



# Lubricant Market Statistics

2021

**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 DOCUMENT PROVIDES AN OVERVIEW OF THE LUBRICANT  
AND GREASE MARKET IN SRI LANKA AND SUMMARIZES THE  
OPERATIONAL INFORMATION

OF THE YEAR 2021









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# 1 Authorized Parties/Brands

Presently there are fifteen (18) authorized parties are functioning in the Lubricant Market in Sri Lanka as defined below;

- Four (4) parties are authorized to import, export, blend, produce, sell, supply or distribute lubricants (Activity 1)
- Fourteen (14) parties are authorized to import, export, sell, supply or distribute lubricants (Activity 2)

















**Table 1 : List of authorized parties/brands under Activity 1**





Name of the authorized Party (Company)	Nominee	Brand (s)
Ceylon Petroleum Corporation	Hyrax Oil Sdn Bhd	  <b>Ceypetco</b> <b>Hyrax*</b>
Chevron Ceylon Limited	Chevron Lubricants Lanka PLC	    <b>Caltex</b> <b>Chevron</b> <b>Texaco</b> <b>Lanka</b>
Indian Oil Corporation	Lanka IOC PLC	 <b>Servo</b>
Laugfs Holdings Limited	Laugfs Lubricants Limited	 <b>Laugfs</b>

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

“Nominee” means a company incorporated in Sri Lanka who may be nominated by the Company to exercise on its behalf

Table 2 : List of authorized parties/brands under Activity 2

Name of the authorized Party (Company)	Nominee	Brand (s)
Apar Industries Limited	Ideal Premier (Pvt) Limited	 <b>POWEROIL®</b> <i>Powering Ahead</i> (Eni, Poweroil)
Bharath Petroleum Corporation Limited	TVS Lanka (Pvt) Limited	 <b>MAK</b>
BP Middle East LLC	Associated Motorways Limited	 <b>BP</b>  <b>Castrol</b>
ExxonMobil Asia Pacific Pte. Limited	McLarens Lubricants Limited	 <b>ExxonMobil</b>  <b>Esso</b>  <b>Mobil</b>
	United Tractor & Equipment (Private) Limited	 <b>Cat</b>
GS Caltex Corporation	Samaco International (Private) Limited	 <b>Kixx</b>
Gulf Oil Middle East Limited	Lanka Ashok Leyland PLC	 <b>Gulf</b>
	Gulf Synergy Lanka (Private) Limited	
	Ideal First Choice (Private) Limited	
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	 <b>Sinopec</b>  <b>Greatwall</b>
Motul	Transmec International	 <b>Motul</b>
	Spectrum Trading Company (Private) Limited	
Prista Oil Holding EAD	Desha Shakthi (Private) Limited	 <b>(Prista)</b>
Petronas Lubricants (India) Private Limited	Global Capital Holdings (Pvt) Limited	 <b>Petronas</b>
Shell Markets (Middle East) Limited	N. M. Distributors (Pvt) Limited	 <b>Shell</b>

Total Oil India Private Limited	Navaloka Petroleum (Pvt) Limited	  <b>Elf</b> <b>Total</b>
Toyota Tsusho Corporation	Toyota Lanka (Pvt) Limited	 <b>Toyota</b>
Valvoline LLC	United Motors Lanka Limited	 <b>Valvoline</b>

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## 2 Lubricant Sales

### 2.1 Lubricant Sales Quantity by Company

Table 3 : Lubricant Sales Quantity by Company

Company	Sales Quantity	
	kL	%
Chevron Ceylon Limited	28,327.64	41.65
Indian Oil Corporation Limited	13,941.33	20.50
Laugfs Holdings Limited	5,226.90	7.68
ExxonMobil Asia Pacific Pte. Ltd.	5,215.93	7.67
Ceylon Petroleum Corporation	3,789.15	5.57
Toyota Tsusho Corporation	2,441.76	3.59
Valvoline LLC	2,232.52	3.28
Lubricant Company Sinopec Corporation	1,681.66	2.47
Shell Markets (Middle East) Limited	1,476.56	2.17
BP Middle East LLC	1,327.93	1.95
Bharat Petroleum Corporation Limited	1,288.82	1.89
Gulf Oil Middle East Limited	838.34	1.23
Motul	176.66	0.26
Prista Oil Holding EAD	23.85	0.04
GS Caltex Corporation	20.04	0.03
Petronas Lubricants (India) Private Limited	8.59	0.01
<b>Total</b>	<b>68,017.69</b>	<b>100.00</b>

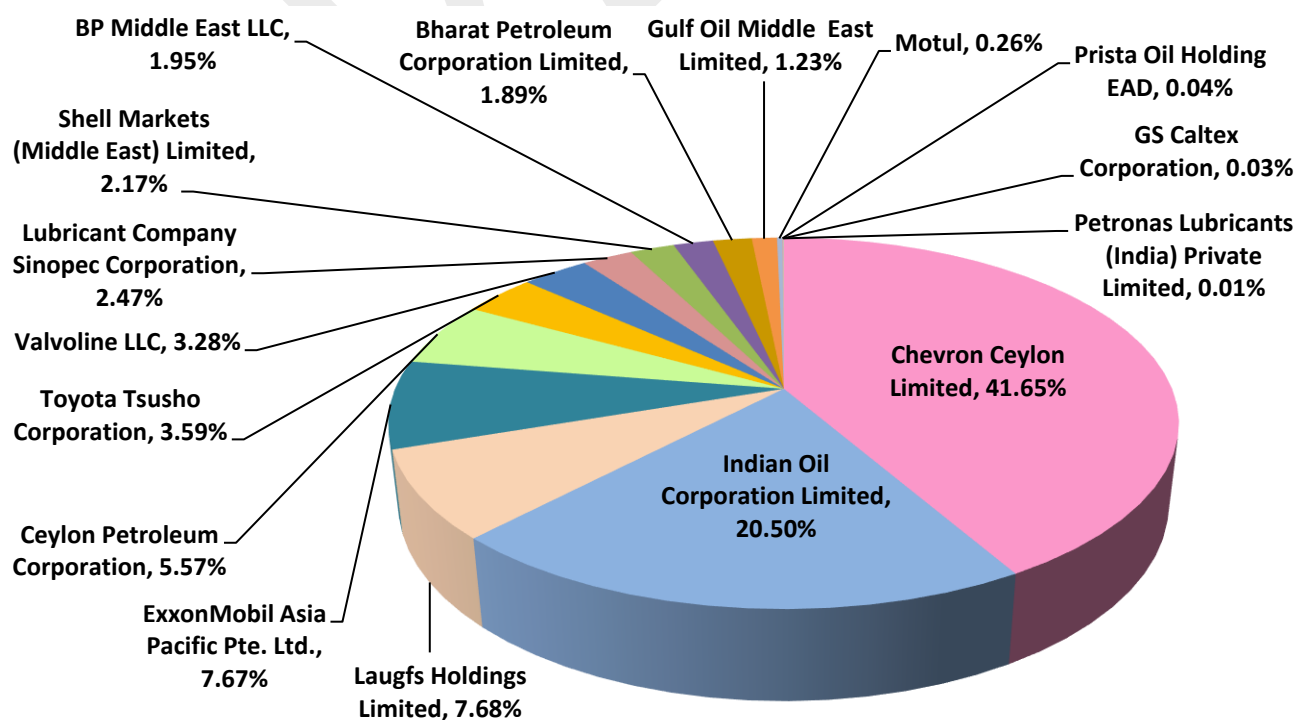


Figure 1 : Lubricant Sales Quantity by Company

## 2.2 Lubricant Sales Quantity by Nominee

Table 4: Lubricant Sales Quantity by Nominee

Nominee	Sales Quantity	
	kL	%
Chevron Lubricants Lanka PLC	28,327.64	41.65
Lanka IOC PLC	13,941.33	20.50
Laugfs Lubricants Limited	5,226.90	7.68
McLarens Lubricants Limited	5,215.93	7.67
Ceylon Petroleum Corporation	3,789.15	5.57
Toyota Lanka (Pvt) Limited	2,441.76	3.59
United Motors Lanka PLC	2,232.52	3.28
Interocean Lubricants (Private) Limited	1,681.66	2.47
N. M. Distributors (Pvt) Limited	1,476.56	2.17
Associated Motorways Limited	1,327.93	1.95
TVS Automotives (Pvt)Ltd	1,288.82	1.89
Gulf Synergy Lanka (Private) Limited	824.34	1.21
Spectrum Trading Company Pvt Ltd	176.66	0.26
Desha Shakthi (Pvt) Ltd	23.85	0.04
Samaco International (Private) Limited	20.04	0.03
Ideal First Choice (Private) Limited	14.00	0.02
Global Capital Holdings (Pvt) Limited	8.59	0.01
<b>Total</b>	<b>68,017.69</b>	<b>100.00</b>

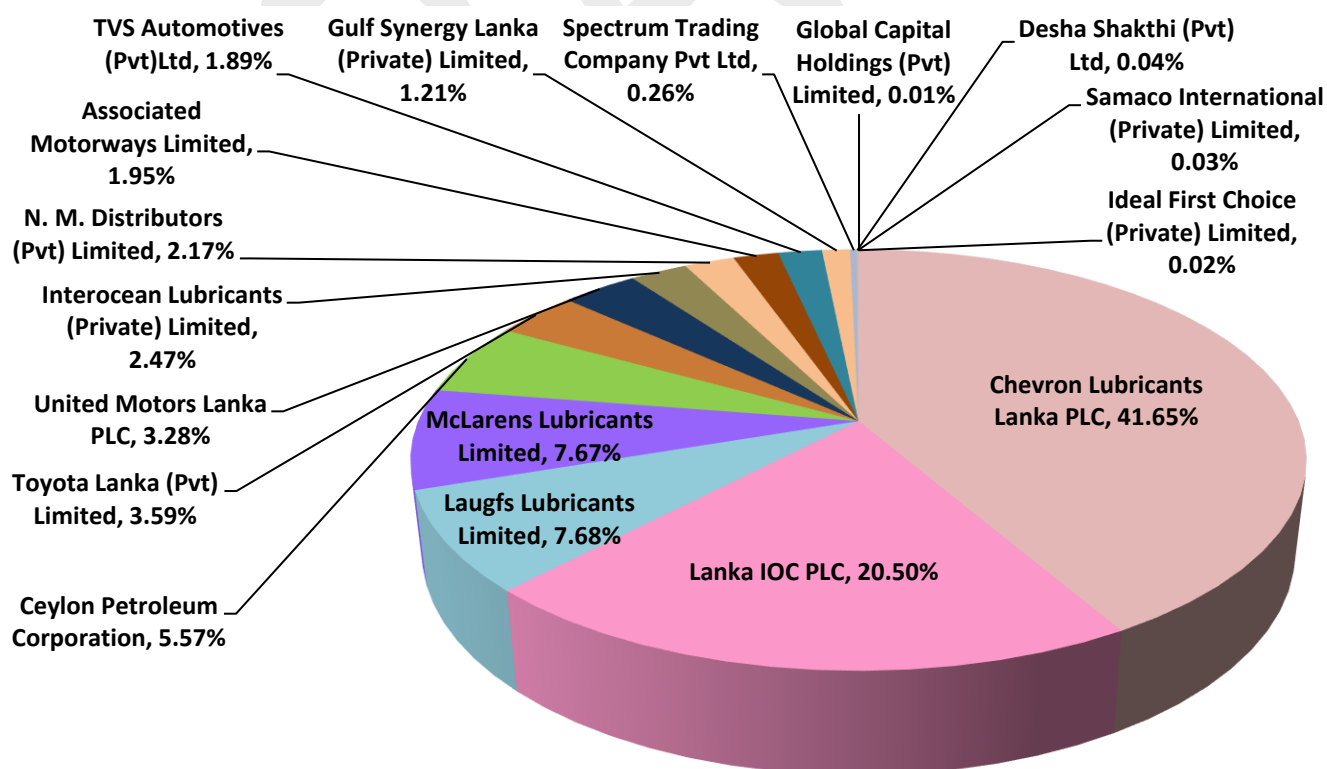


Figure 2 : Lubricant Sales Quantity by Nominee

## 2.3 Lubricant Sales Value by Company

Table 5: Lubricant Sales Value by Company

Company	Sales Value	
	M LKR	%
Chevron Ceylon Limited	15,660.50	38.49
Indian Oil Corporation Limited	6,024.17	14.81
ExxonMobil Asia Pacific Pte. Ltd.	4,530.23	11.13
Toyota Tsusho Corporation	3,273.87	8.05
Laugfs Holdings Limited	2,641.37	6.49
Ceylon Petroleum Corporation	1,782.47	4.38
Valvoline LLC	1,642.88	4.04
BP Middle East LLC	1,358.04	3.34
Shell Markets (Middle East) Limited	1,286.35	3.16
Lubricant Company Sinopec Corporation	1,027.08	2.52
Bharat Petroleum Corporation Limited	895.86	2.20
Gulf Oil Middle East Limited	288.10	0.71
Motul	235.82	0.58
GS Caltex Corporation	25.87	0.06
Petronas Lubricants (India) Private Limited	10.31	0.03
Prista Oil Holding EAD	5.99	0.01
<b>Total</b>	<b>40,688.92</b>	<b>100.00</b>

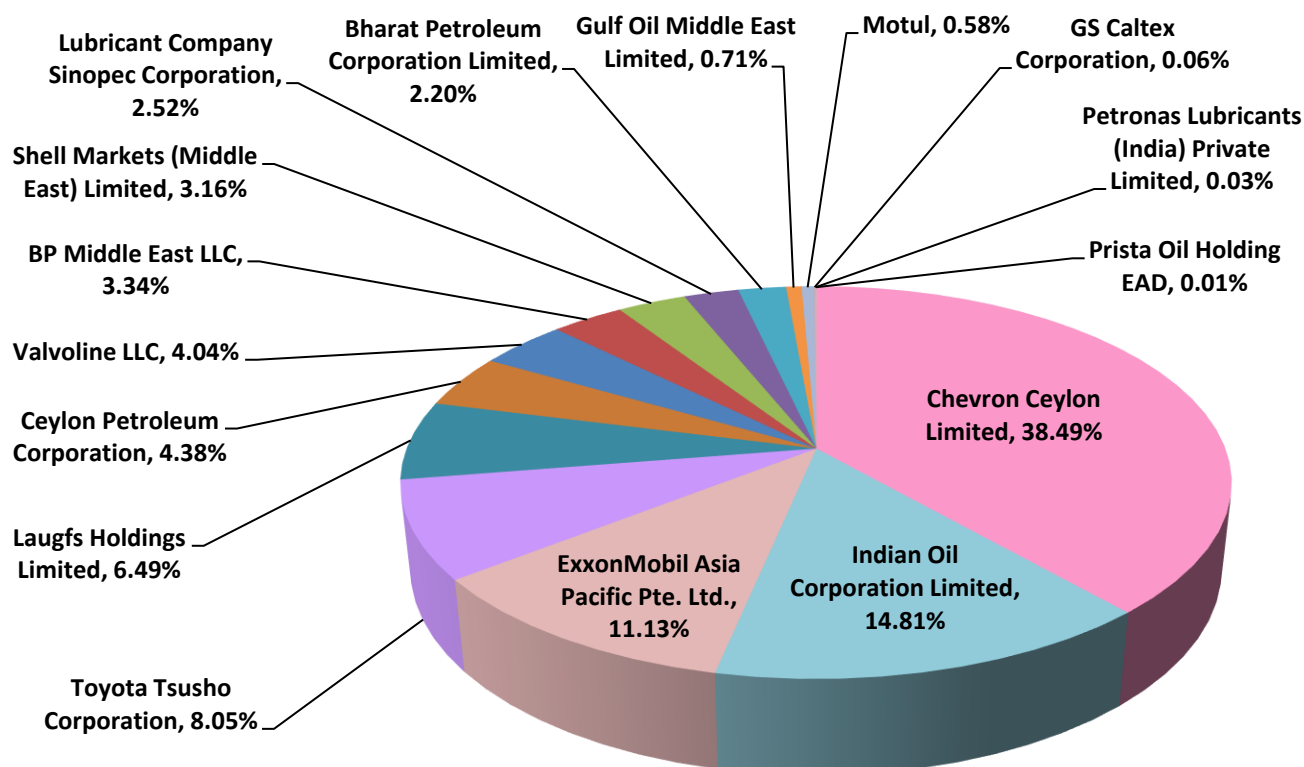


Figure 3: Lubricant Sales Value by Company



## 2.4 Lubricant Sales Value by Nominee

Table 6 : Lubricant Sales Value by Nominee

Nominee	Sales Value	
	M LKR	%
Chevron Lubricants Lanka PLC	15,660.50	38.49
Lanka IOC PLC	6,024.17	14.81
McLarens Lubricants Limited	4,530.23	11.13
Toyota Lanka (Pvt) Limited	3,273.87	8.05
Laugfs Lubricants Limited	2,641.37	6.49
Ceylon Petroleum Corporation	1,782.47	4.38
United Motors Lanka PLC	1,642.88	4.04
Associated Motorways Limited	1,358.04	3.34
N. M. Distributors (Pvt) Limited	1,286.35	3.16
Interocean Lubricants (Private) Limited	1,027.08	2.52
TVS Automotives (Pvt)Ltd	895.86	2.20
Gulf Synergy Lanka (Private) Limited	277.41	0.68
Spectrum Trading Company Pvt Ltd	235.82	0.58
Samaco International (Private) Limited	25.87	0.06
Ideal First Choice (Private) Limited	10.68	0.03
Global Capital Holdings (Pvt) Limited	10.31	0.03
Desha Shakthi (Pvt) Ltd	5.99	0.01
<b>Total</b>	<b>40,688.92</b>	<b>100.00</b>

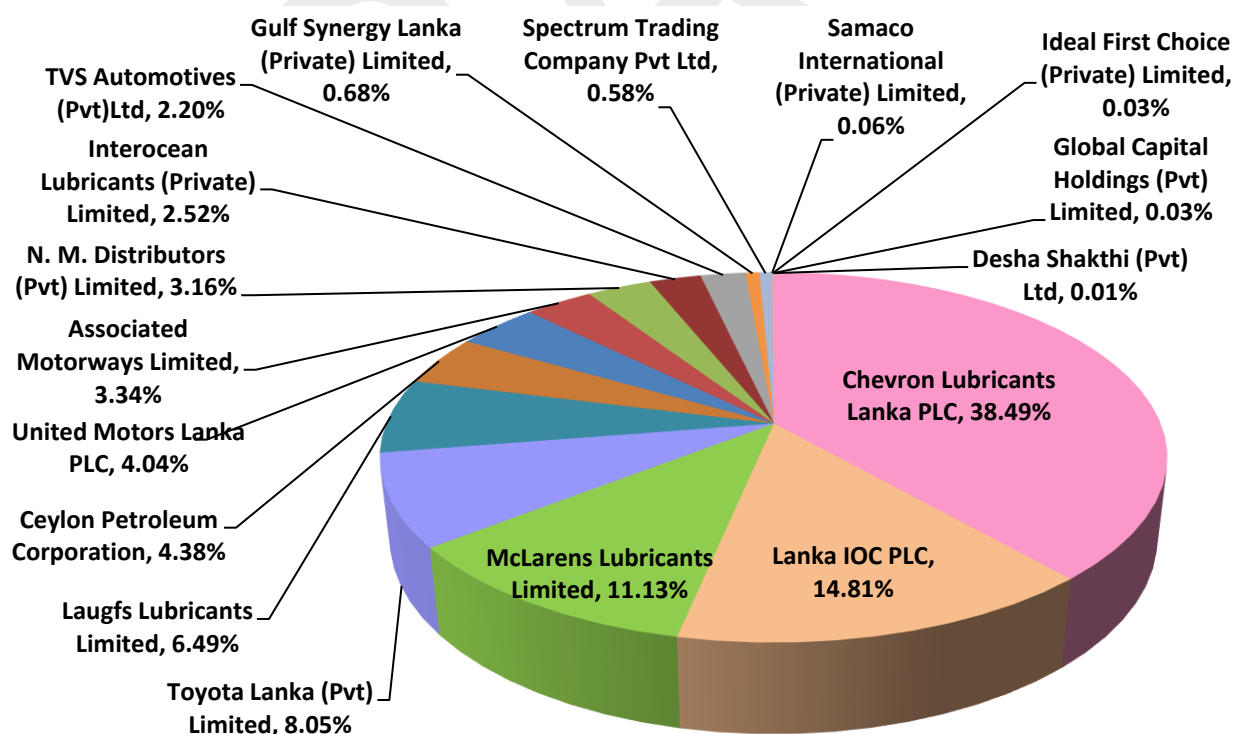


Figure 4 : Lubricant Sales Value by Nominee

## 2.5 Lubricant Sales Quantity by Type

Table 7 : Lubricant Sales Quantity by Type

Lubricant Type	Sales Quantity (kL)	Percentage (%)
Automotive Oils	47,743.21	70.19
Industrial Oils	13,187.98	19.39
Marine Oils	4,523.08	6.65
Greases	2,509.91	3.69
Other	53.51	0.08
<b>Total</b>	<b>68,017.69</b>	<b>100.00</b>

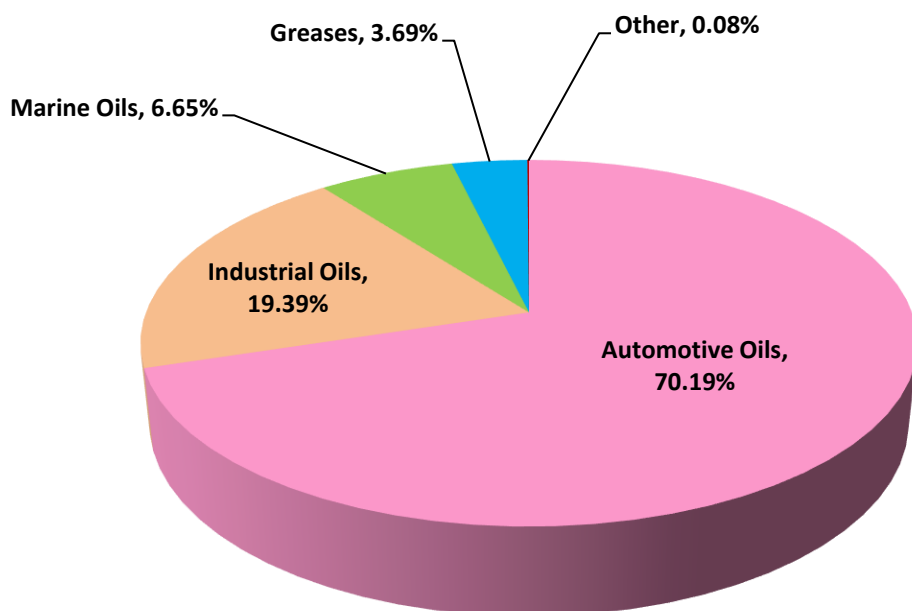


Figure 5 : Lubricant Sales Quantity by Type

## 2.6 Lubricant Sales Value by Type

Table 8 : Lubricant Sales Value by Type

Lubricant Type	Sales Value (M LKR)	Percentage (%)
Automotive Oils	29,928.95	73.56
Industrial Oils	6,345.45	15.60
Greases	2,180.85	5.36
Marine Oils	2,102.21	5.17
Other	131.45	0.32
<b>Total</b>	<b>40,688.92</b>	<b>100.00</b>

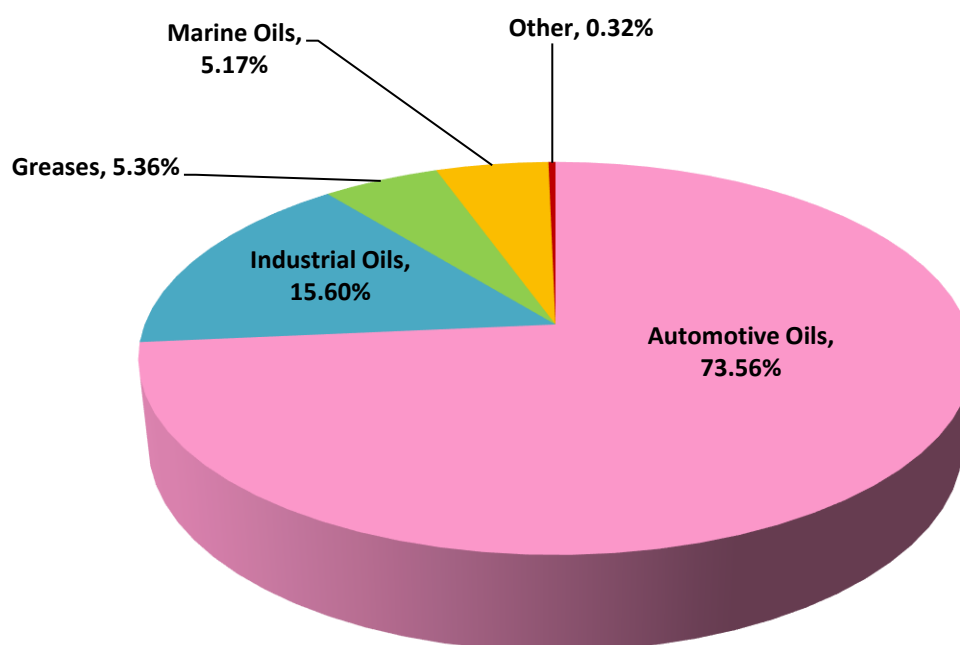


Figure 6 : Lubricant Sales Value by Type

## 2.7 Lubricant Sales Quantity by Company/Type

Table 9 : Lubricant Sales Quantity by Company/Type

Nominee	LUBRICANT SALES QUANTITY (kL)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Ceylon Limited	18,764.76	1,199.09	6,460.89	1,902.90	-	<b>28,327.64</b>
Indian Oil Corporation Limited	10,004.40	50.73	3,371.40	514.80	-	<b>13,941.33</b>
Laugfs Holdings Limited	3,866.06	214.35	1,146.49	-	-	<b>5,226.90</b>
ExxonMobil Asia Pacific Pte. Limited	3,306.87	135.46	833.93	939.67	-	<b>5,215.93</b>
Ceylon Petroleum Corporation	3,559.49	86.00	124.47	-	19.19	<b>3,789.15</b>
Toyota Tsusho Corporation	2,407.24	1.70	-	-	32.82	<b>2,441.76</b>
Valvoline LLC	2,050.43	60.80	121.29	-	-	<b>2,232.52</b>
Lubricant Company Sinopec Corporation	773.29	542.06	330.11	36.20	-	<b>1,681.66</b>
Shell Markets (Middle East) Limited	744.04	37.08	549.84	145.32	0.29	<b>1,476.56</b>
BP Middle East LLC	1,152.15	15.93	0.00	159.85	-	<b>1,327.93</b>
Bharat Petroleum Corporation Limited	873.33	166.71	247.57	-	1.22	<b>1,288.82</b>
Gulf Oil Middle East Limited	12.00	-	2.00	824.34	-	<b>838.34</b>
Motul	176.66	-	-	-	-	<b>176.66</b>
Prista Oil Holding EAD	23.85	-	-	-	-	<b>23.85</b>
GS Caltex Corporation	20.04	-	-	-	-	<b>20.04</b>
Petronas Lubricants (India) Private Limited	8.59	-	-	-	-	<b>8.59</b>
<b>Total</b>	<b>47,743.21</b>	<b>2,509.91</b>	<b>13,187.98</b>	<b>4,523.08</b>	<b>53.52</b>	<b>68,017.69</b>

## 2.8 Lubricant Sales Quantity by Nominee/Type

Table 10 : Lubricant Sales Quantity by Nominee/Type

Nominee	LUBRICANT SALES QUANTITY (kL)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	18,764.76	1,199.09	6,460.89	1,902.90	-	<b>28,327.64</b>
Lanka IOC PLC	10,004.40	50.73	3,371.40	514.80	-	<b>13,941.33</b>
Laugfs Lubricants Limited	3,866.06	214.35	1,146.49	-	-	<b>5,226.90</b>
McLarens Lubricants Limited	3,306.87	135.46	833.93	939.67	-	<b>5,215.93</b>
Ceylon Petroleum Corporation	3,559.49	86.00	124.47	-	19.19	<b>3,789.15</b>
Toyota Lanka (Pvt) Limited	2,407.24	1.70	-	-	32.82	<b>2,441.76</b>
United Motors Lanka PLC	2,050.43	60.80	121.29	-	-	<b>2,232.52</b>
Interocean Lubricants (Private) Limited	773.29	542.06	330.11	36.20	-	<b>1,681.66</b>
N. M. Distributors (Pvt) Limited	744.04	37.08	549.84	145.32	0.29	<b>1,476.56</b>
Associated Motorways Limited	1,152.15	15.93	-	159.85	-	<b>1,327.93</b>
TVS Automotives (Pvt)Ltd	873.33	166.71	247.57	-	1.22	<b>1,288.82</b>
Gulf Syenergy Lanka (Pvt) Ltd	-	-	-	824.34	-	<b>824.34</b>
Spectrum Trading Company Pvt Ltd	176.66	-	-	-	-	<b>176.66</b>
Desha Shakthi (Pvt) Ltd	23.85	-	-	-	-	<b>23.85</b>
Samaco International (Pvt) Ltd	20.04	-	-	-	-	<b>20.04</b>
Ideal First Choice (Private) Limited	12.00	-	2.00	-	-	<b>14.00</b>
Global Capital Holdings (Pvt) Ltd	8.59	-	-	-	-	<b>8.59</b>
<b>Total</b>	<b>47,743.21</b>	<b>2,509.91</b>	<b>13,187.98</b>	<b>4,523.08</b>	<b>53.52</b>	<b>68,017.69</b>

## 2.9 Lubricant Sales (Automotive)

Table 11 : Automotive Lubricant Sales Quantity Breakdown

Automotive Oil Type	SALES QUANTITY	
	kL	%
Gasoline Engine Oils Mono Grade	993.92	2.08
Gasoline Engine Oils Multi Grade	4,271.37	8.95
Diesel Engine Oils Mono Grade	11,184.82	23.43
Diesel Engine Oils Multi Grade	11,529.04	24.15
Automotive Gear Oils	2,525.78	5.29
Automatic Transmission Fluids	977.369	2.05
Two Stroke Oils	4,226.74	8.85
Four Stroke Motor Cycle Oils	11,828.89	24.78
Other	204.651	0.43
<b>Total</b>	<b>47,742.57</b>	<b>100.00</b>

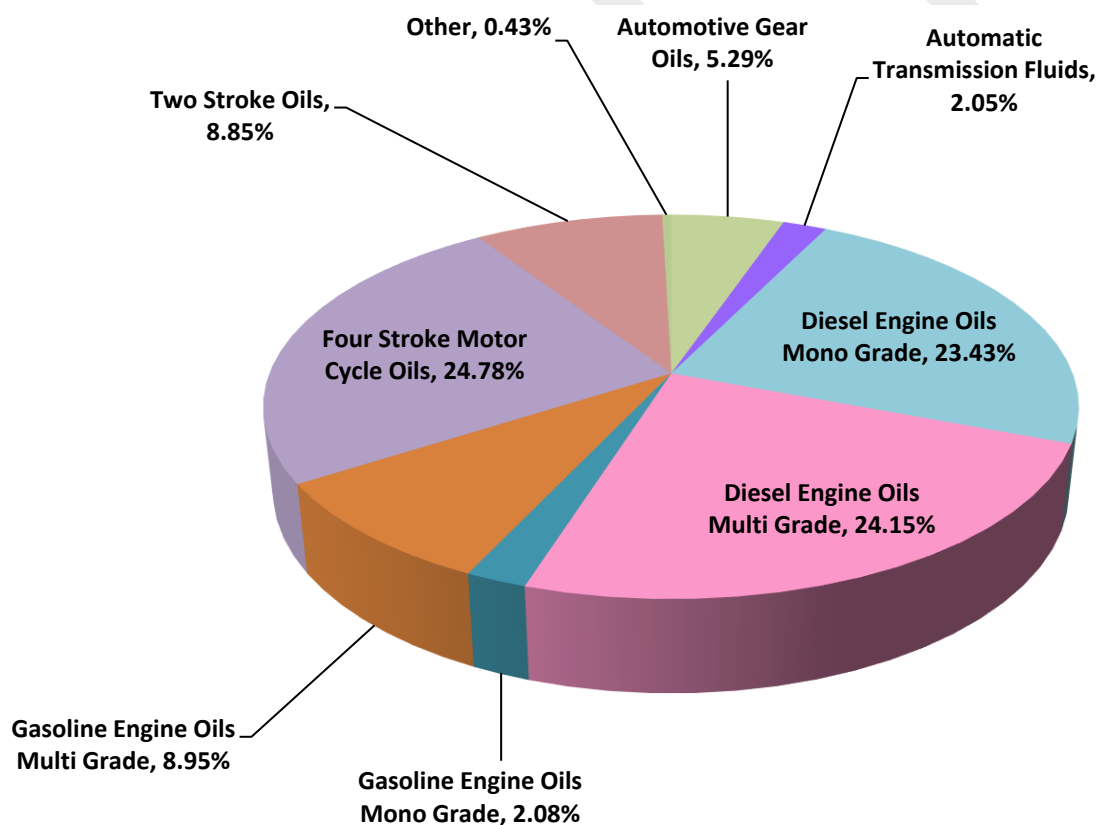


Figure 7 : Automotive Lubricant Sales Quantity Breakdown

Table 12 : Automotive Lubricant Sales Quantity (kl) Breakdown by Nominee

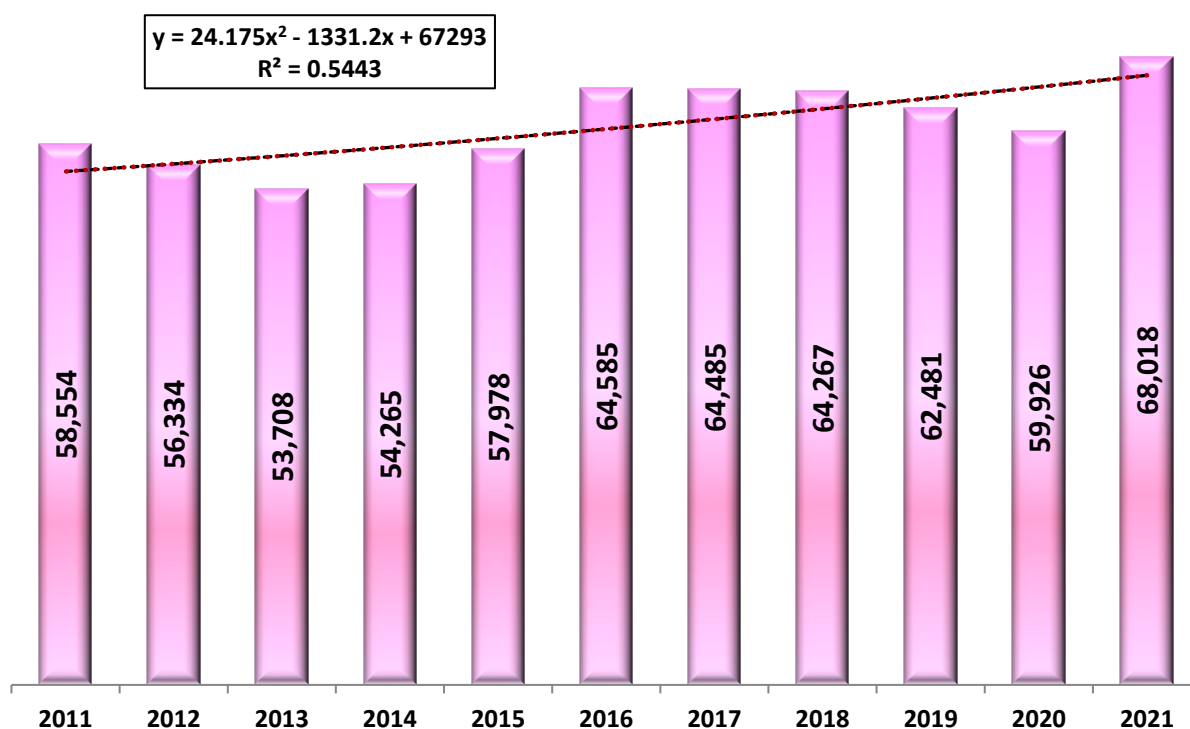
TYPE	Chevron Lubricants Lanka PLC	Lanka IOC PLC	Laufgs Lubricants Limited	Ceylon Petroleum Corporation	McLarens Lubricants Limited	Toyota Lanka (Pvt) Limited	United Motors Lanka PLC	Associated Motorways Limited	TVS Automotives (Pvt) Ltd	Interocean Lubricants (Private) Limited	N. M. Distributors (Pvt) Limited	Spectrum Trading Company Pvt Ltd	Desha Shakthi (Pvt) Ltd	Samaco International (Private) Limited	Ideal First Choice (Private) Limited	Global Capital Holdings (Pvt) Limited	TOTAL
Gasoline Engine Oils Mono Grade	665.31	57.84	187.23	64.18	-	-	-	-	8.48	-	-	-	10.88	-	-	-	993.92
Gasoline Engine Oils Multi Grade	601.59	29.58	94.15	106.38	768.49	1,788.46	294.19	293.64	38.06	27.47	137.21	72.92	12.07	0.21	-	6.95	4,271.37
Diesel Engine Oils Mono Grade	4,220.28	2,828.84	1,272.18	1,478.90	271.65	32.22	390.37	82.41	121.47	446.57	39.70	-	0.24	-	-	-	11,184.82
Diesel Engine Oils Multi Grade	6,262.20	1,806.78	389.07	59.95	1,160.93	251.59	615.21	286.70	138.21	134.56	411.18	2.82	0.66	-	8.00	1.19	11,529.04
Automotive Gear Oils	1,144.27	627.77	200.68	131.39	183.97	36.28	37.93	9.50	83.08	61.35	9.29	0.03	-	0.25	-	-	2,525.78
Automatic Transmission Fluids	343.00	18.60	30.79	15.93	140.75	298.67	40.61	13.03	33.07	37.72	4.95	0.03	-	0.23	-	0.00	977.37
Two Stroke Oils	1,070.42	1,047.25	600.67	1,490.79	0.07	-	-	15.36	2.16	-	-	0.03	-	-	-	-	4,226.74
Four Stroke Motor Cycle Oils	4,457.69	3,583.36	1,083.84	165.37	776.52	-	672.13	322.09	441.53	65.65	141.69	95.22	-	19.36	4.00	0.45	11,828.89
Other	-	4.39	7.45	45.99	4.50	-	-	129.42	7.28	-	0.02	5.61	-	-	-	-	204.65
Total	18,764.76	10,004.40	3,866.06	3,558.88	3,306.88	2,407.22	2,050.43	1,152.15	873.32	773.30	744.03	176.66	23.85	20.04	12.00	8.59	47,742.57

### 3 Lubricant Market Share and Growth

A total of 68,017.69 kL of lubricants worth of LKR 40.69 billion were sold during the year 2021, which is 8,092 kL greater compared to the total sales (Quantity) of year 2020. Accordingly, market leader held a share of 41.65 % in 2021 (42.48% in 2020) with nearest competitor seized 20.50% of market share in the same year up from 17.32% in 2020.

**Table 13 : Lubricant Sales Annual Growth (Quantity and Value) - 2011 to 2021**

Year	Lubricants - Total Sales		Annual Growth (%)	
	Quantity (kL)	Value (LKR Mil.)	Quantity	Value
2021	68,018	40,689	13.50	48.21
2020	59,926	27,454	(4.09)	(3.23)
2019	62,481	28,369	(2.78)	3.78
2018	64,267	27,336	(0.34)	3.07
2017	64,485	26,522	(0.15)	1.57
2016	64,585	26,112	11.40	11.29
2015	57,978	23,463	6.84	3.64
2014	54,265	22,640	1.04	11.00
2013	53,708	20,397	(4.66)	(2.19)
2012	56,334	20,854	(3.79)	11.07
2011	58,554	18,775	-	-



**Figure 8 : Lubricant Sales (Quantity) - 2011 to 202**



### 3.1 Lubricant Sales Quantity and Market Share by Company (past four years)

Table 14 : Lubricant Sales Quantity and Market Share by Company (past four years)

Company	SALES QUANTITIES							
	2021		2020		2019		2018	
	kL	%	kL	%	kL	%	kL	%
Chevron Ceylon Limited	28,327.64	41.65	25,457.79	42.48	25,842.62	41.36	23,987.00	37.32
Indian Oil Corporation Limited	13,941.33	20.50	10,381.50	17.32	7,848.61	12.56	11,316.17	17.61
Laugfs Holdings Limited	5,226.90	7.68	6,135.47	10.24	6,309.86	10.10	5,775.00	8.99
ExxonMobil Asia Pacific Pte. Limited	5,215.93	7.67	3,885.20	6.48	5,683.75	9.10	4,959.08	7.72
Ceylon Petroleum Corporation	3,789.15	5.57	3,544.66	5.92	3,542.42	5.67	4,071.49	6.34
Toyota Tsusho Corporation	2,441.76	3.59	2,143.97	3.58	2,421.63	3.88	2,398.13	3.73
Valvoline LLC	2,232.52	3.28	1,862.71	3.11	1,686.69	2.70	1,525.48	2.37
Lubricant Company Sinopec Corporation	1,681.66	2.47	1,143.70	1.91	1,565.60	2.51	1,975.00	3.07
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
BP Middle East LLC	1,327.93	1.95	1,248.59	2.08	1,322.01	2.12	1,496.20	2.33
Bharat Petroleum Corporation Limited	1,288.82	1.89	2,416.80	4.03	4,045.00	6.47	3,584.00	5.58
Gulf Oil Middle East Limited	838.34	1.23	-	-	NA	NA	NA	NA
Motul	176.66	0.26	63.51	0.11	91.80	0.15	127.58	0.20
Prista Oil Holding EAD	23.85	0.04	NA	NA	NA	NA	NA	NA
GS Caltex Corporation	20.04	0.03	NA	NA	NA	NA	NA	NA
Petronas Lubricants (India) Pvt Ltd	8.59	0.01	-	-	NA	NA	NA	NA
Total Oil India Private Limited	-	-	8.89	0.01	264.75	0.42	720.87	1.12
<b>Total</b>	<b>68,017.69</b>	<b>100.00</b>	<b>59,925.80</b>	<b>100.00</b>	<b>62,481.46</b>	<b>100.00</b>	<b>64,266.68</b>	<b>100.00</b>

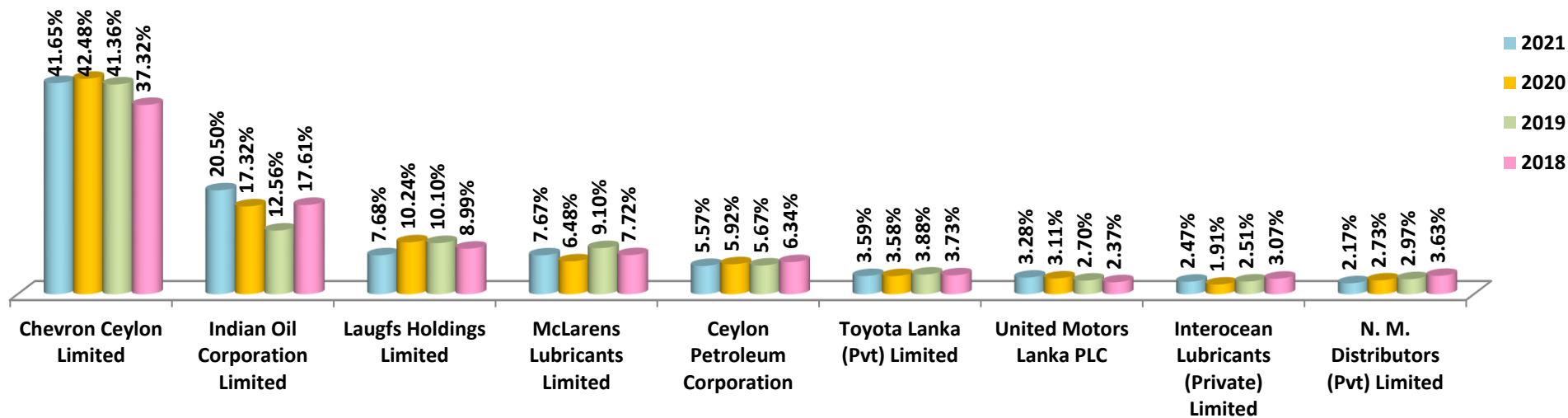


Figure 9 : Lubricant Sales Quantity by Company (past four years)

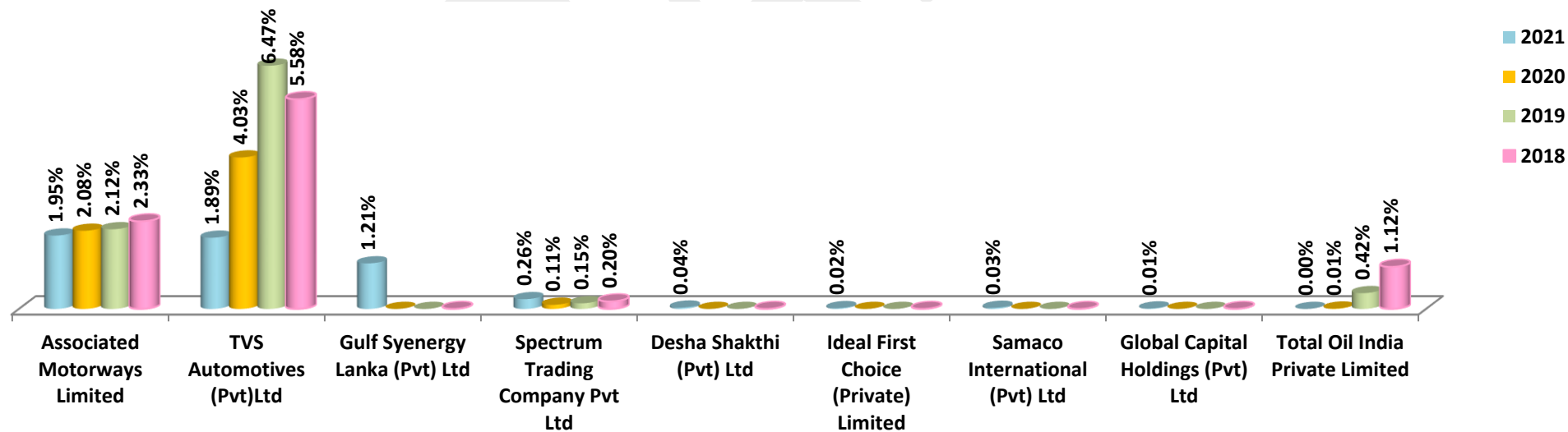


Figure 10 : Lubricant Sales Quantity by Company (past four years)

### 3.2 Lubricant Sales Quantity and Market Share by Nominee (past four years)

Table 15 : Lubricant Sales Quantity and Market Share by Nominee (past four years)

Nominee	SALES QUANTITIES							
	2021		2020		2019		2018	
	kL	%	kL	%	kL	%	kL	%
Chevron Lubricants Lanka PLC	28,327.64	41.65	25,457.79	42.48	25,842.62	41.36	23,987.00	37.32
Lanka IOC PLC	13,941.33	20.50	10,381.50	17.32	7,848.61	12.56	11,316.17	17.61
Laugfs Lubricants Limited	5,226.90	7.68	6,135.47	10.24	6,309.86	10.10	5,775.00	8.99
McLarens Lubricants Limited	5,215.93	7.67	3,885.20	6.48	5,683.75	9.10	4,959.08	7.72
Ceylon Petroleum Corporation	3,789.15	5.57	3,544.66	5.92	3,542.42	5.67	4,071.49	6.34
Toyota Lanka (Pvt) Limited	2,441.76	3.59	2,143.97	3.58	2,421.63	3.88	2,398.13	3.73
United Motors Lanka PLC	2,232.52	3.28	1,862.71	3.11	1,686.69	2.70	1,525.48	2.37
Interocean Lubricants (Private) Limited	1,681.66	2.47	1,143.70	1.91	1,565.60	2.51	1,975.00	3.07
N. M. Distributors (Pvt) Limited	1,476.56	2.17	1,633.01	2.73	1,856.72	2.97	2,330.68	3.63
Associated Motorways Limited	1,327.93	1.95	1,248.59	2.08	1,322.01	2.12	1,496.20	2.33
TVS Automotives (Pvt)Ltd	1,288.82	1.89	2,416.80	4.03	4,045.00	6.47	3,584.00	5.58
Gulf Syenergy Lanka (Pvt) Ltd	824.34	1.21	-	-	NA	NA	NA	NA
Spectrum Trading Company Pvt Ltd	176.66	0.26	63.51	0.11	91.80	0.15	127.58	0.20
Desha Shakthi (Pvt) Ltd	23.85	0.04	NA	NA	NA	NA	NA	NA
Ideal First Choice (Private) Limited	14.00	0.02	NA	NA	NA	NA	NA	NA
Samaco International (Pvt) Ltd	20.04	0.03	NA	NA	NA	NA	NA	NA
Global Capital Holdings (Pvt) Ltd	8.59	0.01	-	-	NA	NA	NA	NA
Navaloka Petroleum (Pvt) Limited	-	-	8.89	0.01	264.75	0.42	720.87	1.12
<b>Total</b>	<b>68,017.69</b>	<b>100.00</b>	<b>59,925.80</b>	<b>100.00</b>	<b>62,481.46</b>	<b>100.00</b>	<b>64,266.68</b>	<b>100.00</b>

### 3.2.1 Lubricant Sales Quantity by Company (past eleven years)

Table 16 : Lubricant Sales Quantity by Company (past eleven years)

Company	Lubricant Sales Quantity (kl)										
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Chevron Ceylon Limited	33,297.42	31,028.90	28,240.58	26,752.97	27,585.20	29,251.30	25,721.00	23,987.00	25,842.62	25,457.79	28,327.64
Indian Oil Corporation Limited	6,565.92	6,230.91	6,738.02	6,832.69	8,618.00	10,590.26	10,969.60	11,316.17	7,848.61	10,381.50	13,941.33
Laugfs Holdings Limited	2,620.43	1,910.47	1,798.00	2,896.76	2,858.29	3,419.59	4,949.56	5,775.00	6,309.86	6,135.47	5,226.90
ExxonMobil Asia Pacific Pte. Limited	4,065.34	4,302.50	3,120.15	3,680.42	2,857.62	3,105.96	3,534.70	4,959.08	5,683.75	3,885.20	5,215.93
Ceylon Petroleum Corporation	4,915.50	5,589.95	6,452.68	5,718.70	5,325.85	5,445.90	5,411.60	4,071.49	3,542.42	3,544.66	3,789.15
Toyota Tsusho Corporation	542.58	729.00	798.00	1,027.39	1,483.16	1,911.99	2,110.00	2,398.13	2,421.63	2,143.97	2,441.76
Valvoline LLC	663.53	710.79	784.76	1,076.61	1,300.16	1,869.49	1,949.84	1,525.48	1,686.69	1,862.71	2,232.52
Lubricant Company Sinopec Corporation	1,784.89	1,565.80	1,221.19	1,207.70	1,527.20	1,569.20	1,986.00	1,975.00	1,565.60	1,143.70	1,681.66
Shell Markets (Middle East) Limited	1,183.12	1,183.12	1,160.74	1,183.12	1,412.93	1,290.11	1,898.34	2,330.68	1,856.72	1,633.01	1,476.56
BP Middle East LLC	54.34	20.55	1,475.52	1,314.44	1,519.11	1,693.26	1,639.54	1,496.20	1,322.01	1,248.59	1,327.93
Bharat Petroleum Corporation Limited	1,771.00	1,565.46	1,759.79	2,241.17	2,951.40	3,710.27	3,452.00	3,584.00	4,045.00	2,416.80	1,288.82
Gulf Oil Middle East Limited	NA	NA	NA	NA	NA	NA	NA	NA	NA	-	838.34
Motul	21.05	56.21	46.08	46.08	59.93	134.88	141.91	127.58	91.80	63.51	176.66
Prista Oil Holding EAD	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	23.85
GS Caltex Corporation	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	20.04
Petronas Lubricants (India) Private Limited	NA	NA	NA	NA	NA	NA	NA	NA	NA	-	8.59
Total Oil India Private Limited	144.28	160.86	112.20	286.90	479.26	593.12	720.89	720.87	264.75	8.89	-
<b>Total</b>	<b>57,629.40</b>	<b>55,054.52</b>	<b>53,707.71</b>	<b>54,264.95</b>	<b>57,978.11</b>	<b>64,585.33</b>	<b>64,484.98</b>	<b>64,266.68</b>	<b>62,481.46</b>	<b>59,925.80</b>	<b>68,017.69</b>

### 3.2.2 Lubricant Sales Quantity by Type (past eleven years)

Table 17 : Lubricant Sales Quantity by Type (past eleven years)

Type	Lubricant Sales Quantity (kL)										
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Automotive	39,963.51	37,389.75	37,418.58	38,942.46	42,858.17	46,607.04	46,804.41	47,251.80	44,950.47	41,119.33	47,743.21
Industrial	9,648.68	10,418.57	11,361.83	9,956.82	10,724.53	11,625.05	10,624.04	10,404.29	10,801.47	11,655.12	13,187.98
Marine	3,723.61	3,316.90	2,546.41	2,870.92	1,786.63	3,417.49	4,159.89	3,810.89	4,218.67	4,846.04	4,523.08
Greases	2,545.86	2,459.13	2,380.90	2,491.37	2,608.79	2,810.94	2,645.27	2,619.29	2,359.49	2,248.03	2,509.91
Other	1,726.69	1,470.16	-	3.38	-	124.80	252.37	180.38	151.36	57.28	53.515
<b>Total</b>	<b>57,608.35</b>	<b>55,054.51</b>	<b>53,707.71</b>	<b>54,264.95</b>	<b>57,978.13</b>	<b>64,585.33</b>	<b>64,484.98</b>	<b>64,266.67</b>	<b>62,481.46</b>	<b>59,925.80</b>	<b>68,017.69</b>

### 3.3 Lubricant Sales (Synthetic)

Table 18: Lubricant (Synthetic) Sales Quantity by Type

Lubricant (Synthetic) Type	Quantity (kL)	Percentage (%)
Automotive Oils	619.19	95.40
Industrial Oils	23.87	3.68
Greases	3.55	0.55
Marine Oils	1.19	0.18
Other	1.22	0.19
<b>Total</b>	<b>649.01</b>	<b>100.00</b>

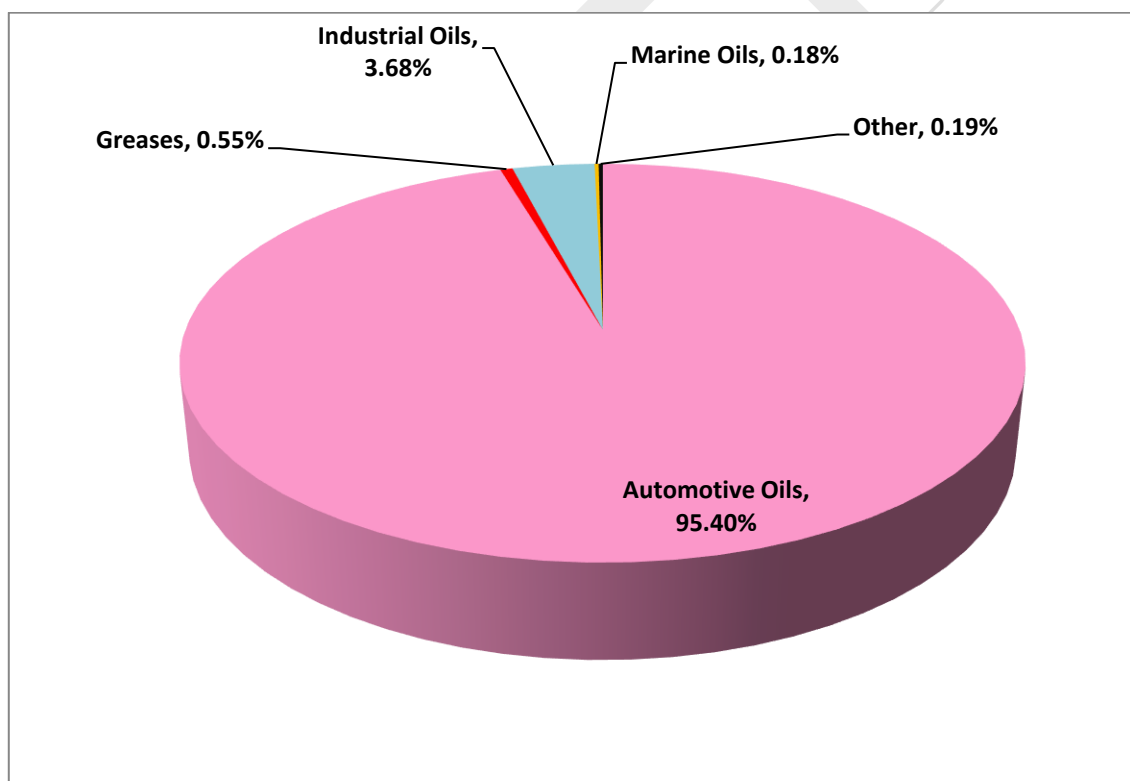


Figure 11 : Synthetic Lubricant Sales Quantity by Type

Table 19 : Lubricant (Synthetic) Sales Quaintly by Company

Company	Quantity (kL)	Percentage (%)
Chevron Ceylon Limited	155.08	23.89
ExxonMobil Asia Pacific Pte. Ltd.	117.25	18.07
BP Middle East LLC	116.00	17.87
Valvoline LLC	102.19	15.75
Motul	53.77	8.28
Laugfs Holdings Limited	52.66	8.11
GS Caltex Corporation	19.79	3.05
Prista Oil Holding EAD	11.45	1.76
Petronas Lubricants (India) Private Limited	6.44	0.99
Bharat Petroleum Corporation Limited	6.22	0.96
Shell Markets (Middle East) Limited	3.85	0.59
Toyota Tsusho Corporation	3.68	0.57
Lubricant Company Sinopec Corporation	0.52	0.08
Gulf Oil Middle East Limited	0.12	0.02
<b>Total</b>	<b>649.01</b>	<b>100.00</b>

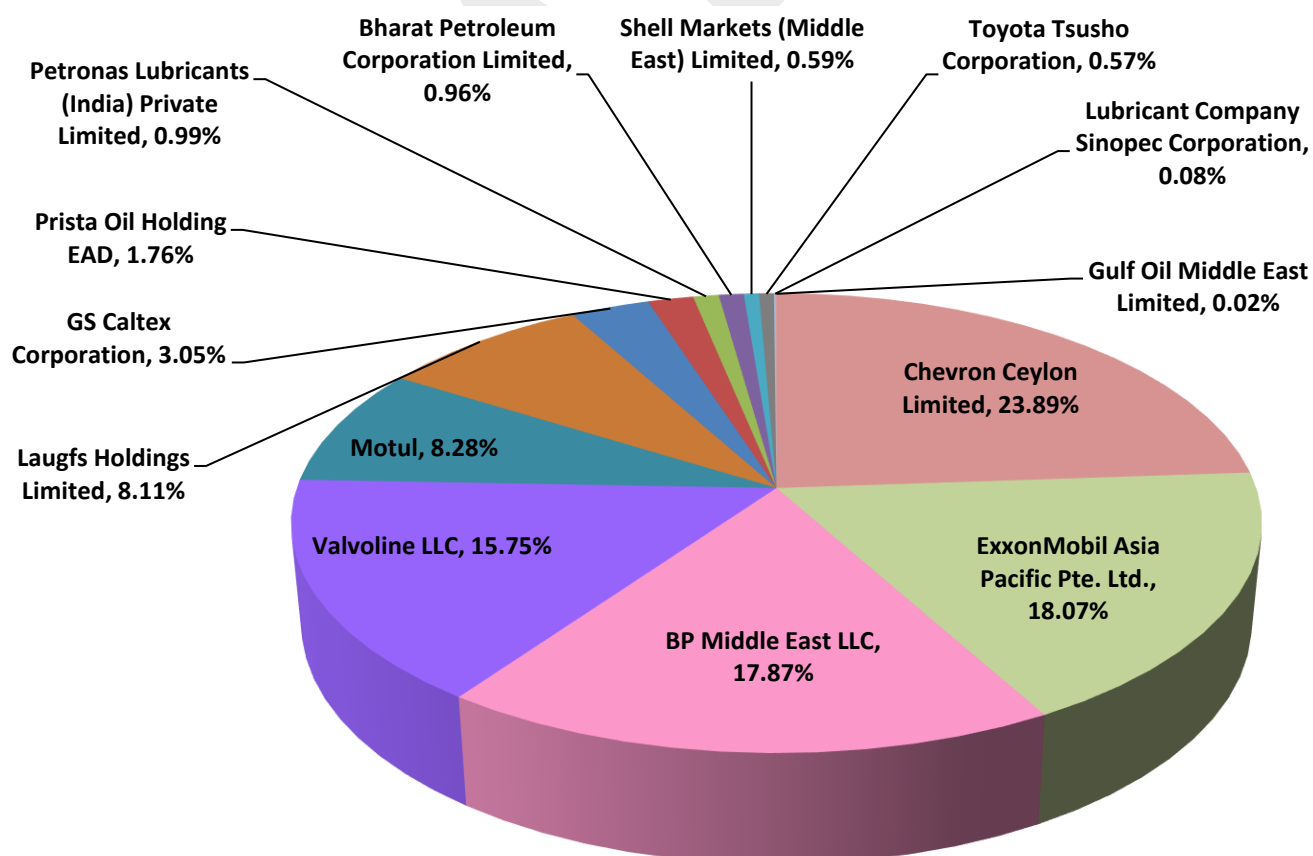


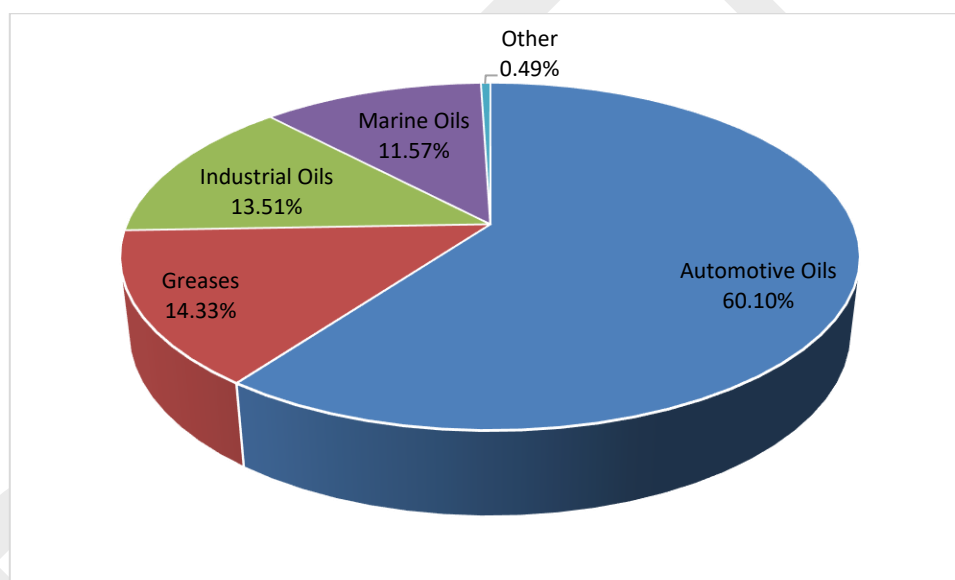
Figure 12 : Synthetic Lubricant Sales Quantity by Company

### 3.4 Lubricant Imports

During the year 2021, a total of 17,172.89 Kilo Liters of Lubricants (finished products) were imported and its lubricant type wise breakdown is tabulated below.

**Table 20 : Lubricant Imports Quantity by Type**

Lubricant	Quantity (kL)	Percentage(%)
Automotive Oils	10,320.88	60.10
Greases	2,461.27	14.33
Industrial Oils	2,319.78	13.51
Marine Oils	1,986.05	11.57
Other	84.91	0.49
<b>Total</b>	<b>17,172.89</b>	<b>100.00</b>



**Figure 13 : Lubricant Imports by Type**

Total imported quantities of base oil and additives are tabulated below

**Table 21 : Base oil and Additives Imports Quantity by Company**

Company	Base Oils/kL	Additives/kL
Chevron Lubricants Lanka PLC	22,835.74	4,607.44
Lanka IOC PLC	12,947.02	1,331.32
Laugfs Lubricants Limited	4,552.58	417.40
Ceylon Petroleum Corporation	2,490.55	130.25
<b>Total</b>	<b>42,825.90</b>	<b>6,486.41</b>



### 3.5 Lubricant Exports

During the year 2021, a total of 2,272.49 Kilo Liters of Lubricants were exported to regional markets. Lubricant type wise and company wise Export quantities are tabulated below.

**Table 22 : Lubricant Exports Quantity by Type**

Lubricant	Quantity (kl)
Automotive Oils	1,888.96
Industrial Oils	156.35
Marine Oils	215.99
Greases	11.20
Other	-
<b>Total</b>	<b>2,272.49</b>

**Table 23 : Lubricant Exports Quantity by Company**

Company	Quantity (kl)
Chevron Ceylon Limited	2,062.47
ExxonMobil Asia Pacific Pte. Ltd.	172.72
Indian Oil Corporation Limited	26.71
Laugfs Holdings Limited	10.59
<b>Total</b>	<b>2,272.49</b>

### 3.6 Lubricant Production

During year 2021, 52,047.31kl of lubricants was produced (blended) locally. 57.03% of that blending was carried out at the lube blending plant of Chevron Ceylon Limited, 26.51% was produced at lube blending plant belonging to Indian Oil Corporation Limited, 9.18 % was produced at lube blending plant belonging to Laugfs Holdings Limited and remaining 7.28 % was produced by Ceylon Petroleum Corporation.

**Table 24 : Lubricant Production Quantity by Type**

Lubricant	Quantity (kl)
Automotive Oils	38,072.68
Industrial Oils	12,119.24
Marine Oils	1,705.24
Greases	130.28
Other	19.87
<b>Total</b>	<b>52,047.31</b>

## 4 Lubricant Standards

The mandatory minimum quality standards for imported and blended lubricants and greases stipulated by the Government of Sri Lanka (GOSL), have been based on standards published by international organizations such as American Petroleum Institute (API), Japanese Automobile Standards Organization (JASO) etc. Recently, Sri Lanka Standards Institute (SLSI) has published Sri Lanka standards for Gasoline Engine Lubricating Oil, Diesel Engine Lubricating Oil, Automotive Gear Oil, Four Stroke Motorcycle and general-purpose Greases and these are used as the currently applicable minimum standards. Sri Lankan Standards may be obtained from SLSI. Currently applicable minimum standards are given below.

**Table 25 : Lubricant Standards**

Type of Lubricant	Sri Lanka Standard	Minimum API grade required for compliance with SLS	Higher API and JASO grades automatically complying with SLS	Remarks
Gasoline Engine Oil (Petrol Engine Oil)	SLS 1374	SL	SM, SN, SP	Higher API grades in column 4 meet SLS
Diesel Engine Oil	SLS 1373	CH-4	CI-4, CJ-4, CK-4 & FA-4	Higher API grades in column 4 meet SLS
Two Stroke Engine Oil (2T Oil)	SLS 1446	JASO FC	JASO FD	JASO FD also meets/exceed SLS
Four Stroke Motorcycle Engine Oil	SLS 1409	JASO MA 2 & API SL	JASO MA2 & API SM or API SN or API SP	Together with mandatory requirement of JASO MA2, higher grades of API SM, API SN & API SP meet SLS
Four Stroke Scooter Engine Oil	SLS 1409	JASO MB & API SL	JASO MB & API SM or API SN or API SP	Together with mandatory requirement of JASO MB, higher grades of API SM, API SN & API SP meet SLS
Automotive Gear Oil	SLS 1396	GL-4	GL-5	Higher API grades in column 4 meet SLS
Greases (Automotive & Multipurpose (All Purpose) Grease)	SLS 1424	NLGI LB	NLGI - LA, GA, GB & GC or any combination thereof i.e. GC-LB etc.	Grades in column 4 meet SLS
Base Oil	-	API Group I	API Group II, III & IV (Group 2, 3 & 4)	API Group I Base Oil must be of virgin Base Oil i.e. recycled/re-refined Base Oil is not allowed

## **5 Government Revenue**

The GOSL receives income from the authorized parties by way of a bi-annual fixed and in some cases a variable registration fee, which is equivalent to 2.5 million Rupees or 0.75 % of total invoiced sales for that period, whichever is higher. In 2021 the total recognized revenue to the Government is approximately LKR 336 million.

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