



Lubricant Market Statistics First Quarter - 2022

As the shadow regulator of the lubricant and grease market, the Public Utilities Commission of Sri Lanka collects, records and disseminates operational information of the lubricant and grease market.

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 2022

Market Participants










Presently, there are four (4) parties authorized to import, export, blend, produce, sell, supply or distribute lubricants and greases (Activity 1) and twenty-two (22) parties authorized to import, export, sell, supply or distribute lubricants and greases (Activity 2).











Table 1 Parties authorized to carry out 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 to carry out Activity 2

Company	Nominee	Brand(s)
Apar Industries Limited	Ideal Premier (Private)Limited	 POWEROIL® <i>Powering Ahead</i>
		(Eni, Poweroil)
Apar Industries Limited	TVS Lanka (Private) Limited	 MAK LUBRICANTS
		(MAK)
BP Middle East LLC	Associated Motorways Limited	 Castrol
		(BP, Castrol)
ENOC Marketing LLC		
Lubrex FZC	United Lubricants (Private) Limited	 LUBREX®
		LUBREX
ExxonMobil Asia Pacific Pte. Limited	McLarens Lubricants Limited	 ExxonMobil Esso Mobil
		(ExxonMobil, Esso, Mobil)
ExxonMobil Asia Pacific Pte. Limited	United Tractor & Equipment (Private) Limited	 CAT
		(CAT)
GP Global Mag L.L.C	The Trades Mines Petroleum (Private) Limited	 MAG Lubricants Inside Engineering
		(MAG)
GS Caltex Corporation	Samaco International (Private) Limited	 Kixx
		(KiXX)
Gulf Oil Middle East Limited	Lanka Ashok Leyland PLC (excluding marine lubricants and greases)	
	Gulf Synergy Lanka (Private) Limited (marine lubricants and greases)	
		(Gulf)

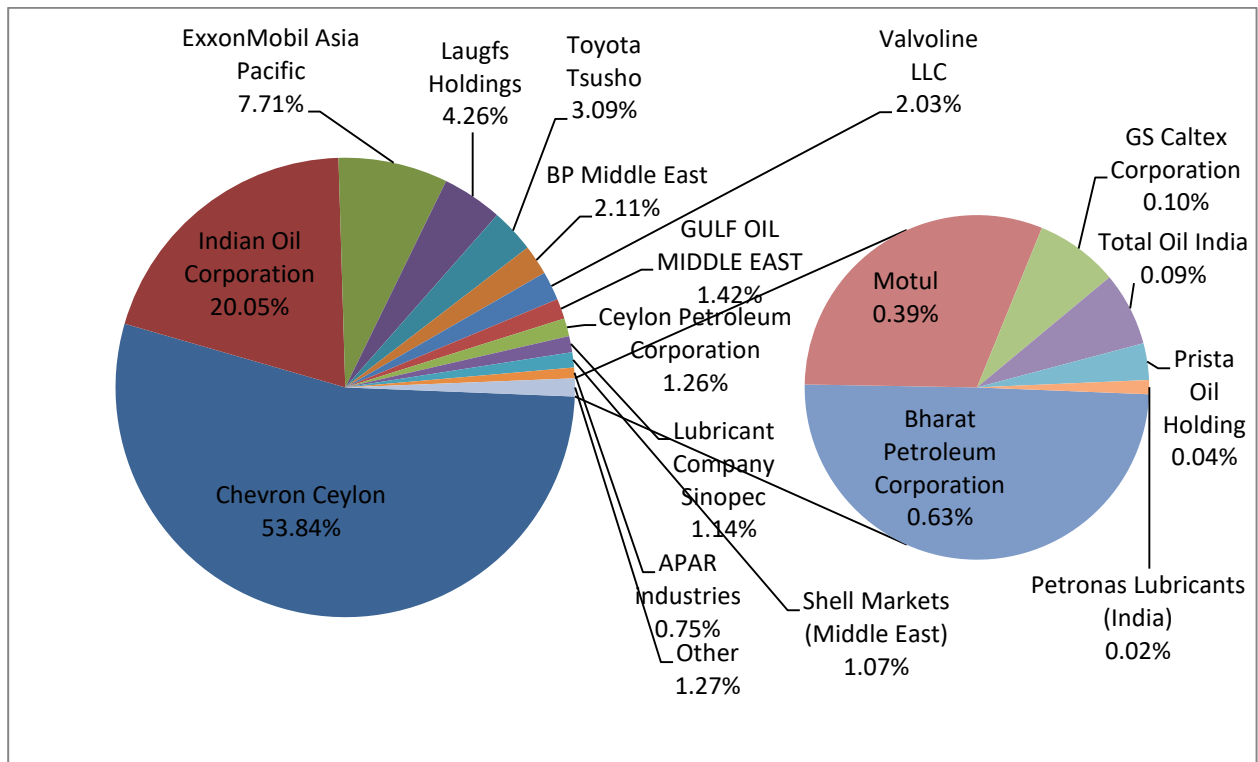
	Ideal First Choice (Private) Limited (excluding marine lubricants and greases)	 (Gulf)
Idemitsu Lube India Private Limited		
Tide Water Oil Co. (India) Limited		 (Veedol)
Liqui Moly GMBH	Semini Motors (Private) Limited	 (LIQUI MOLY)
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	 (Greatwall, Sinopec)
Lukoil Marine Lubricants DMCC	Lanka Shipping & Logistics (Private) Limited	 (LUKOIL)
	Lubricant Specialists (Private)Limited	
Motul	Transmec International	 (Motul)
	Spectrum Trading Company (Private) Limited	
Petronas Lubricants (India) Private Limited	Global Capital Holdings (Private) Limited	 (Petronas)
Prista Oil Holding EAD	Desha Shakthi (Private) Limited	 (Prista)
Shell Markets (Middle East) Limited	N. M. Distributors (Private)Limited	 (Shell)
Total Oil India Private Limited	Navaloka Petroleum (Private) Limited	 (Total, Elf)

Toyota Tsusho Corporation	Toyota Lanka (Private)Limited	
		(Toyota)
Valvoline LLC	United Motors Lanka Limited	
		(Valvoline)

Company-wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY 2022 Q1	
	KL	%
Chevron Ceylon Limited	11,080.03	53.84
Indian Oil Corporation Limited	4,126.22	20.05
ExxonMobil Asia Pacific Pte. Limited.	1,585.76	7.71
Laugfs Holdings Limited	876.53	4.26
Toyota Tsusho Corporation	636.62	3.09
BP Middle East LLC	434.15	2.11
Valvoline LLC	418.33	2.03
Gulf Oil Middle East Limited	292.55	1.42
Ceylon Petroleum Corporation	259.70	1.26
Lubricant Company Sinopec Corporation	233.91	1.14
Shell Markets (Middle East) Limited	220.03	1.07
APAR industries Limited	154.56	0.75
Bharat Petroleum Corporation Limited	129.20	0.63
Motul	80.36	0.39
GS Caltex Corporation	20.32	0.10
Total Oil India Private Limited	17.98	0.09
Prista Oil Holding EAD	8.96	0.04
Petronas Lubricants (India) Private Limited	3.43	0.02
Total	20,578.64	100

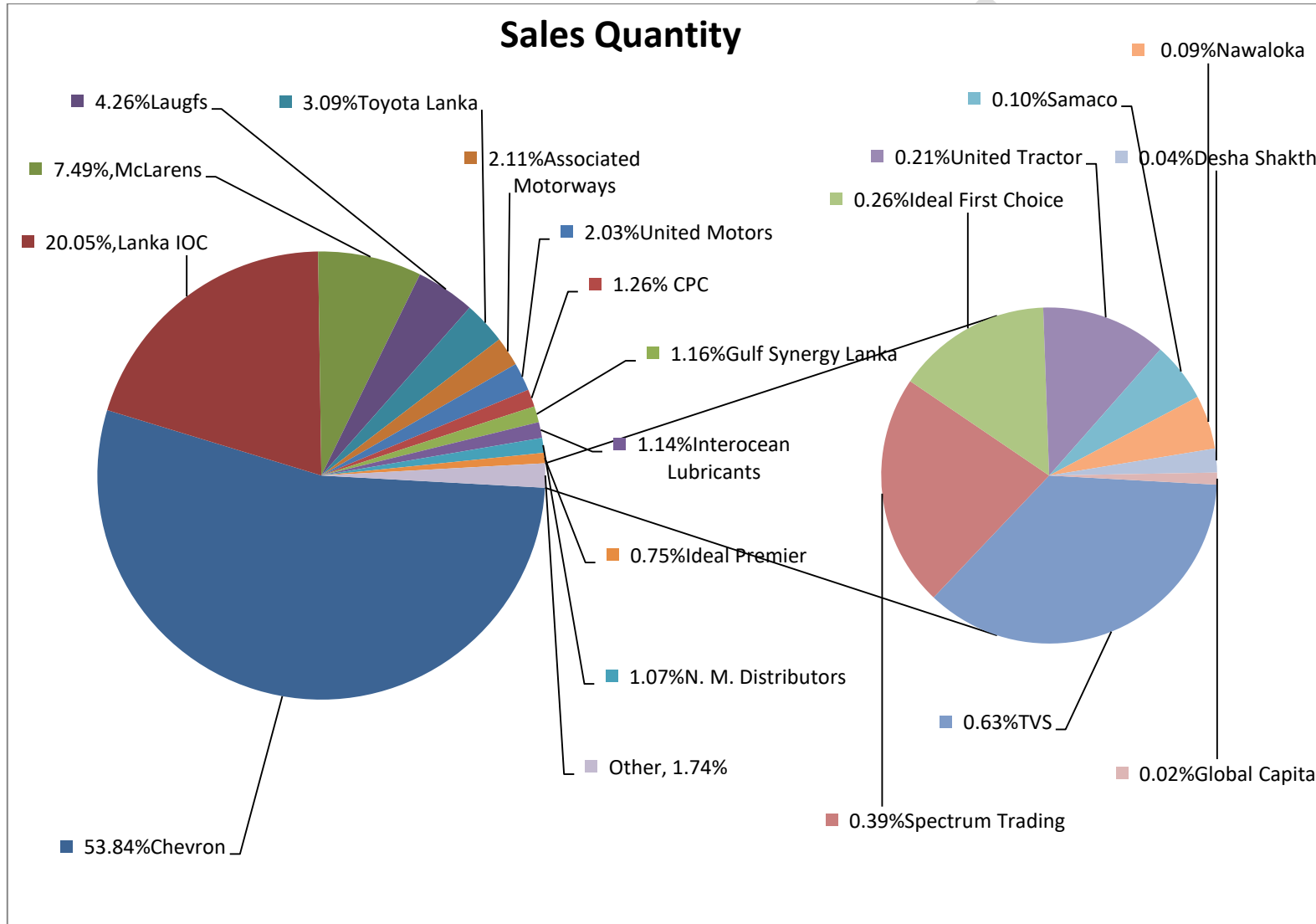
Company-wise Lubricant Sales Quantity



Nominee-wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY 2022 Q1	
	KL	%
Chevron Lubricants Lanka PLC	11,080.03	53.84
Lanka IOC PLC	4,126.22	20.05
McLarens Lubricants Limited	1,541.90	7.49
Laugfs Lubricants Limited	876.53	4.26
Toyota Lanka (Private) Limited	636.62	3.09
Associated Motorways (Private) Limited	434.15	2.11
United Motors Lanka PLC	418.33	2.03
Ceylon Petroleum Corporation	259.70	1.26
Gulf Synergy Lanka (Private) Limited	238.55	1.16
Interocean Lubricants (Private) Limited	233.91	1.14
N. M. Distributors (Private) Limited	220.03	1.07
Ideal Premier (Private) Limited	154.56	0.75
TVS Automotives (Private) Limited	129.20	0.63
Spectrum Trading Company Private Limited	80.36	0.39
Ideal First Choice (Private) Limited	54.00	0.26
United Tractor & Equipment (Private) Limited	43.86	0.21
Samaco International (Private) Limited	20.32	0.10
Nawaloka Petroleum (Private) Limited	17.98	0.09
Desha Shakthi (Private) Limited	8.96	0.04
Global Capital Holdings (Private) Limited	3.43	0.02
Total	20,578.64	100.00

Nominee-wise Lubricant Sales Quantity



Company-wise Annual Lubricant Sales Quantity (2017 to 2021)

Company	ANNUAL LUBRICANT SALES QUANTITY									
	2021		2020		2019		2018		2017	
	KI	%	KL	%	KL	%	KL	%	KL	%
Bharat Petroleum Corporation Limited	1,288.82	1.89	2,416.80	4.03	4,045.00	6.47	3,584.00	5.58	3,452.00	5.35
BP Middle East LLC	1,327.93	1.95	1,248.59	2.08	1,322.01	2.12	1,496.20	2.33	1,639.54	2.54
Ceylon Petroleum Corporation	3,789.15	5.57	3,544.66	5.92	3,542.42	5.67	4,071.49	6.34	5,411.60	8.39
Chevron Lubricants Lanka PLC	28,327.64	41.65	25,457.79	42.48	25,842.62	41.36	23,987.00	37.32	25,721.00	39.89
ExxonMobil Asia Pacific Pte. Limited.	5,215.93	7.67	3,885.20	6.48	5,683.75	9.1	4,959.08	7.72	3,534.70	5.48
GS Caltex Corporation	20.044	0.03	0	0	0	0	0	0	0	0
GULF OIL MIDDLE EAST LIMITED	838.34	1.23	0	0	0	0	0	0	0	0
Indian Oil Corporation Limited	13,941.33	20.50	10,381.50	17.32	7,848.61	12.56	11,316.17	17.61	10,969.60	17.01
Laugfs Holdings Limited	5,226.90	7.68	6,135.47	10.24	6,309.86	10.1	5,775.00	8.99	4,949.56	7.68
Motul	176.66	0.26	63.51	0.11	91.8	0.15	127.58	0.2	141.91	0.22
Petronas Lubricants (India) Private Limited	8.593	0.01	0	0	0	0	0	0	0	0
Prista Oil Holding EAD	23.85	0.04	0	0	0	0	0	0	0	0
Shell Markets (Middle East) Limited	1,476.56	2.17	1,633.01	2.73	1,856.72	2.97	2,330.68	3.63	1,898.34	2.94
SINOPEC Lubricants (Singapore) Pte. Limited	1,681.66	2.47	1,143.70	1.91	1,565.60	2.51	1,975.00	3.07	1,986.00	3.08
Total Oil India Private Limited	0	0.00	8.89	0.01	264.75	0.42	720.87	1.12	720.89	1.12
Toyota Tsusho Corporation	2,441.76	3.59	2,143.97	3.58	2,421.63	3.88	2,398.13	3.73	2,110.00	3.27
Valvoline LLC	2,232.52	3.28	1,862.71	3.11	1,686.69	2.7	1,525.48	2.37	1,949.84	3.02
Total	68,017.69	100.00	59,925.80	100	62,481.46	100	64,266.67	100	64,484.98	100

Company-wise Lubricant Sales Values

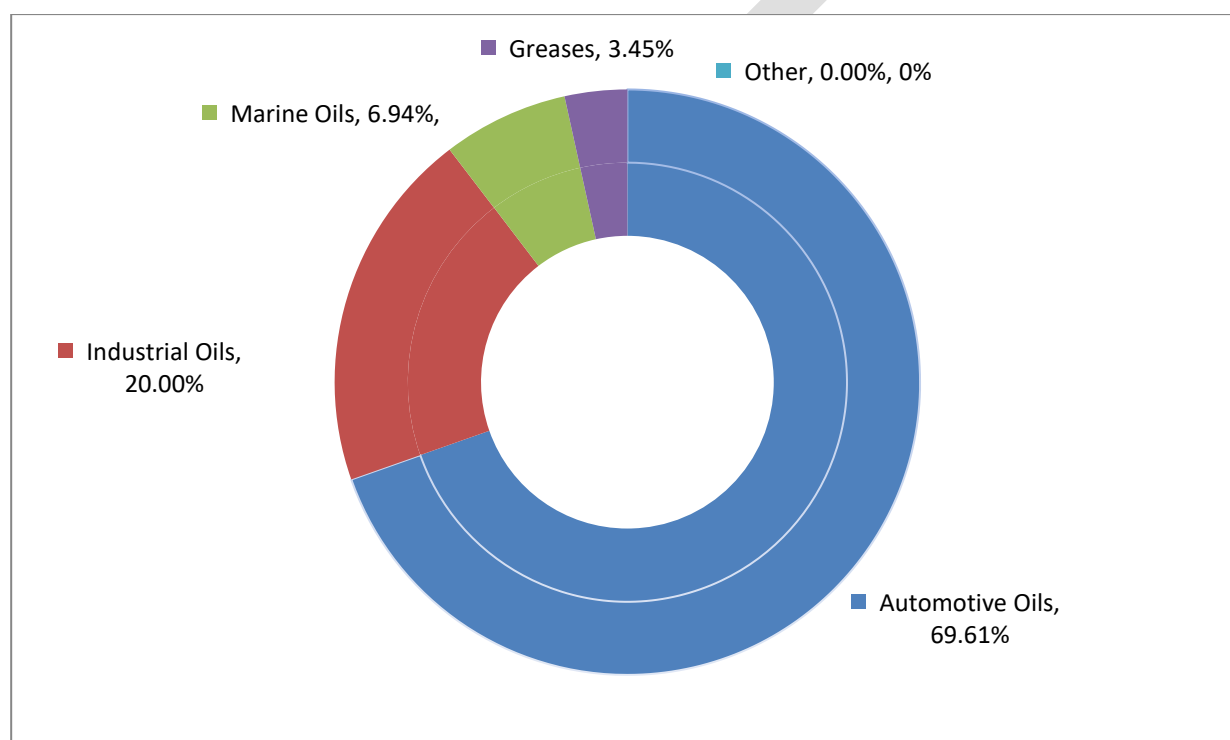
Company	LUBRICANT SALES VALUES -2022 Q1	
	LKR Million	%
Chevron Ceylon Limited	7,352.12	49.75
Indian Oil Corporation Limited	2,135.52	14.45
ExxonMobil Asia Pacific Pte. Limited.	1,607.72	10.88
Toyota Tsusho Corporation	972.96	6.58
Laugfs Holdings Limited	614.31	4.16
BP Middle East LLC	518.85	3.51
Valvoline LLC	416.32	2.82
Shell Markets (Middle East) Limited	250.68	1.70
Lubricant Company Sinopec Corporation	241.73	1.64
Ceylon Petroleum Corporation	159.45	1.08
Gulf Oil Middle East Limited	134.20	0.91
Bharat Petroleum Corporation Limited	107.18	0.73
Motul	107.87	0.73
APAR industries Limited	102.13	0.69
GS Caltex Corporation	26.53	0.18
Total Oil India Private Limited	16.26	0.11
Prista Oil Holding EAD	8.38	0.06
Petronas Lubricants (India) Private Limited	5.51	0.04
Total	14,777.72	100.00

Nominee-wise Lubricant Sales Values

Nominee Name	LUBRICANT SALES VALUES -2022 Q1	
	LKR Million	%
Chevron Lubricants Lanka PLC	7,352.12	49.75
Lanka IOC PLC	2,135.52	14.45
McLarens Lubricants Limited	1,569.67	10.62
Toyota Lanka (Private) Limited	972.96	6.58
Laugfs Lubricants Limited	614.31	4.16
Associated Motorways Limited	518.85	3.51
United Motors Lanka PLC	416.32	2.82
N. M. Distributors (Private) Limited	250.68	1.70
Interocean Lubricants (Private) Limited	241.73	1.64
Ceylon Petroleum Corporation	159.45	1.08
Spectrum Trading Company Private Limited	107.87	0.73
TVS Automotives (Private)Limited	107.18	0.73
Ideal Premier (Private) Limited.	102.13	0.69
Gulf Synergy Lanka (Private) Limited	88.01	0.60
Ideal First Choice (Private) Limited	46.19	0.31
United Tractor & Equipment (Private) Limited	38.05	0.26
Samaco International (Private) Limited	26.53	0.18
Nawaloka Petroleum (Private) Limited	16.26	0.11
Desha Shakthi (Private) Limited	8.38	0.06
Global Capital Holdings (Private) Limited	5.51	0.04
Total	14,777.72	100.00

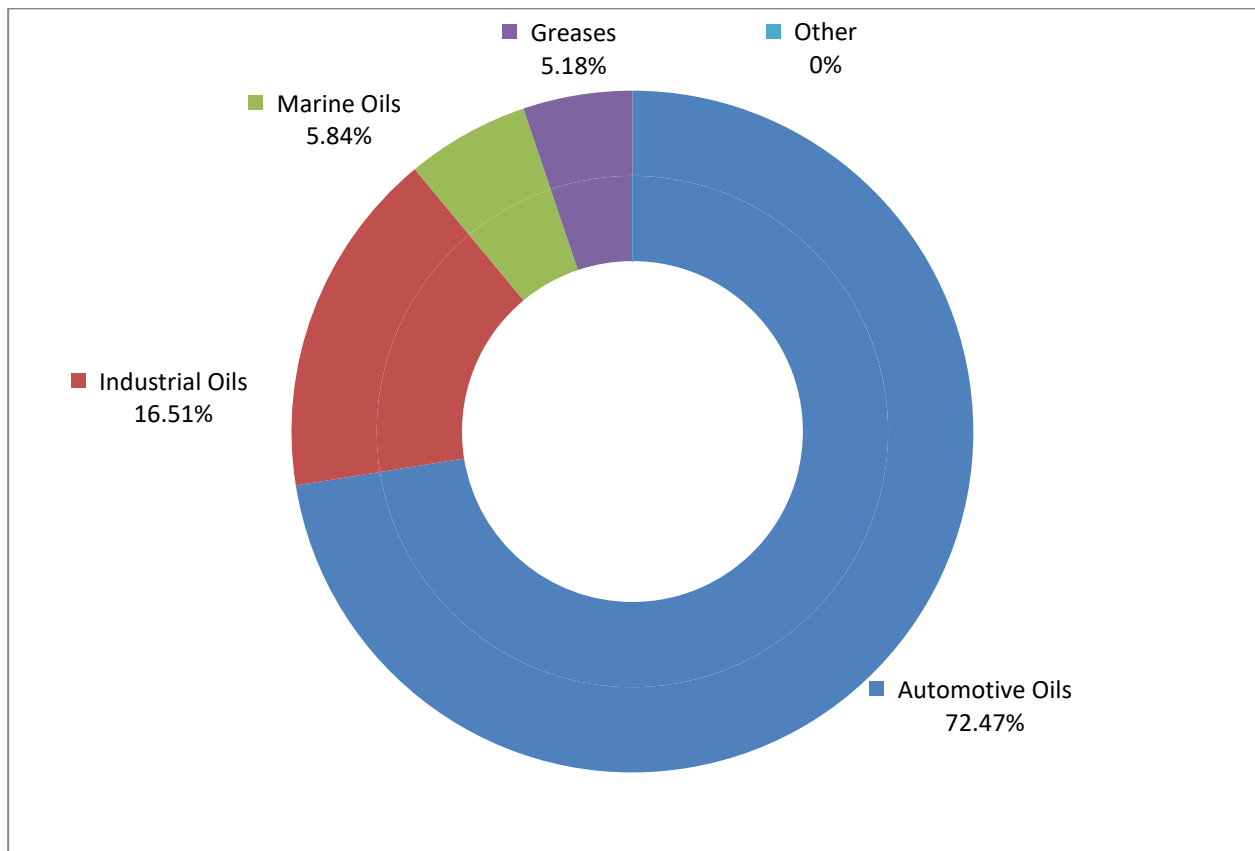
Type of Lubricant-wise Lubricant Sales Quantity

TYPES OF LUBRICANTS	LUBRICANT SALES QUANTITY - 2022 Q1	
	KL	%
Automotive Oils	14,325.65	69.61
Industrial Oils	4,116.10	20.00
Marine Oils	1,427.32	6.94
Greases	709.31	3.45
Other	0.262	0.00
Total	20,578.64	100.00



Type of Lubricant-wise Lubricant Sales Values

TYPES OF LUBRICANT	LUBRICANTS SALES VALUES - 2022 Q1	
	LKR Million	%
Automotive Oils	10,709.47	72.47
Industrial Oils	2,439.61	16.51
Marine Oils	862.87	5.84
Greases	765.52	5.18
Other	0.25	0.00
Total	14,777.72	100.00



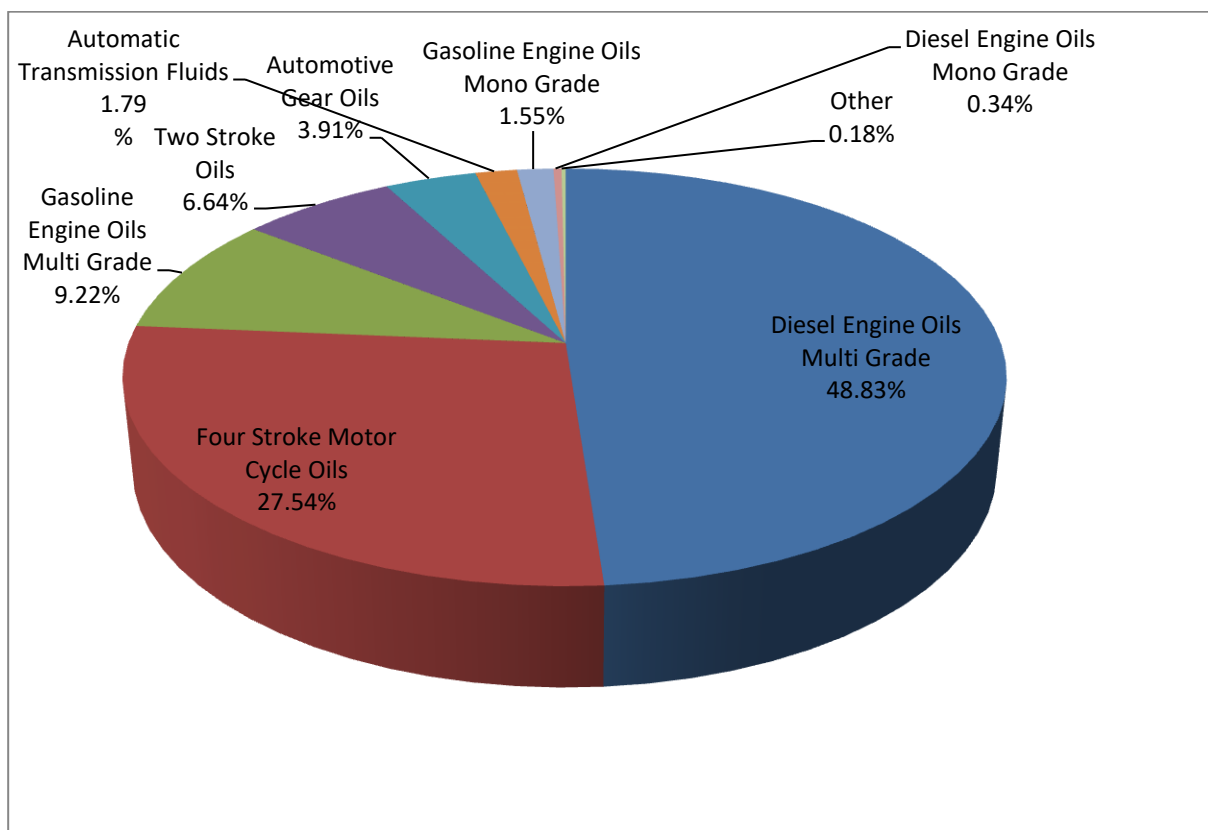
Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2022 Q1 (KL)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	7,590.41	460.89	2,373.06	655.67	-	11,080.03
Lanka IOC PLC	2,881.74	4.27	1,095.01	145.20	-	4,126.22
McLarens Lubricants Limited	961.99	33.26	226.00	320.65	-	1,541.90
Toyota Lanka (Private) Limited	636.20	0.42	-	-	-	636.62
Laugfs Lubricants Limited	751.10	39.04	86.39	-	-	876.53
Associated Motorways Limited	362.09	6.41	-	65.65	-	434.15
United Motors Lanka PLC	389.01	11.81	17.51	-	-	418.33
N. M. Distributors (Private) Limited	111.26	8.03	100.73	-	-	220.02
Interocean Lubricants (Private) Limited	88.56	106.41	37.34	1.60	-	233.91
Ceylon Petroleum Corporation	215.81	16.58	27.04	-	0.26	259.69
Spectrum Trading Company	80.36	-	-	-	-	80.36

Private Limited						
TVS Automotives (Private)Limited	52.09	18.80	58.31	-	-	129.20
Ideal Premier (Private) Limited.	71.67	0.76	82.13	-	-	154.56
Gulf Synergy Lanka (Private) Limited	-	-	-	238.55	-	238.55
Ideal First Choice (Private) Limited	45.00	-	9.00	-	-	54.00
United Tractor & Equipment (Private) Limited	40.80	-	3.06	-	-	43.86
Samaco International (Private) Limited	20.32	-	-	-	-	20.32
Nawaloka Petroleum (Private) Limited	15.19	2.27	0.52	-	-	17.98
Desha Shakthi (Private) Limited	8.60	0.36	-	-	-	8.96
Global Capital Holdings (Private) Limited	3.43	-	-	-	-	3.43
Total	14,325.63	709.31	4,116.10	1,427.32	0.26	20,578.62

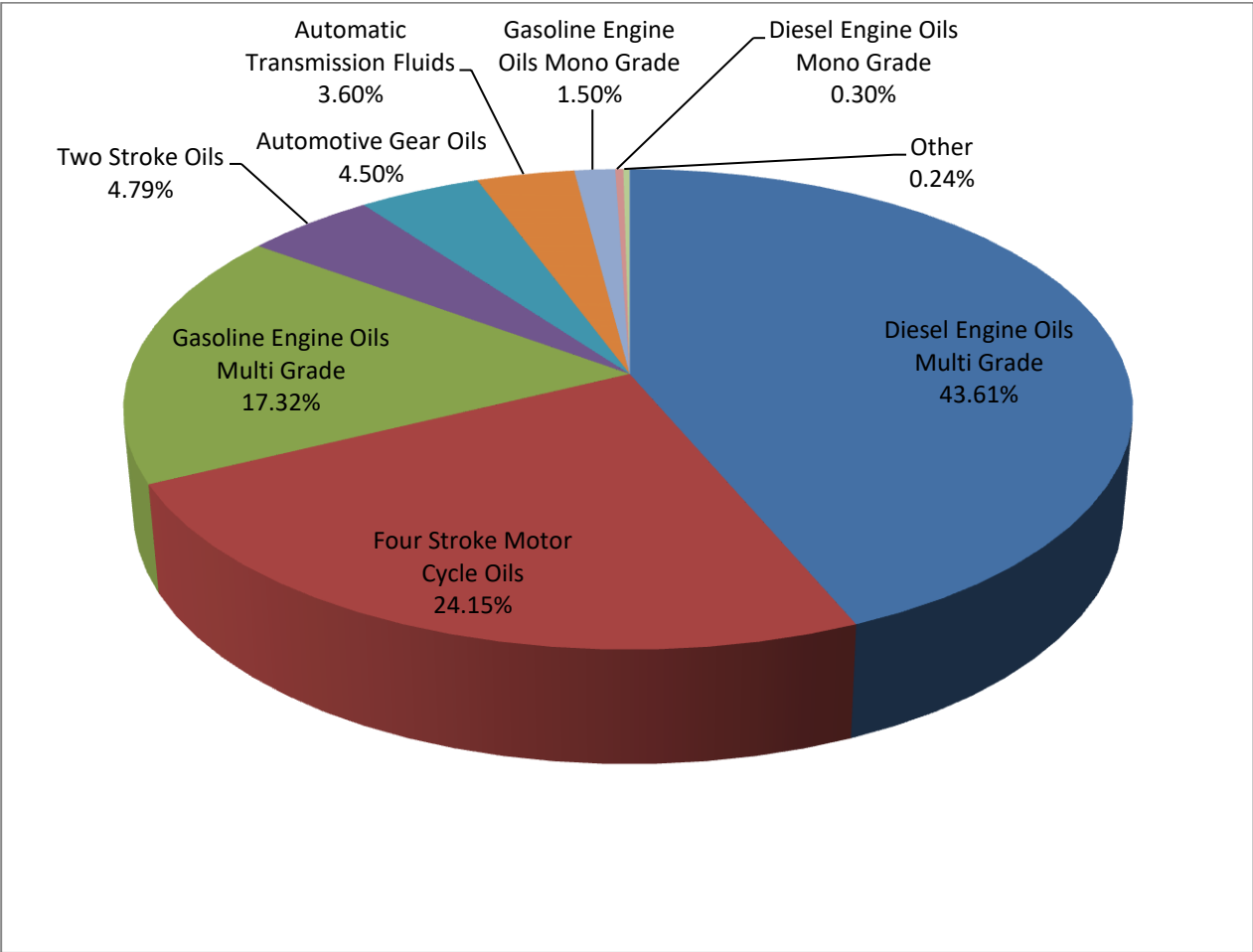
Automotive Lubricant Sales Quantity

AUTOMOTIVE OIL TYPE	LUBRICANT SALES QUANTITY - 2022 Q1	
	KL	%
Diesel Engine Oils Multi Grade	6,994.60	48.83
Four Stroke Motor Cycle Oils	3,944.85	27.54
Gasoline Engine Oils Multi Grade	1,321.38	9.22
Two Stroke Oils	951.05	6.64
Automotive Gear Oils	560.51	3.91
Automatic Transmission Fluids	255.90	1.79
Gasoline Engine Oils Mono Grade	222.45	1.55
Diesel Engine Oils Mono Grade	48.97	0.34
Other	25.95	0.18
Total	14,325.65	100.00



Automotive Lubricant Sales Values

AUTOMOTIVE OIL TYPE	LUBRICANTS SALES VALUES - 2022 Q1	
	LKR Million	%
Diesel Engine Oils Multi Grade	4,670.61	43.61
Four Stroke Motor Cycle Oils	2,586.02	24.15
Gasoline Engine Oils Multi Grade	1,854.91	17.32
Two Stroke Oils	513.36	4.79
Automotive Gear Oils	481.42	4.50
Automatic Transmission Fluids	385.89	3.60
Gasoline Engine Oils Mono Grade	160.39	1.50
Diesel Engine Oils Mono Grade	31.66	0.30
Other	25.22	0.24
Total	10,709.47	100.00



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Nominee-wise Automotive Lubricant Sales Quantity (QUARTERLY LUBRICANT SALES QUANTITY - 2022 Q1)

Nominee wise Automotive Lubricant Sales Quantity /KL	Automotive Gear Oils	Automatic Transmission Fluids	Diesel Engine Oils Mono Grade	Diesel Engine Oils Multi Grade	Four Stroke Motor Cycle Oils	Gasoline Engine Oils Mono Grade	Gasoline Engine Oils Multi Grade	Other	Two Stroke Oils	Total
Associated Motorways Limited	5.17	3.23	1.66	87.90	128.68	-	133.95	1.50	-	362.09
Ceylon Petroleum Corporation	27.35	4.17	35.04	67.33	7.54	0.22	19.13	6.26	48.77	215.81
Chevron Lubricants Lanka PLC	241.49	121.83	3.96	4,488.08	1,936.64	218.87	232.33	-	347.21	7,590.41
Desha Shakthi (Private) Limited	-	-	1.33	1.80	-	3.13	2.34	-	-	8.60
Global Capital Holdings (Private) Limited	-	0.14	-	0.33	0.10	-	2.87	-	-	3.44
Ideal First Choice (Private) Limited	1.00	-	-	15.00	29.00	-	-	-	-	45.00
Ideal Premier (Private) Limited.	0.14	0.45	-	18.05	34.41	-	14.50	4.14	-	71.69
Interocean Lubricants (Private) Limited	12.11	12.82	-	34.05	14.69	-	14.90	-	-	88.57
Lanka IOC PLC	179.06	7.12	-	1,219.68	1,034.20	-	8.33	-	433.35	2,881.74
Laugfs Lubricants Limited	46.46	5.84	-	301.76	201.07	-	62.60	11.91	121.46	751.10

McLarens Lubricants Limited	26.43	13.25	5.62	373.20	284.54	-	258.89	-	0.06	961.99
N. M. Distributors (Private) Limited	0.86	1.75	0.24	56.18	12.35	-	39.89	-	-	111.27
Nawaloka Petroleum (Private) Limited	0.82	0.76	-	7.23	5.42	-	0.96	-	-	15.19
Samaco International (Private) Limited	0.84	0.12	-	0.20	18.05	-	1.11	-	-	20.32
Spectrum Trading Company Private Limited	0.03	0.02	-	0.10	48.43	-	30.60	1.21	(0.02)	80.37
Toyota Lanka (Private) Limited	3.49	69.85	-	141.65	-	-	420.33	0.88	-	636.20
TVS Automotives (Private)Limited	8.41	3.26	0.38	20.72	14.32	0.23	4.51	0.05	0.22	52.10
United Motors Lanka PLC	6.87	11.28	0.74	120.55	175.42	-	74.15	-	-	389.01
United Tractor & Equipment (Private) Limited	-	-	-	40.80	-	-	-	-	-	40.80
Total	560.53	255.89	48.97	6,994.61	3,944.86	222.45	1,321.39	25.95	951.05	14,325.70

Comparison of the market data against the first quarter of 2021

Type of Lubricant-wise Lubricant Sales Quantity	First Quarter Sales Volume KL		Growth	
	2021	2022	KL	%
Automotive Oils	14,385.29	14,325.65	(59.64)	(0.41)
Industrial Oils	3,763.63	4,116.10	352.47	9.37
Marine Oils	1,321.68	1,427.32	105.64	7.99
Greases	761.62	709.31	(52.31)	(6.87)
Other	16.74	0.26	(16.48)	(98.43)
Total	20,248.96	20,578.64	329.68	1.63

Automotive Lubricant Sales Quantity	First Quarter Sales Volume KL		Growth	
	2021	2022	KL	%
Diesel Engine Oils Multi Grade	2,175.77	6,994.60	4,818.83	221.48
Four Stroke Motor Cycle Oils	3,501.94	3,944.85	442.91	12.65
Gasoline Engine Oils Multi Grade	1,352.04	1,321.38	(30.66)	(2.27)
Two Stroke Oils sales	1,199.94	951.05	(248.89)	(20.74)
Automotive Gear Oils	698.35	560.51	(137.84)	(19.74)
Automatic Transmission Fluids	331.50	255.90	(75.60)	(22.81)
Gasoline Engine Oils Mono Grade	296.43	222.45	(73.98)	(24.96)
Diesel Engine Oils Mono Grade	4,791.90	48.97	(4,742.93)	(98.98)
Other	36.80	25.95	(10.85)	(29.48)
Total	14,384.67	14,325.66	(59.01)	(0.41)

Consumption of Multi grade Diesel engine Oils has been increased by 4818.83 KL (221.48%) compared with the first quarter of 2021 and this change shows that a clear trend of the application of multi grade diesel engine oils than its monograde application. Sri Lankan Standards Institute updated the API Service category for diesel engine oils from CF to CH-4 as the minimum licensable service category which will be a clear reason for the change. In addition, market sales of two-stroke engine oils have been declined by around 20% while the application of the four-stroke motorcycle engine oils has been increased by around 12%.