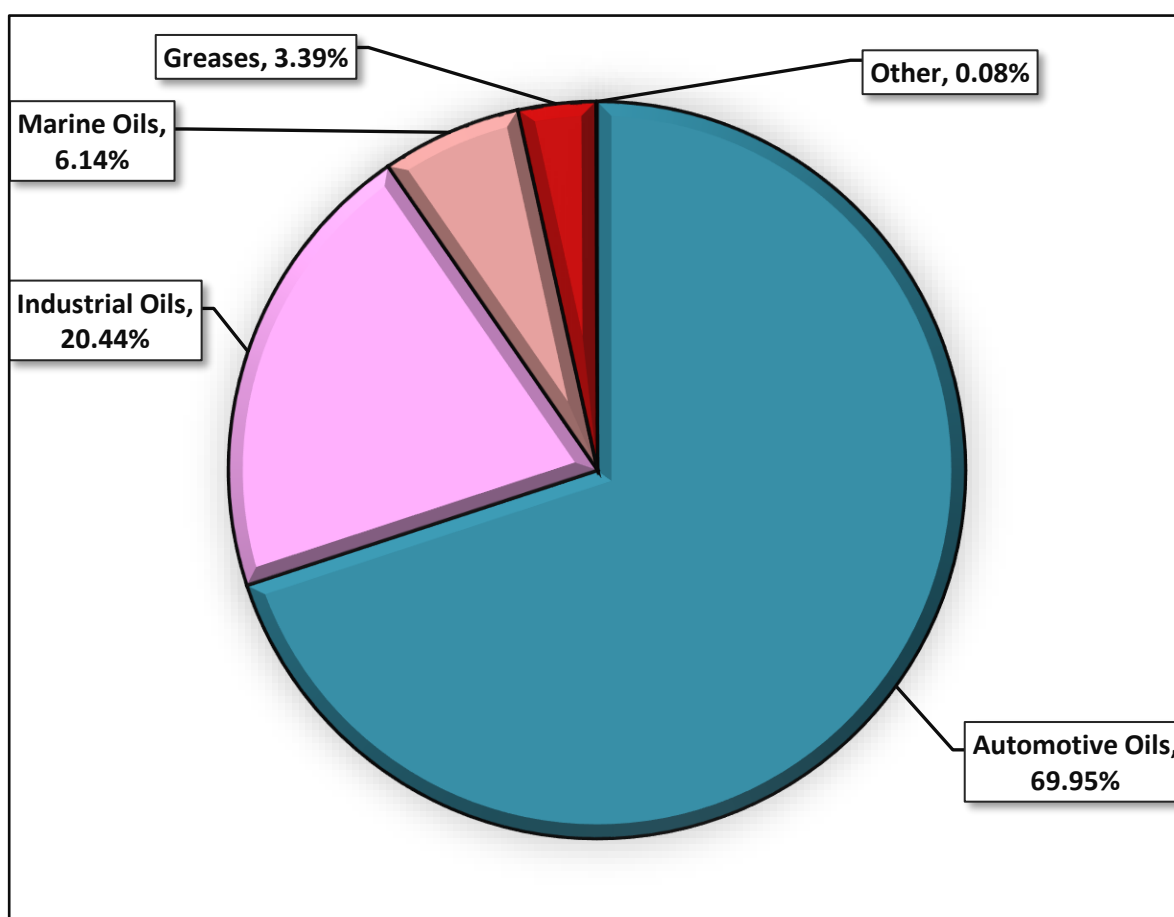
Company	LUBRICANT SALES VALUES - 2021 THIRD QUARTER	
	LKR Million	%
Chevron Ceylon Limited	4,901.60	44.05
Indian Oil Corporation Limited	1,680.81	15.10
ExxonMobil Asia Pacific Pte. Ltd.	962.30	8.65
Toyota Tsusho Corporation	772.21	6.94
Laugfs Holdings Limited	609.58	5.48
Valvoline LLC	466.21	4.19
Ceylon Petroleum Corporation	429.87	3.86
Shell Markets (Middle East) Limited	345.28	3.10
BP Middle East LLC	344.05	3.09
Lubricant Company Sinopec Corporation	249.82	2.25
Bharat Petroleum Corporation Limited	200.25	1.80
Gulf Oil Middle East Limited	103.17	0.93
Motul	57.66	0.52
Petronas Lubricants (India) Private Limited	3.19	0.03
Prista Oil Holding EAD	1.89	0.02
Total	11,127.88	100.00

NOMINEE WISE LUBRICANT SALES VALUES

Nominee	LUBRICANT SALES VALUES - 2021 THIRD QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	4,901.60	44.05
Lanka IOC PLC	1,680.81	15.10
McLarens Lubricants Limited	962.30	8.65
Toyota Lanka (Pvt) Limited	772.21	6.94
Laugfs Lubricants Limited	609.58	5.48
United Motors Lanka PLC	466.21	4.19
Ceylon Petroleum Corporation	429.87	3.86
N. M. Distributors (Pvt) Limited	345.28	3.10
Associated Motorways Limited	344.05	3.09
Interocean Lubricants (Private) Limited	249.82	2.25
TVS Automotives (Pvt)Ltd	200.25	1.80
Gulf Synergy Lanka (Private) Limited	103.17	0.93
Spectrum Trading Company Pvt Ltd	57.66	0.52
Global Capital Holdings (Pvt) Limited	3.19	0.03
Desha Shakthi (Pvt) Ltd	1.89	0.02
Total	11,127.88	100.00

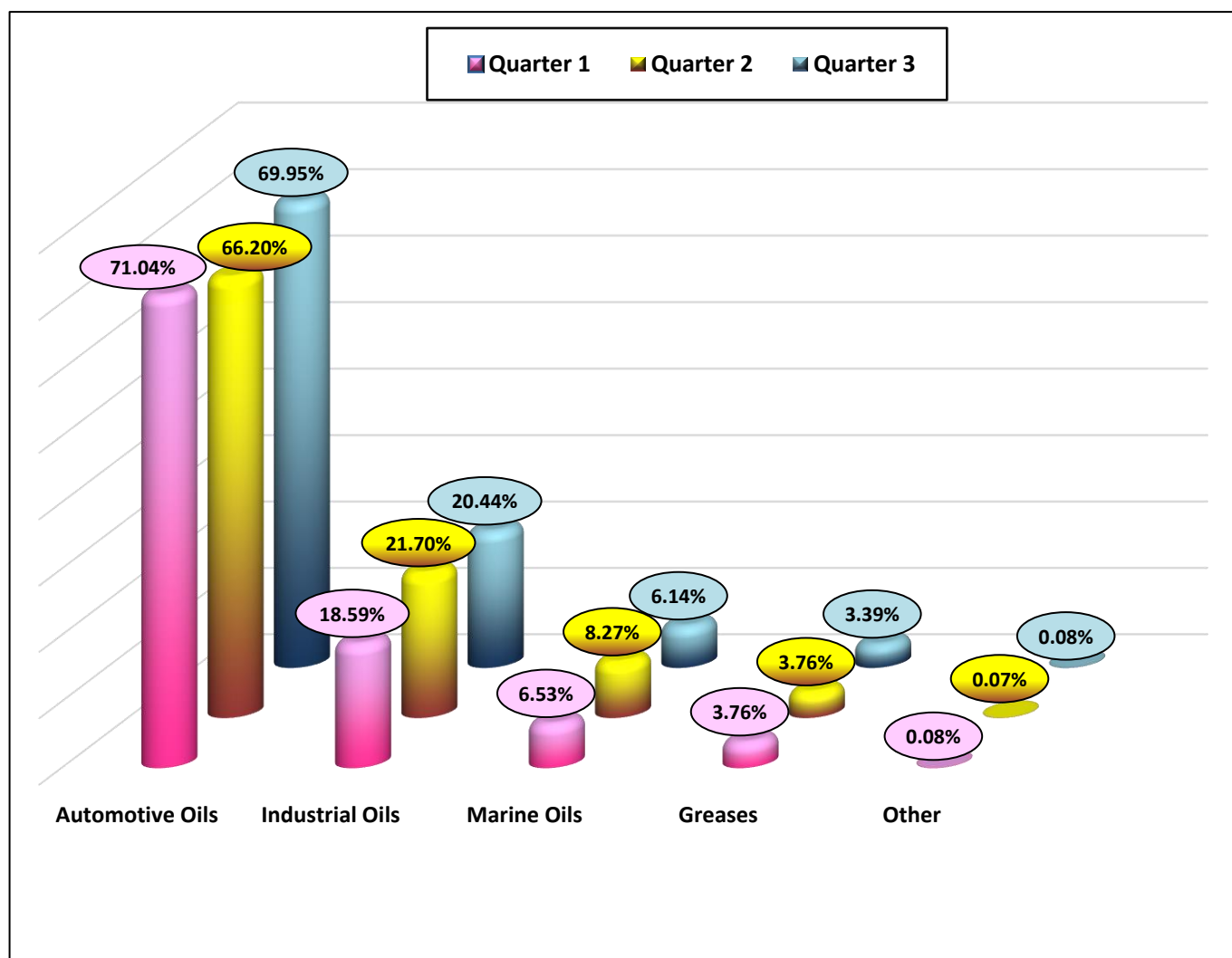
Type Of Lubricant Wise Lubricant Sales Quantity

Type of Lubricant	LUBRICANT SALES QUANTITY – 2021 THIRD QUARTER	
	KI	%
Automotive Oils	12,506.74	69.95
Industrial Oils	3,654.69	20.44
Marine Oils	1,097.49	6.14
Greases	605.672	3.39
Other	14.438	0.08
Total	17,879.03	100.00



TYPE OF LUBRICANT WISE LUBRICANT SALES QUANTITY (QUARTER 1 TO QUARTER 3)

Type of Lubricant	LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER		LUBRICANT SALES QUANTITY – 2021 SECOND QUARTER		LUBRICANT SALES QUANTITY – 2021 THIRD QUARTER	
	KI	%	KI	%	KI	%
Automotive Oils	14,385.29	71.04	8,757.01	66.20	12,506.74	69.95
Industrial Oils	3,763.63	18.59	2,871.07	21.70	3,654.69	20.44
Marine Oils	1,321.68	6.53	1,093.80	8.27	1,097.49	6.14
Greases	761.62	3.76	497.727	3.76	605.672	3.39
Other	16.74	0.08	9.34	0.07	14.438	0.08
Total	20,248.96	100.00	13,228.94	100.00	17,879.03	100.00



TYPE OF LUBRICANT WISE LUBRICANT SALES VALUES

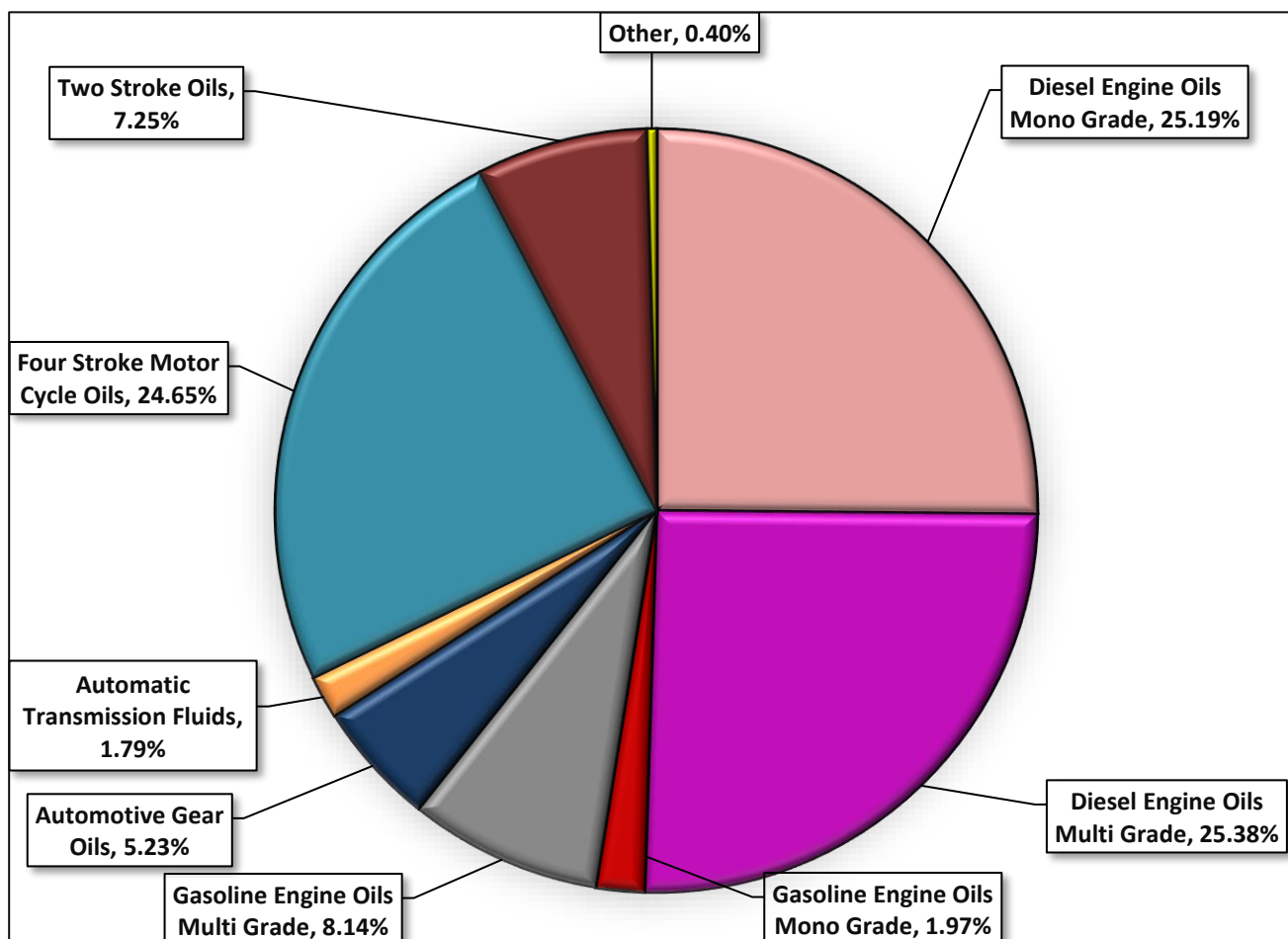
Type of Lubricant	LUBRICANT SALES VALUES - 2021 THIRD QUARTER	
	LKR Million	%
Automotive Oils	8,116.83	72.94
Industrial Oils	1,918.42	17.24
Greases	561.97	5.05
Marine Oils	501.27	4.50
Other	29.39	0.26
Total	11,127.88	100.00

NOMINEE WISE AND TYPE OF LUBRICANT WISE LUBRICANT SALES QUANTITY

Nominee	LUBRICANT SALES QUANTITY – 2021 THIRD QUARTER (kl)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	5,667.11	316.27	2,032.97	443.46	–	8,459.80
Lanka IOC PLC	2,562.73	10.47	888.94	132.00	–	3,594.15
McLarens Lubricants Limited	701.00	45.90	174.77	133.75	–	1,055.42
Laugfs Lubricants Limited	755.17	27.53	228.26	–	–	1,010.96
Ceylon Petroleum Corporation	787.62	24.11	26.70	–	6.76	845.19
United Motors Lanka PLC	552.31	16.91	50.13	–	–	619.35
Toyota Lanka (Pvt) Limited	564.86	0.39	–	–	7.02	572.27
N. M. Distributors (Pvt) Limited	179.01	13.41	154.72	27.39	–	374.53
Interocean Lubricants (Private) Limited	198.87	101.13	60.50	12.60	–	373.10
Associated Motorways Limited	299.47	4.32	–	50.81	–	354.60
Gulf Synergy Lanka (Private) Limited	–	–	–	297.48	–	297.48
TVS Automotives (Pvt)Ltd	184.84	45.23	37.71	–	0.66	268.42
Spectrum Trading Company Pvt Ltd	42.90	–	–	–	–	42.90
Desha Shakthi (Pvt) Ltd	7.17	–	–	–	–	7.17
Global Capital Holdings (Pvt) Limited	3.69	–	–	–	–	3.69
Total	12,506.74	605.67	3,654.69	1,097.49	14.44	17,879.03

AUTOMOTIVE LUBRICANT SALES QUANTITY

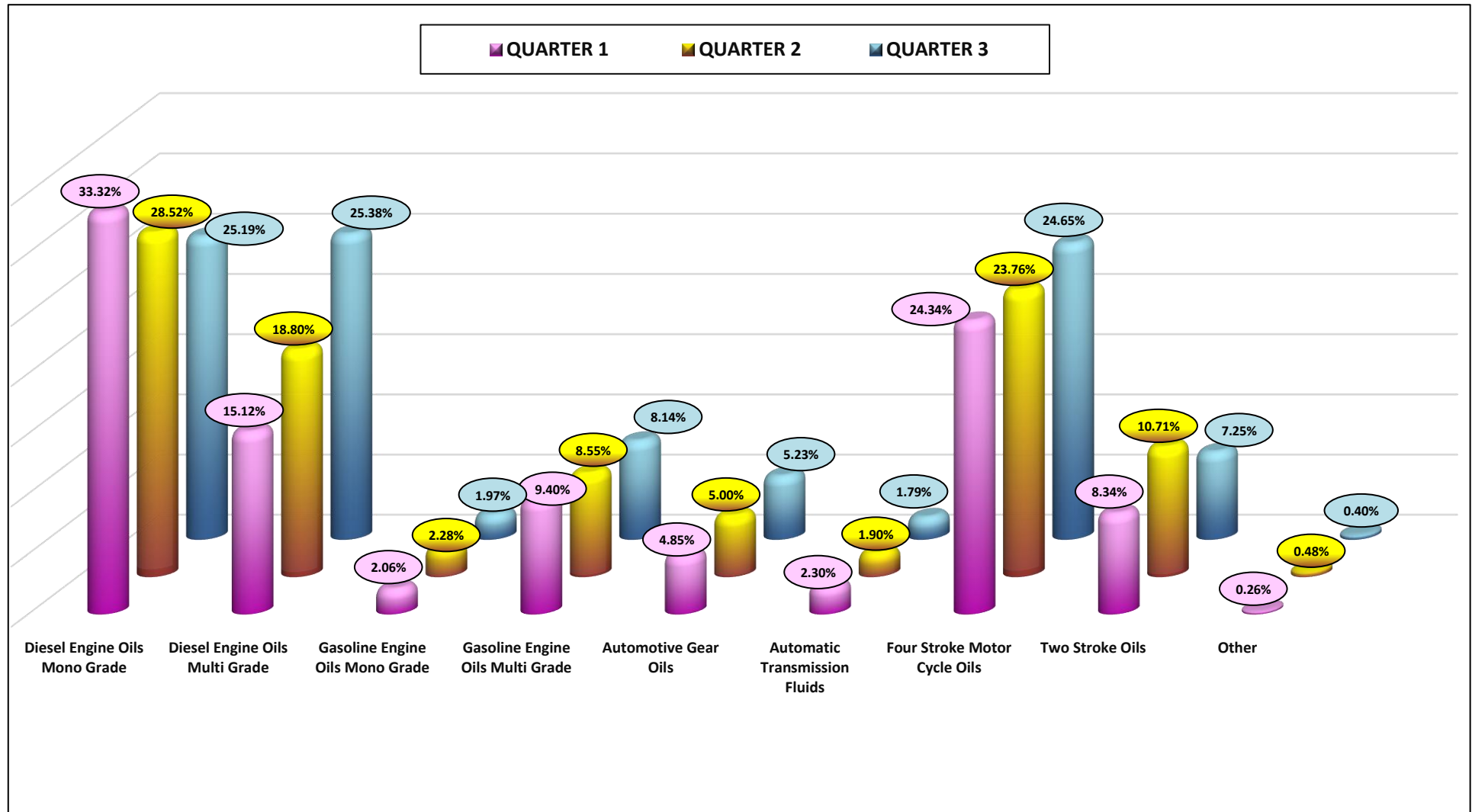
Automotive Oil Type	LUBRICANT SALES QUANTITY – 2021 THIRD QUARTER	
	kl	%
Diesel Engine Oils Mono Grade	3,151.03	25.19
Diesel Engine Oils Multi Grade	3,173.97	25.38
Gasoline Engine Oils Mono Grade	246.53	1.97
Gasoline Engine Oils Multi Grade	1,018.03	8.14
Automotive Gear Oils	654.24	5.23
Automatic Transmission Fluids	223.98	1.79
Four Stroke Motor Cycle Oils	3,082.41	24.65
Two Stroke Oils	906.63	7.25
Other	49.92	0.40
Total	12,506.74	100.00



AUTOMOTIVE LUBRICANT SALES QUANTITY (QUARTER 1 TO QUARTER 3)

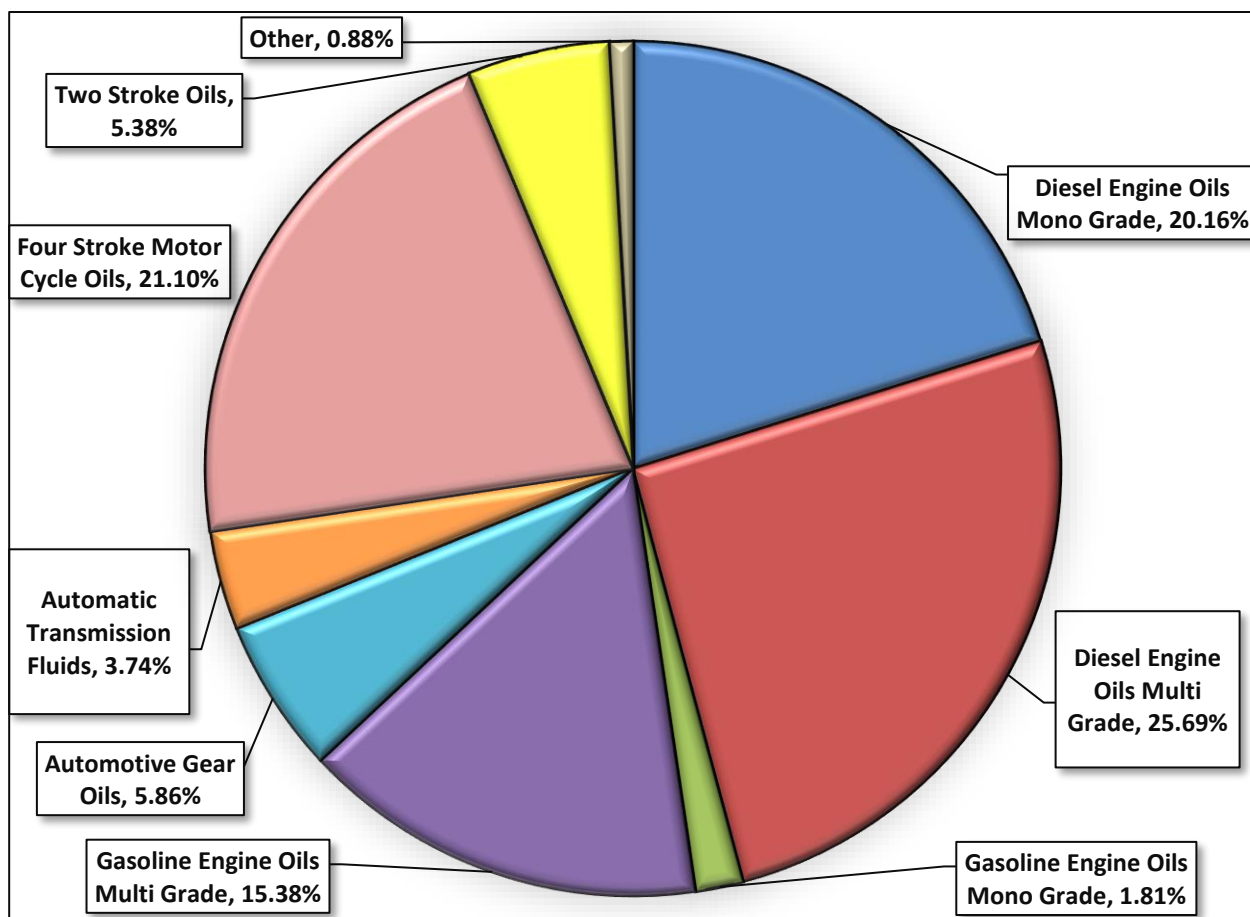
Automotive Oil Type	LUBRICANT SALES QUANTITY		LUBRICANT SALES QUANTITY		LUBRICANT SALES QUANTITY	
	2021 FIRST QUARTER		2021 SECOND QUARTER		2021 THIRD QUARTER	
	kL	%	kL	%	kL	%
Diesel Engine Oils Mono Grade	4,791.90	33.31	2,497.50	28.52	3,151.03	25.19
Diesel Engine Oils Multi Grade	2,175.77	15.13	1,646.57	18.80	3,173.97	25.38
Gasoline Engine Oils Mono Grade	296.43	2.06	199.71	2.28	246.53	1.97
Gasoline Engine Oils Multi Grade	1,352.04	9.40	748.63	8.55	1,018.03	8.14
Automotive Gear Oils	698.35	4.85	437.45	5.00	654.24	5.23
Automatic Transmission Fluids	331.50	2.30	166.67	1.90	223.98	1.79
Four Stroke Motor Cycle Oils	3,501.94	24.34	2,080.69	23.76	3,082.41	24.65
Two Stroke Oils	1,199.94	8.34	937.67	10.71	906.63	7.25
Other	36.80	0.26	42.12	0.48	49.92	0.40
Total	14,384.67	100.00	8,757.00	100.00	12,506.74	100.00

AUTOMOTIVE LUBRICANT SALES QUANTITY 2021 (QUARTER 1 TO QUARTER 3)



AUTOMOTIVE LUBRICANT SALES VALUES

Automotive Oil Type	LUBRICANT SALES VALUES - 2021 THIRD QUARTER	
	LKR Million	%
Diesel Engine Oils Mono Grade	1636.22	20.16
Diesel Engine Oils Multi Grade	2085.44	25.69
Gasoline Engine Oils Mono Grade	147.13	1.81
Gasoline Engine Oils Multi Grade	1248.08	15.38
Automotive Gear Oils	475.28	5.86
Automatic Transmission Fluids	303.54	3.74
Four Stroke Motor Cycle Oils	1712.53	21.10
Two Stroke Oils	436.81	5.38
Other	71.79	0.88
Total	8,116.83	100.00



NOMINEE WISE AUTOMOTIVE LUBRICANT SALES QUANTITY 2021 QUARTER 3

TYPE	Chevron Lubricants Lanka PLC	Lanka IOC PLC	Ceylon Petroleum Corporation	Laugfs Lubricants Limited	McLarens Lubricants Limited	Toyota Lanka (Pvt) Limited	United Motors Lanka PLC	Associated Motorways Limited	Interocean Lubricants (Private) Limited	TVS Automotives (Pvt)Ltd	N. M. Distributors (Pvt) Limited	Spectrum Trading Company Pvt Ltd	Desha Shakthi (Pvt) Ltd	Global Capital Holdings (Pvt) Limited	TOTAL
Automotive Gear Oils	313.90	181.25	31.22	49.46	34.72	7.18	10.88	1.34	8.97	11.47	3.86	-	-	-	654.24
Automatic Transmission Fluids	93.49	0.71	5.96	7.98	20.09	64.26	11.66	3.20	7.63	6.59	2.40	0.02	-	0.00	223.98
Diesel Engine Oils Mono Grade	1,251.41	893.33	347.34	288.27	67.57	2.18	87.39	26.77	137.88	38.14	10.75	-	-	-	3,151.03
Diesel Engine Oils Multi Grade	1,923.03	347.91	18.84	65.60	286.63	54.54	164.10	164.74	29.60	26.88	90.90	1.00	-	0.20	3,173.97
Four Stroke Motor Cycle Oils	1,457.75	866.64	42.69	194.84	126.10	-	197.67	38.06	12.06	89.57	36.43	20.51	-	0.08	3,082.41
Gasoline Engine Oils Mono Grade	165.17	18.30	16.03	42.02	-	-	-	-	-	1.61	-	-	3.40	-	246.53
Gasoline Engine Oils Multi Grade	169.86	7.45	13.90	30.10	164.82	436.70	80.61	40.93	2.73	9.52	34.66	19.57	3.77	3.40	1,018.03
Other	-	1.07	22.60	1.17	1.04	-	-	21.19	-	1.05	0.01	1.79	-	-	49.92
Two Stroke Oils	292.51	246.08	289.04	75.73	0.03	-	-	3.24	-	-	-	-	-	-	906.63
Total	5,667.11	2,562.73	787.62	755.17	701.00	564.86	552.31	299.47	198.87	184.84	179.01	42.90	7.17	3.69	12,506.74