



# **Lubricant Market Statistics Second 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*

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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 SECOND QUARTER OF YEAR 2022

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## 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-five (25) 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

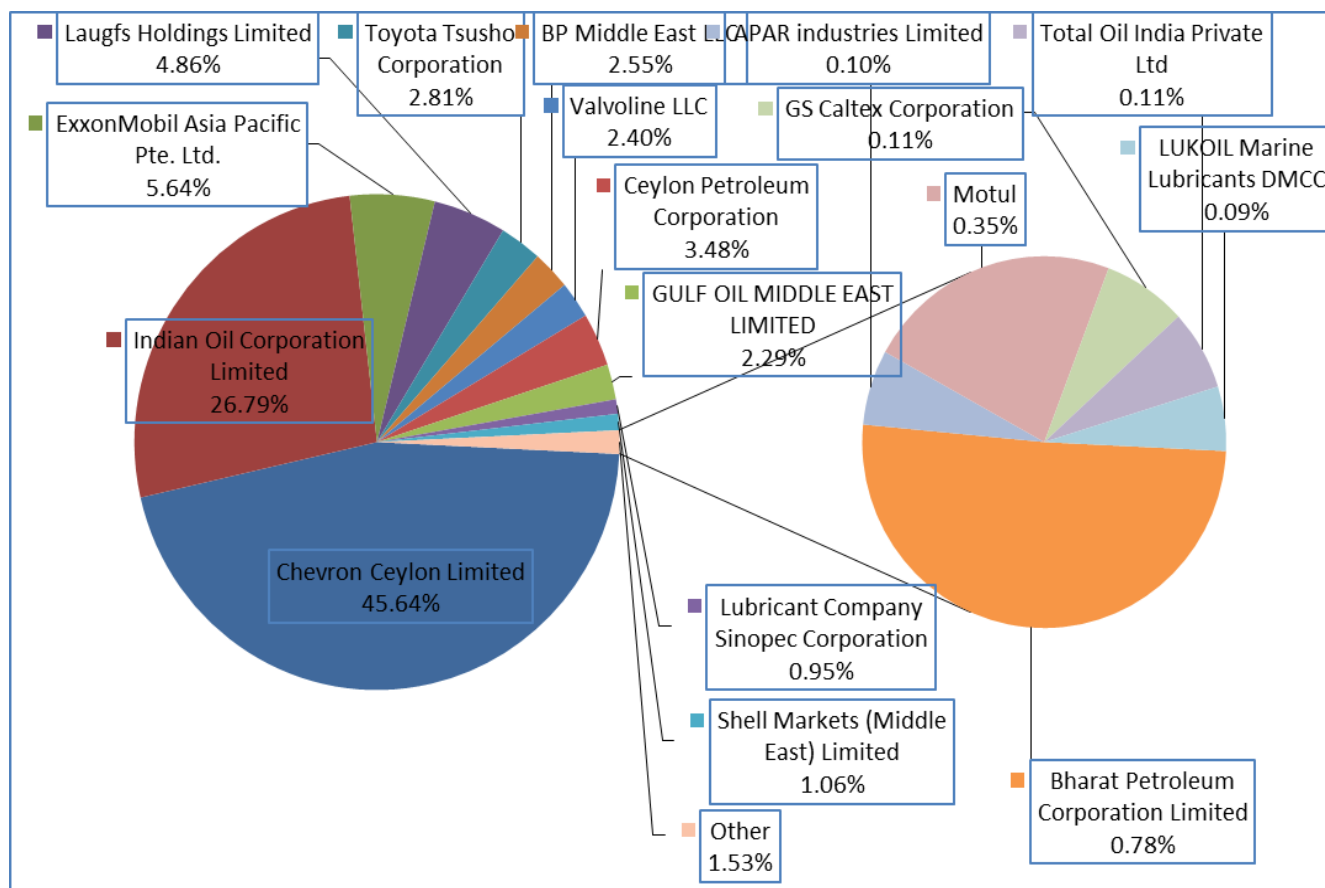
| Company                               | Nominee                                      | Brand  |
|---------------------------------------|--|--|
| Apar Industries Limited               | Ideal Premier (Private) Limited.             |  <b>POWEROIL®</b><br><i>Powering Ahead</i> |
|                                       |  | Eni, Poweroil  |
| Bharath Petroleum Corporation Limited | TVS Automotives (Private) Limited            |   |
|                                       |  | MAK  |
| BP Middle East LLC                    | Associated Motorways Limited                 |   |
|                                       |  | bp, Castrol  |
| ENOC Marketing LLC                    | Energy Consortium Private Limited            |   |
|                                       |  | enoc   |
| ExxonMobil Asia Pacific Pte. Limited  | McLarens Lubricants Limited                  |    |
|                                       |  | ExxonMobil, Esso, Mobil  |
| ExxonMobil Asia Pacific Pte. Limited  | United Tractor & Equipment (Private) Limited |   |
|                                       |  | CAT  |
| GP GLOBAL MAG L.L.C                   | The Trades Mines Petroleum (Private) Limited |   |
|                                       |  | MAG  |
| GS Caltex Corporation                 | Samaco International (Private) Limited       |   |
|                                       |  | Kixx   |
| Gulf Oil Middle East Limited          | Gulf Synergy Lanka (Private) Limited         |   |
|                                       | Ideal First Choice (Private) Limited.        |  |
|                                       | Lanka Ashok Leyland PLC                      |  |
| Idemitsu Lube India Private Limited   |  | Gulf   |
| LIQUI MOLY GmbH                       | Semini Motors (Private) Limited              |    |
|                                       |  | LIQUI MOLY   |

|   |  |  |
|---|--|--|
| Lubrex FZC                                  | United Lubricants Private Limited            |  <b>LUBREX®</b>  |
|   |  | LUBREX   |
| Lubricant Company Sinopec Corporation       | Interocean Lubricants Limited                |  <b>SINOPEC</b><br>长城。PREMIUM LUBRICANTS   |
|   |  | (Greatwall, SINOPEC)   |
| LUKOIL Marine Lubricants DMCC               | Lanka Shipping & Logistics (Private) Limited |  <b>LUKOIL</b>  |
|   |  | LUKOIL   |
| Motul                                       | Spectrum Trading Company (Private) Limited   |  <b>MOTUL</b>   |
|   | Transmec International                       |  |
| Petronas Lubricants (India) Private Limited | Global Capital Holdings (Private) Limited    |  <b>PETRONAS</b>  |
|   |  | PETRONAS   |
| Prista Oil Holding EAD                      | Desha Shakthi (Private) Limited              |  <b>PRISTA OIL</b>  |
|   |  | Prista   |
| Shell Markets (Middle East) Limited         | N. M. Distributors (Private) Limited         |   |
|   |  | Shell  |
| Technolube L.L.C                            | Bluetec Holding Private Limited              |  <b>PETROMIN</b>  |
|   |  | PETROMIN   |
| Tide Water Oil Company (India) Limited      | Tyre House Trading Private Limited           |  <b>Veedol</b>  |
|   |  | Veedol   |
| Total Oil India Private Limited             | Navaloka Petroleum (Private) Limited         |  <b>TOTAL elf</b>   |
|   |  | TOTAL, elf   |
| Toyota Tsusho Corporation                   | Toyota Lanka (Private) Limited               |   |
|   |  | Toyota   |
| Valvoline LLC                               | United Motors Lanka Limited                  |  <b>Valvoline</b>   |
|   |  | Valvoline  |

**Company-wise Lubricant Sales Quantity**

| Company                               | LUBRICANT SALES QUANTITY Q2- 2022 |        |
|---------------------------------------|-----------------------------------|--------|
|                                       | KL                                | %      |
| Chevron Ceylon Limited                | 5,052.59                          | 45.64  |
| Indian Oil Corporation Limited        | 2,966.14                          | 26.79  |
| Exxonmobil Asia Pacific Pte. Limited  | 624.33                            | 5.64   |
| Laugfs Holdings Limited               | 538.20                            | 4.86   |
| Ceylon Petroleum Corporation          | 385.00                            | 3.48   |
| Toyota Tsusho Corporation             | 311.50                            | 2.81   |
| BP Middle East LLC                    | 282.67                            | 2.55   |
| Valvoline LLC                         | 265.27                            | 2.40   |
| Gulf Oil Middle East Limited          | 253.11                            | 2.29   |
| Shell Markets (Middle East) Limited   | 117.22                            | 1.06   |
| Lubricant Company Sinopec Corporation | 104.63                            | 0.95   |
| Bharat Petroleum Corporation Limited  | 86.01                             | 0.78   |
| Motul                                 | 38.46                             | 0.35   |
| GS Caltex Corporation                 | 12.61                             | 0.11   |
| Total Oil India Private Limited       | 11.82                             | 0.11   |
| APAR Industries Limited               | 11.10                             | 0.10   |
| Lukoil Marine Lubricants DMCC         | 9.49                              | 0.09   |
| Total                                 | 11,070.14                         | 100.00 |

## Company-wise Lubricant Sales Quantity

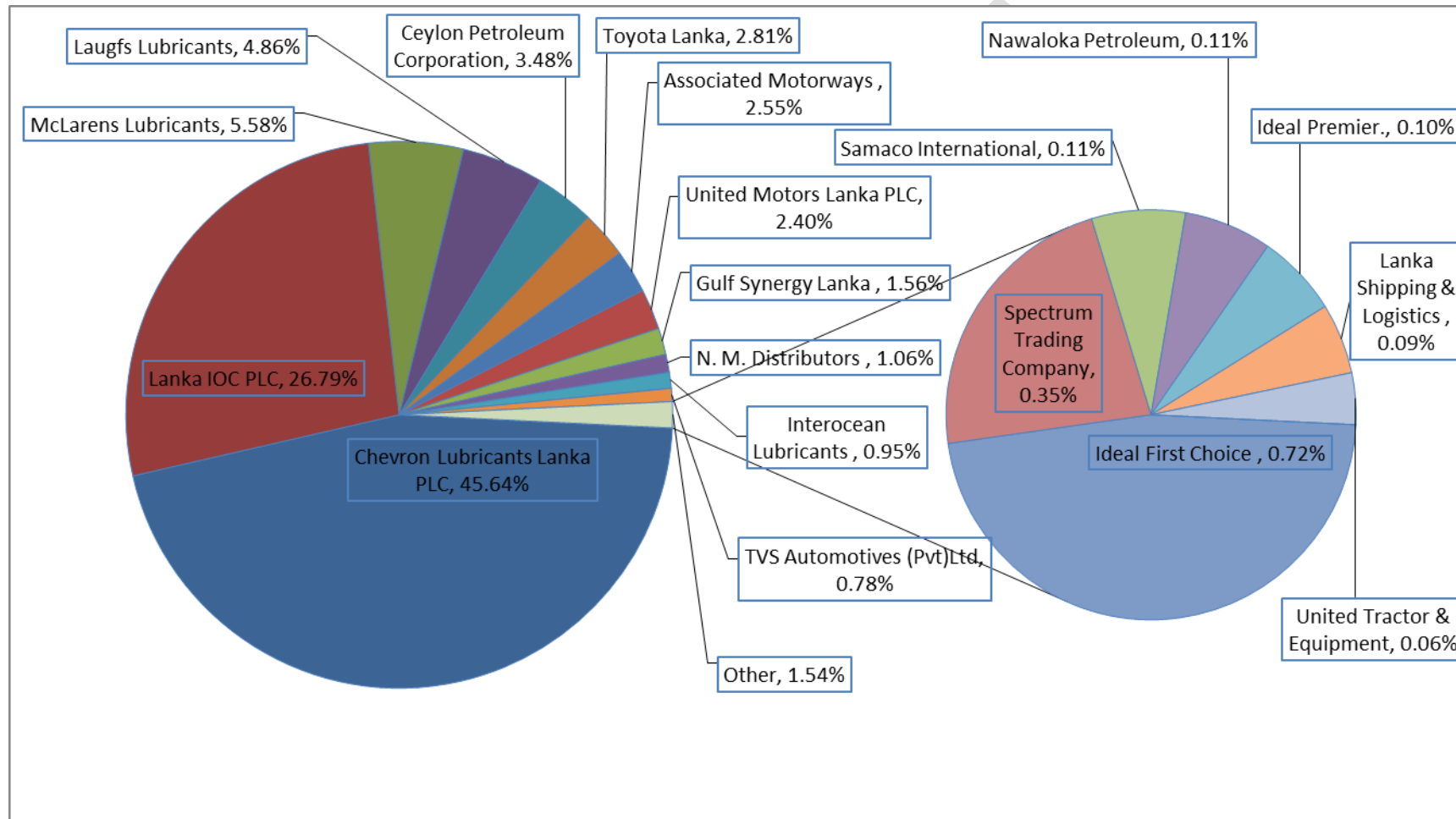


## Nominee-wise Lubricant Sales Quantity

| Nominee Name                               | LUBRICANT SALES QUANTITY 2022 -Q2 |        |
|--|-----------------------------------|--------|
|  | KL                                | %      |
| Chevron Lubricants Lanka PLC               | 5,052.59                          | 45.64  |
| Lanka IOC PLC                              | 2,966.14                          | 26.79  |
| McLarens Lubricants Limited                | 617.39                            | 5.58   |
| Laugfs Lubricants Limited                  | 538.20                            | 4.86   |
| Ceylon Petroleum Corporation               | 385.00                            | 3.48   |
| Toyota Lanka Private Limited               | 311.50                            | 2.81   |
| Associated Motorways Limited               | 282.67                            | 2.55   |
| United Motors Lanka PLC                    | 265.27                            | 2.40   |
| Gulf Synergy Lanka (Private) Limited       | 172.96                            | 1.56   |
| N. M. Distributors (Private) Limited       | 117.22                            | 1.06   |
| Interocean Lubricants (Private) Limited    | 104.63                            | 0.95   |
| TVS Automotives Private Limited            | 86.01                             | 0.78   |
| Ideal First Choice Private Limited         | 80.15                             | 0.72   |
| Spectrum Trading Company Private Limited   | 38.46                             | 0.35   |
| Samaco International Private Limited       | 12.61                             | 0.11   |
| Nawaloka Petroleum Private Limited         | 11.82                             | 0.11   |
| Ideal Premier Private Limited.             | 11.10                             | 0.10   |
| Lanka Shipping & Logistics Private Limited | 9.49                              | 0.09   |
| United Tractor & Equipment Private Limited | 6.94                              | 0.06   |
| Total                                      | 11,070.14                         | 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       | -                | -          | -                | -          | -                | -          | -                | -          |
| GULF OIL MIDDLE EAST LIMITED                | 838.34                          | 1.23       | -                | -          | -                | -          | -                | -          | -                | -          |
| 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       | -                | -          | -                | -          | -                | -          | -                | -          |
| Prista Oil Holding EAD                      | 23.85                           | 0.04       | -                | -          | -                | -          | -                | -          | -                | -          |
| 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             | -                               | -          | 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       |
| <b>Total</b>                                | <b>68,017.69</b>                | <b>100</b> | <b>59,925.80</b> | <b>100</b> | <b>62,481.46</b> | <b>100</b> | <b>64,266.67</b> | <b>100</b> | <b>64,484.98</b> | <b>100</b> |

## Company-wise Lubricant Sales Values

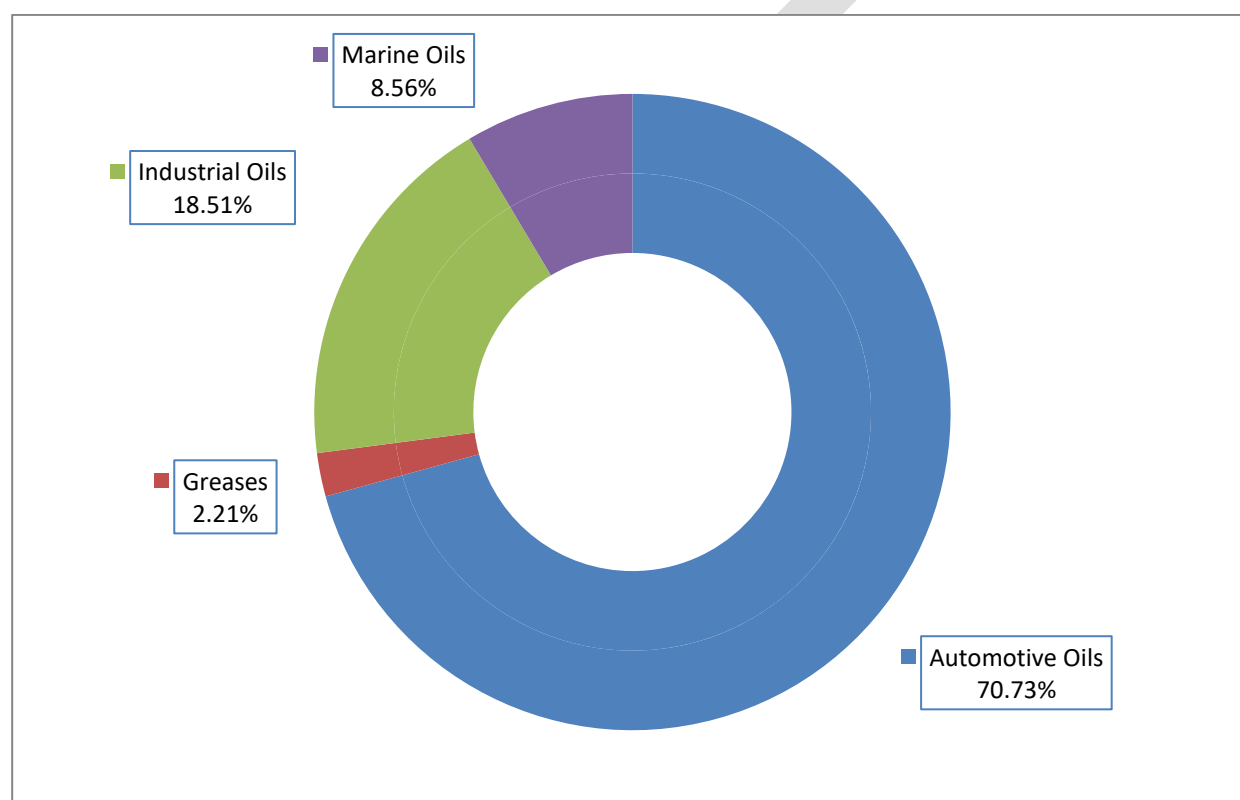
| Company                               | LUBRICANT SALES VALUES 2022-Q2 |        |
|---------------------------------------|--------------------------------|--------|
|                                       | LKR Million                    | %      |
| Chevron Ceylon Limited                | 5,235.43                       | 42.60  |
| Indian Oil Corporation Limited        | 2,545.37                       | 20.71  |
| ExxonMobil Asia Pacific Pte. Limited. | 951.69                         | 7.74   |
| Toyota Tsusho Corporation             | 878.89                         | 7.15   |
| Laugfs Holdings Limited               | 624.52                         | 5.08   |
| BP Middle East LLC                    | 459.89                         | 3.74   |
| Valvoline LLC                         | 430.67                         | 3.50   |
| Ceylon Petroleum Corporation          | 289.43                         | 2.35   |
| Shell Markets (Middle East) Limited   | 203.94                         | 1.66   |
| Gulf Oil Middle East Limited          | 186.77                         | 1.52   |
| Lubricant Company Sinopec Corporation | 164.51                         | 1.34   |
| Bharat Petroleum Corporation Limited  | 152.86                         | 1.24   |
| Motul                                 | 87.63                          | 0.71   |
| GS Caltex Corporation                 | 27.30                          | 0.22   |
| Lukoil Marine Lubricants DMCC         | 26.98                          | 0.22   |
| APAR industries Limited               | 14.14                          | 0.12   |
| Total Oil India Private Limited       | 10.81                          | 0.09   |
| Total                                 | 12,290.83                      | 100.00 |

## Nominee-wise Lubricant Sales Values

| Nominee Name                                 | LUBRICANT SALES VALUE 2022- Q2 |        |
|--|--------------------------------|--------|
|  | LKR Million                    | %      |
| Chevron Lubricants Lanka PLC                 | 5,235.43                       | 42.60  |
| Lanka IOC PLC                                | 2,545.37                       | 20.71  |
| McLarens Lubricants Limited                  | 942.77                         | 7.67   |
| Toyota Lanka (Private) Limited               | 878.89                         | 7.15   |
| Laugfs Lubricants Limited                    | 624.52                         | 5.08   |
| Associated Motorways Limited                 | 459.89                         | 3.74   |
| United Motors Lanka PLC                      | 430.67                         | 3.50   |
| Ceylon Petroleum Corporation                 | 289.43                         | 2.35   |
| N. M. Distributors (Private) Limited         | 203.94                         | 1.66   |
| Interocean Lubricants (Private) Limited      | 164.51                         | 1.34   |
| TVS Automotives (Private)Limited             | 152.86                         | 1.24   |
| Gulf Synergy Lanka (Private) Limited         | 95.55                          | 0.78   |
| Ideal First Choice (Private) Limited         | 91.22                          | 0.74   |
| Spectrum Trading Company Private Limited     | 87.63                          | 0.71   |
| Samaco International (Private) Limited       | 27.30                          | 0.22   |
| Lanka Shipping & Logistics (Private) Limited | 26.98                          | 0.22   |
| Ideal Premier (Private) Limited.             | 14.14                          | 0.12   |
| Nawaloka Petroleum (Private) Limited         | 10.81                          | 0.09   |
| United Tractor & Equipment (Private) Limited | 8.92                           | 0.07   |
| Total  | 12,290.83                      | 100.00 |

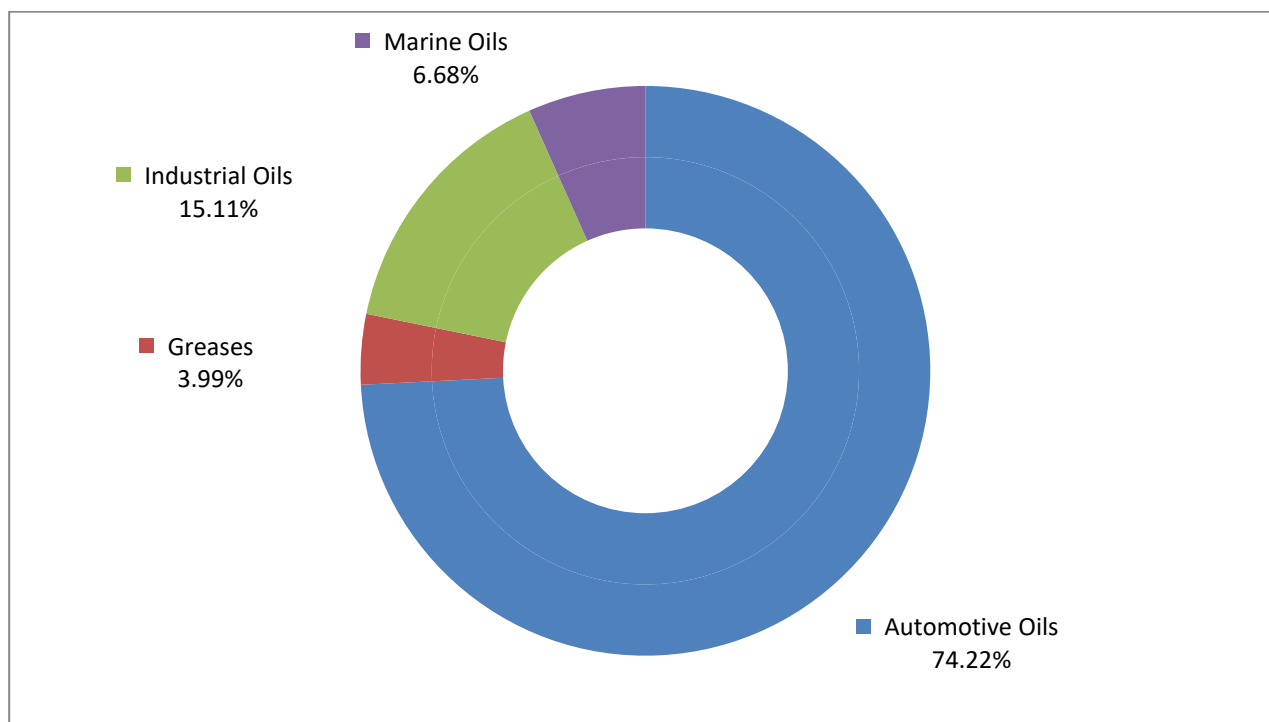
### Type of Lubricant-wise Lubricant Sales Quantity

| TYPES OF LUBRICANTS | LUBRICANT SALES QUANTITY 2022- Q2 |        |
|---------------------|-----------------------------------|--------|
|                     | KL                                | %      |
| Automotive Oils     | 7,829.44                          | 70.73  |
| Greases             | 244.58                            | 2.21   |
| Industrial Oils     | 2,049.01                          | 18.51  |
| Marine Oils         | 947.11                            | 8.56   |
| Other               | -                                 | -      |
| Total               | 11,070.14                         | 100.00 |



### Type of Lubricant-wise Lubricant Sales Values

| TYPES OF LUBRICANTS | LUBRICANT SALES VALUES 2022 - Q2 |        |
|---------------------|----------------------------------|--------|
|                     | LKR Million                      | %      |
| Automotive Oils     | 9,121.96                         | 74.22  |
| Greases             | 490.61                           | 3.99   |
| Industrial Oils     | 1,857.35                         | 15.11  |
| Marine Oils         | 820.91                           | 6.68   |
| Other               | -                                | -      |
| Total               | 12,290.83                        | 100.00 |



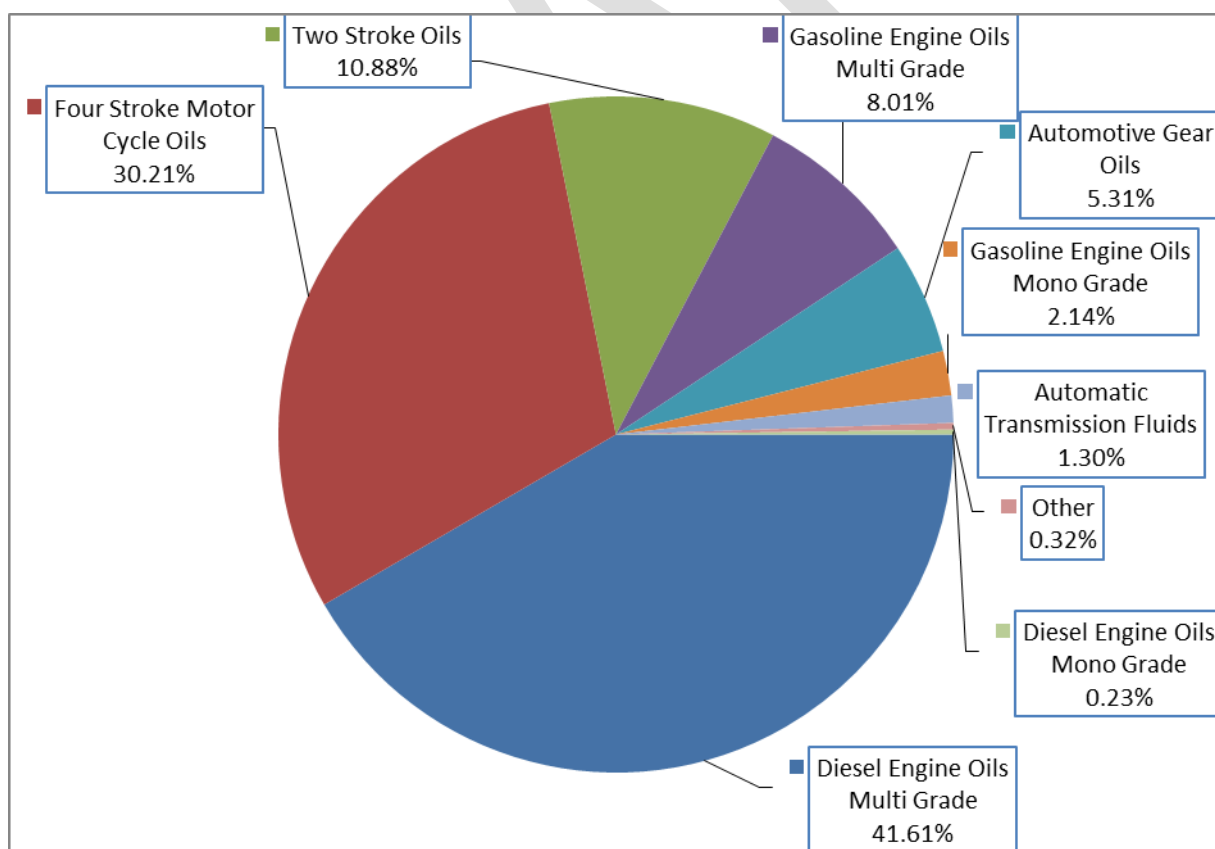
#### Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

| Nominee Name                             | LUBRICANT SALES QUANTITY 2022- Q2 |         |                 |             |       |          |
|--|-----------------------------------|---------|-----------------|-------------|-------|----------|
|  | Automotive Oils                   | Greases | Industrial Oils | Marine Oils | Other | Total    |
| Chevron Lubricants Lanka PLC             | 3,613.17                          | 146.81  | 1,009.81        | 282.80      | -     | 5,052.59 |
| Lanka IOC PLC                            | 2,148.58                          | 0.79    | 763.97          | 52.80       | -     | 2,966.14 |
| McLarens Lubricants Limited              | 150.87                            | 25.35   | 79.45           | 361.72      | -     | 617.39   |
| Laugfs Lubricants Limited                | 488.78                            | 6.18    | 43.24           | -           | -     | 538.20   |
| Ceylon Petroleum Corporation             | 333.00                            | 15.10   | 36.90           | -           | -     | 385.00   |
| Toyota Lanka (Private) Limited           | 311.25                            | 0.25    | -               | -           | -     | 311.50   |
| Associated Motorways Limited             | 206.36                            | 6.08    | -               | 70.23       | -     | 282.67   |
| United Motors Lanka PLC                  | 247.97                            | 1.09    | 16.21           | -           | -     | 265.27   |
| Gulf Synergy Lanka (Private) Limited     | -                                 | -       | -               | 172.96      | -     | 172.96   |
| N. M. Distributors (Private) Limited     | 70.08                             | 2.32    | 44.81           | -           | -     | 117.22   |
| Interocean Lubricants (Private) Limited  | 52.80                             | 26.86   | 18.37           | 6.60        | -     | 104.63   |
| TVS Automotives (Private)Limited         | 46.06                             | 13.20   | 26.75           | -           | -     | 86.01    |
| Ideal First Choice (Private) Limited     | 70.62                             | 0.53    | 9.00            | -           | -     | 80.15    |
| Spectrum Trading Company Private Limited | 38.46                             | -       | -               | -           | -     | 38.46    |
| Samaco International (Private) Limited   | 12.61                             | -       | -               | -           | -     | 12.61    |
| Nawaloka Petroleum (Private)             | 11.82                             | -       | -               | -           | -     | 11.82    |

|  |          |        |          |        |   |           |
|--|----------|--------|----------|--------|---|-----------|
| Limited                                      |          |        |          |        |   |           |
| Ideal Premier (Private) Limited.             | 11.08    | 0.02   | -        | -      | - | 11.10     |
| Lanka Shipping & Logistics (Private) Limited | 9.49     | -      | -        | -      | - | 9.49      |
| United Tractor & Equipment (Private) Limited | 6.45     | -      | 0.50     | -      | - | 6.94      |
| Total  | 7,829.44 | 244.58 | 2,049.01 | 947.11 | - | 11,070.14 |

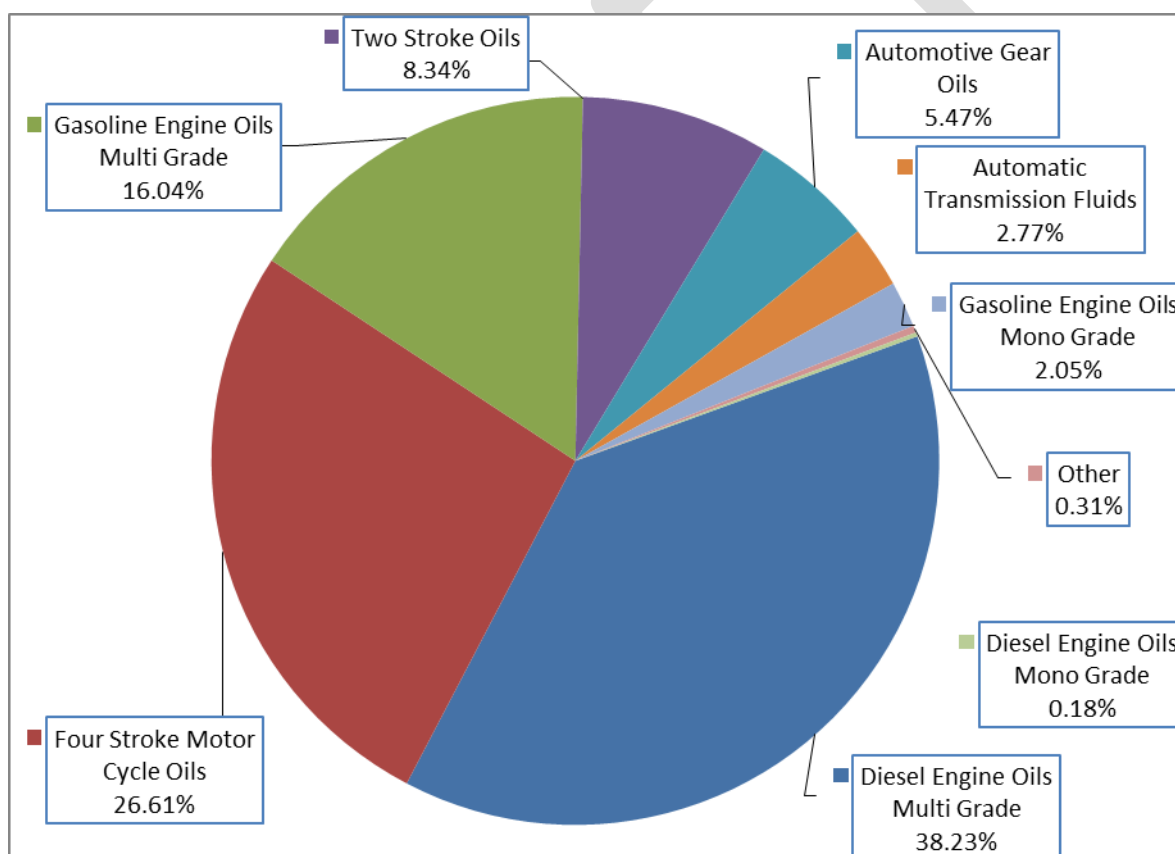
### Automotive Lubricant Sales Quantity

| AUTOMOTIVE OIL TYPE              | LUBRICANT SALES VALUE 2022- Q2 |        |
|----------------------------------|--------------------------------|--------|
|                                  | KL                             | %      |
| Diesel Engine Oils Multi Grade   | 3,257.84                       | 41.61  |
| Four Stroke Motor Cycle Oils     | 2,365.21                       | 30.21  |
| Two Stroke Oils                  | 852.12                         | 10.88  |
| Gasoline Engine Oils Multi Grade | 626.96                         | 8.01   |
| Automotive Gear Oils             | 415.69                         | 5.31   |
| Gasoline Engine Oils Mono Grade  | 167.17                         | 2.14   |
| Automatic Transmission Fluids    | 101.61                         | 1.30   |
| Other                            | 24.78                          | 0.32   |
| Diesel Engine Oils Mono Grade    | 18.07                          | 0.23   |
| Total                            | 7,829.44                       | 100.00 |



## Automotive Lubricant Sales Values

| AUTOMOTIVE OIL TYPE              | LUBRICANT SALES VALUE 2022 - Q2 |        |
|----------------------------------|---------------------------------|--------|
|                                  | LKR Million                     | %      |
| Diesel Engine Oils Multi Grade   | 3,487.09                        | 38.23  |
| Four Stroke Motor Cycle Oils     | 2,427.57                        | 26.61  |
| Gasoline Engine Oils Multi Grade | 1,463.60                        | 16.04  |
| Two Stroke Oils                  | 760.55                          | 8.34   |
| Automotive Gear Oils             | 499.30                          | 5.47   |
| Automatic Transmission Fluids    | 252.43                          | 2.77   |
| Gasoline Engine Oils Mono Grade  | 186.93                          | 2.05   |
| Other                            | 27.83                           | 0.31   |
| Diesel Engine Oils Mono Grade    | 16.66                           | 0.18   |
| Total                            | 9,121.96                        | 100.00 |





**Nominee-wise Automotive Lubricant Sales Quantity (QUARTERLY LUBRICANT SALES QUANTITY - 2022 Q2)**

| <b>Nominee-wise Automotive Lubricant sales Quantity / KL</b> | <b>Automotive Gear Oils</b> | <b>Automatic Transmission Fluids</b> | <b>Diesel Engine Oils Mono Grade</b> | <b>Diesel Engine Oils Multi Grade</b> | <b>Four Stroke Motor Cycle Oils</b> | <b>Gasoline Engine Oils Mono Grade</b> | <b>Gasoline Engine Oils Multi Grade</b> | <b>Other</b> | <b>Two Stroke Oils</b> | <b>Total</b> |
|--|-----------------------------|--------------------------------------|--------------------------------------|---------------------------------------|-------------------------------------|--|---|--------------|------------------------|--------------|
| Chevron Lubricants Lanka PLC                                 | 180.19                      | 37.39                                | 9.66                                 | 1,665.71                              | 1,121.81                            | 166.56                                 | 106.93                                  | -            | 324.92                 | 3,613.17     |
| Lanka IOC PLC  | 131.78                      | 7.71                                 | -                                    | 911.75                                | 748.23                              | -                                      | 7.37                                    | -            | 341.73                 | 2,148.58     |
| Laugfs Lubricants Limited                                    | 25.87                       | 1.15                                 | -                                    | 185.57                                | 125.74                              | -                                      | 35.42                                   | 9.11         | 105.92                 | 488.78       |
| Ceylon Petroleum Corporation                                 | 39.50                       | 8.30                                 | 7.60                                 | 95.00                                 | 62.50                               | 0.60                                   | 25.90                                   | 14.10        | 79.50                  | 333.00       |
| Toyota Lanka (Private) Limited                               | 3.88                        | 26.46                                | -                                    | 65.87                                 | -                                   | -                                      | 214.59                                  | 0.45         | -                      | 311.25       |
| United Motors Lanka PLC                                      | 8.81                        | 5.10                                 | 0.18                                 | 100.69                                | 86.97                               | -                                      | 46.21                                   | -            | -                      | 247.97       |
| Associated Motorways Limited                                 | 3.98                        | 1.73                                 | 0.07                                 | 53.40                                 | 72.78                               | -                                      | 73.78                                   | 0.62         | -                      | 206.36       |
| McLarens Lubricants Limited                                  | 3.86                        | 4.22                                 | 0.08                                 | 69.05                                 | 18.34                               | -                                      | 55.31                                   | -            | 0.01                   | 150.87       |
| Ideal First Choice (Private) Limited                         | 2.00                        | -                                    | -                                    | 26.00                                 | 42.00                               | -                                      | 0.62                                    | -            | -                      | 70.62        |
| N. M. Distributors (Private) Limited                         | 0.22                        | 1.89                                 | 0.03                                 | 40.55                                 | 8.55                                | -                                      | 18.84                                   | -            | -                      | 70.08        |
| Interocean Lubricants (Private) Limited                      | 10.00                       | 6.27                                 | -                                    | 13.33                                 | 19.00                               | -                                      | 4.20                                    | -            | -                      | 52.80        |
| TVS Automotives (Private)Limited                             | 4.67                        | 0.66                                 | 0.45                                 | 7.70                                  | 26.83                               | 0.01                                   | 5.72                                    | -            | 0.04                   | 46.06        |
| Spectrum Trading Company Private Limited                     | 0.06                        | -                                    | -                                    | 0.25                                  | 18.11                               | -                                      | 19.89                                   | 0.16         | -                      | 38.46        |
| Samaco International (Private) Limited                       | 0.36                        | 0.06                                 | -                                    | 0.45                                  | 7.83                                | -                                      | 3.91                                    | -            | -                      | 12.61        |
| Nawaloka Petroleum (Private) Limited                         | 0.51                        | -                                    | -                                    | 7.83                                  | 1.71                                | -                                      | 1.77                                    | -            | -                      | 11.82        |
| Ideal Premier (Private) Limited.                             | -                           | 0.02                                 | -                                    | 5.51                                  | 4.61                                | -                                      | 0.94                                    | -            | -                      | 11.08        |
| Lanka Shipping & Logistics (Private) Limited                 | -                           | 0.64                                 | -                                    | 2.74                                  | 0.21                                | -                                      | 5.56                                    | 0.34         | -                      | 9.49         |
| United Tractor & Equipment (Private) Limited                 | -                           | -                                    | -                                    | 6.45                                  | -                                   | -                                      | -                                       | -            | -                      | 6.45         |

**Comparison of Q1 sales data between 2022 and 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%.

**Comparison of Q2 sales data between 2022 and 2021**

| Category-wise Lubricant sales Quantity | Second Quarter Sales Volume KL |           | Growth     |          |
|--|--------------------------------|-----------|------------|----------|
|  | 2021                           | 2022      | KL         | %        |
| Automotive Oils                        | 8,757.01                       | 7,829.44  | (927.57)   | (10.59)  |
| Greases                                | 497.73                         | 244.58    | (253.15)   | (50.86)  |
| Industrial Oils                        | 2,871.07                       | 2,049.01  | (822.06)   | (28.63)  |
| Marine Oils                            | 1,093.80                       | 947.11    | (146.69)   | (13.41)  |
| Other                                  | 9.34                           | -         | (9.34)     | (100.00) |
| Total                                  | 13,228.94                      | 11,070.14 | (2,158.80) | (16.32)  |

| Automotive Lubricant Sales Quantity | Second Quarter Sales Volume KL |          | Growth     |         |
|-------------------------------------|--------------------------------|----------|------------|---------|
|                                     | 2021                           | 2022     | KL         | %       |
| Automotive Gear Oils                | 437.45                         | 415.69   | (21.75)    | (4.97)  |
| Automatic Transmission Fluids       | 166.67                         | 101.61   | (65.06)    | (39.04) |
| Diesel Engine Oils Mono Grade       | 2,497.50                       | 18.07    | (2,479.43) | (99.28) |
| Diesel Engine Oils Multi Grade      | 1,646.57                       | 3,257.84 | 1,611.27   | 97.86   |
| Four Stroke Motor Cycle Oils        | 2,080.69                       | 2,365.21 | 284.52     | 13.67   |
| Gasoline Engine Oils Mono Grade     | 199.71                         | 167.17   | (32.54)    | (16.29) |
| Gasoline Engine Oils Multi Grade    | 748.63                         | 626.96   | (121.67)   | (16.25) |
| Other                               | 42.12                          | 24.78    | (17.35)    | (41.19) |
| Two Stroke Oils                     | 937.67                         | 852.12   | (85.55)    | (9.12)  |
| Total                               | 8,757.00                       | 7,829.45 | (927.56)   | (10.59) |

Consumption of Multigrade Diesel engine Oils has increased by 1,611.27KL (97.28%) compared with the second quarter of 2021. This change shows a clear trend in the application of multi-grade diesel engine oils than its monograde application. Upgradation and implementation of SLS minimum requirements for lubricants and greases will be a clear reason for the above trend. In addition, market sales of the Four-stroke engine oils have increased considerably indicating a move to two wheels from 4 wheels for the considered period. Overall, the consumption of lubricants for all the categories has declined due to the prevailing fuel crisis in the country.