



Lubricant Market Statistics Third 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 THIRD QUARTER OF YEAR 2022

Market Participants








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

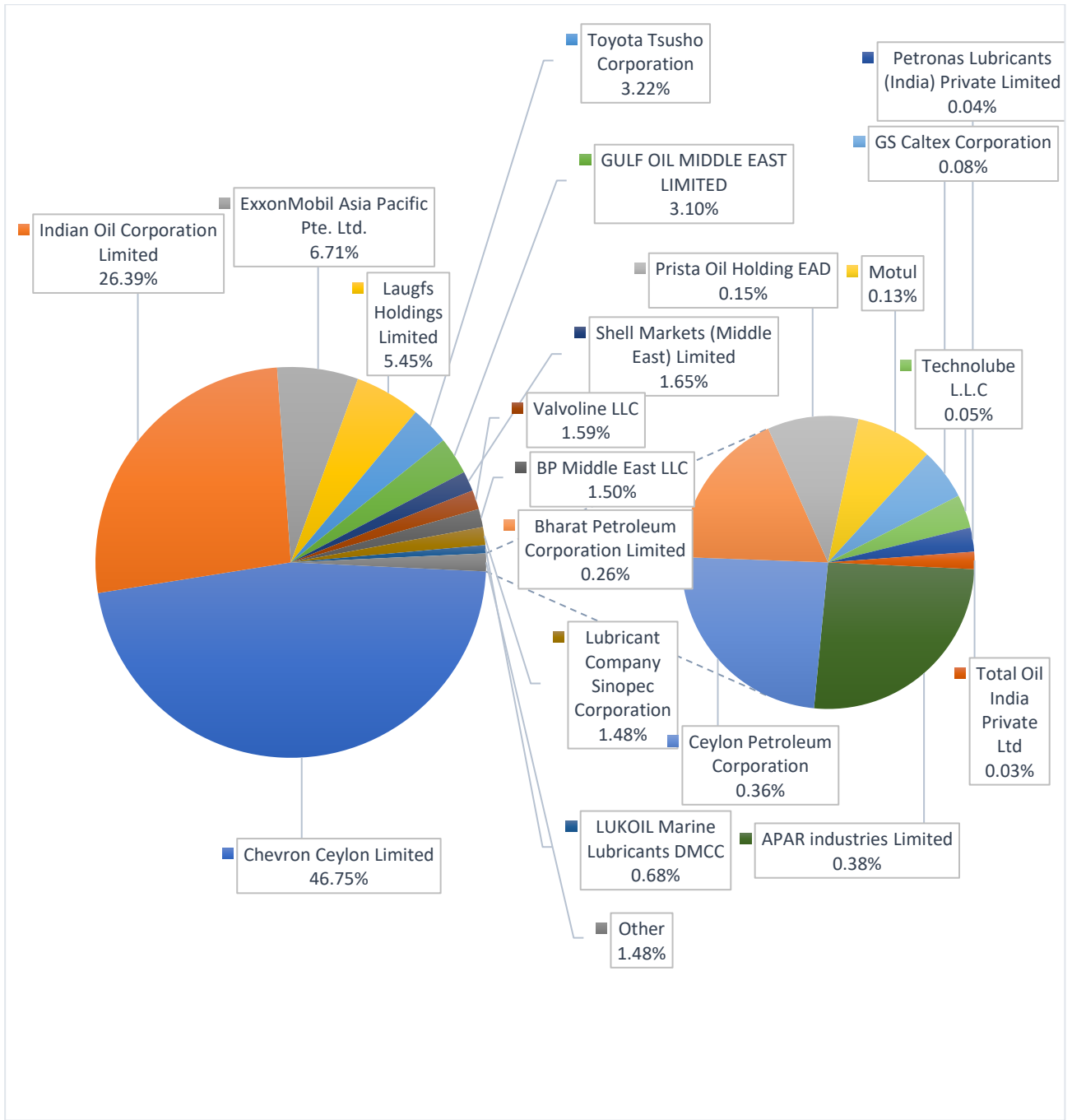
Company	Nominee	Brand
Apar Industries Limited	Ideal Premier (Private) Limited.	
		Eni, Poweroil
Bharat Petroleum Corporation Limited	TVS Automotives (Private) Limited	
		MAK
BP Middle East LLC	Associated Motorways Limited	
		bp, Castrol
ENOC Marketing LLC	Energy Consortium Private Limited	
		enoc
ExxonMobil 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		
Liqui Moly GmbH	Semini Motors (Private) Limited	
		LIQUI MOLY
Lubrex FZC	United Lubricants Private Limited	
		LUBREX

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

Company-wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY Q3- 2022	
	KL	%
Chevron Ceylon Limited	4,436.05	46.75
Indian Oil Corporation Limited	2,504.38	26.39
ExxonMobil Asia Pacific Pte. Limited.	636.59	6.71
Laugfs Holdings Limited	517.59	5.45
Toyota Tsusho Corporation	305.29	3.22
Gulf Oil Middle East Limited	294.32	3.10
Shell Markets (Middle East) Limited	156.42	1.65
Valvoline LLC	151.27	1.59
BP Middle East LLC	142.19	1.50
Lubricant Company Sinopec Corporation	140.81	1.48
Lukoil Marine Lubricants DMCC	64.50	0.68
Apar Industries Limited	36.22	0.38
Ceylon Petroleum Corporation	33.76	0.36
Bharat Petroleum Corporation Limited	24.89	0.26
Prista Oil Holding EAD	14.10	0.15
Motul	11.89	0.13
GS Caltex Corporation	7.98	0.08
Technolube LLC	5.17	0.05
Petronas Lubricants (India) Private Limited	3.73	0.04
Total Oil India Private LTD	2.68	0.03
Total	9,489.83	100.00

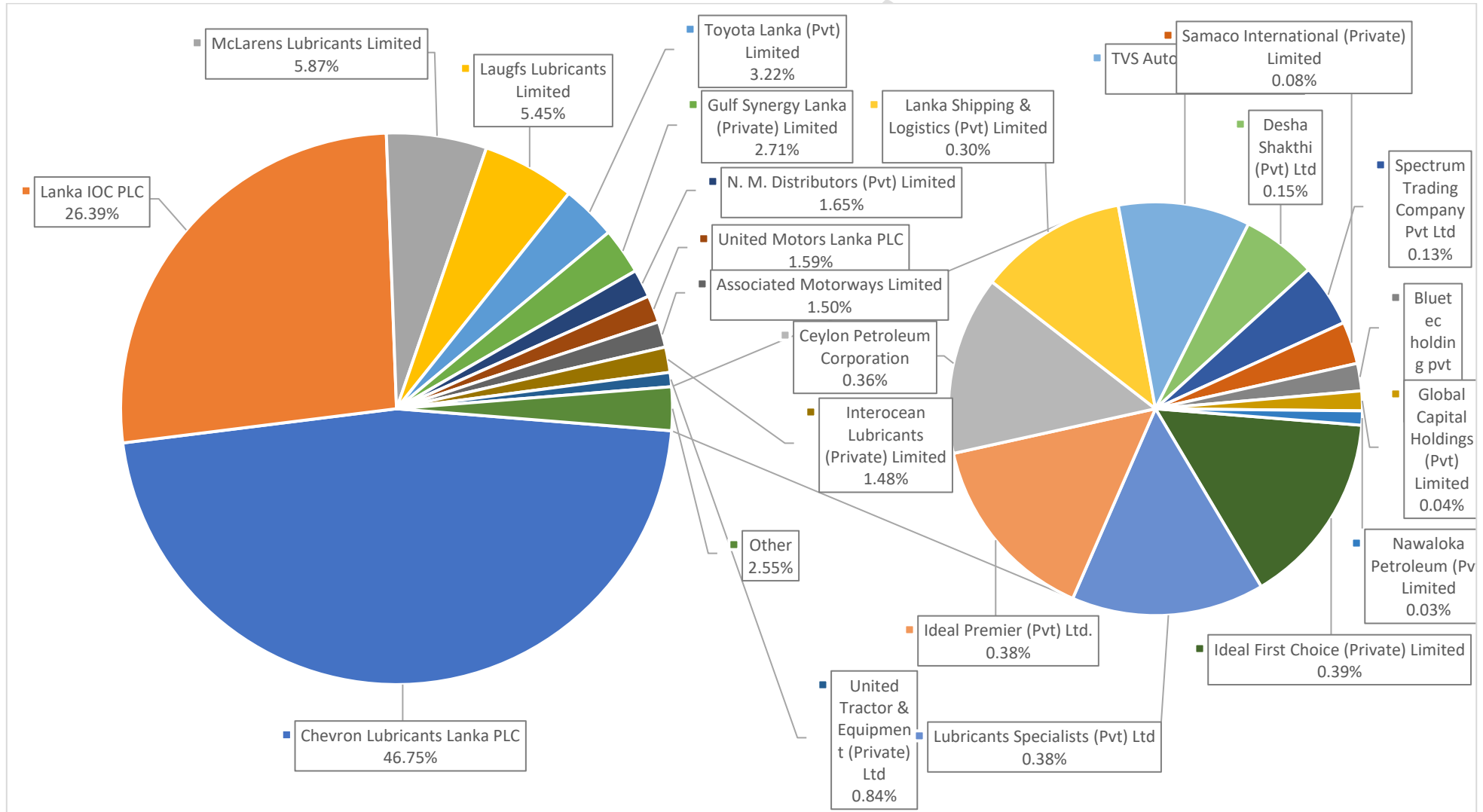
Company-wise Lubricant Sales Quantity



Nominee-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY Q3- 2022	
	KL	%
Chevron Lubricants Lanka PLC	4,436.05	46.75
Lanka IOC PLC	2,504.38	26.39
McLarens Lubricants Limited	557.27	5.87
Laugfs Lubricants Limited	517.59	5.45
Toyota Lanka (Private) Limited	305.29	3.22
Gulf Synergy Lanka (Private) Limited	257.62	2.71
N. M. Distributors (Private) Limited	156.42	1.65
United Motors Lanka PLC	151.27	1.59
Associated Motorways Limited	142.19	1.50
Interocean Lubricants (Private) Limited	140.81	1.48
United Tractor & Equipment (Private) Limited	79.32	0.84
Ideal First Choice (Private) Limited	36.70	0.39
Lubricants Specialists (Private) Limited	36.44	0.38
Ideal Premier (Private) Limited.	36.22	0.38
Ceylon Petroleum Corporation	33.76	0.36
Lanka Shipping & Logistics (Private) Limited	28.06	0.30
TVS Automotives (Private)Limited	24.89	0.26
Desha Shakthi (Private) Limited	14.10	0.15
Spectrum Trading Company Private Limited	11.89	0.13
Samaco International (Private) Limited	7.98	0.08
Bluetec holding Private Limited	5.17	0.05
Global Capital Holdings (Private) Limited	3.73	0.04
Nawaloka Petroleum (Private) Limited	2.68	0.03
Total	9,489.83	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	
	KL	%	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 LTD	-	-	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	59,925.80	100	62,481.46	100	64,266.67	100	64,484.98	100

Company-wise Lubricant Sales Values

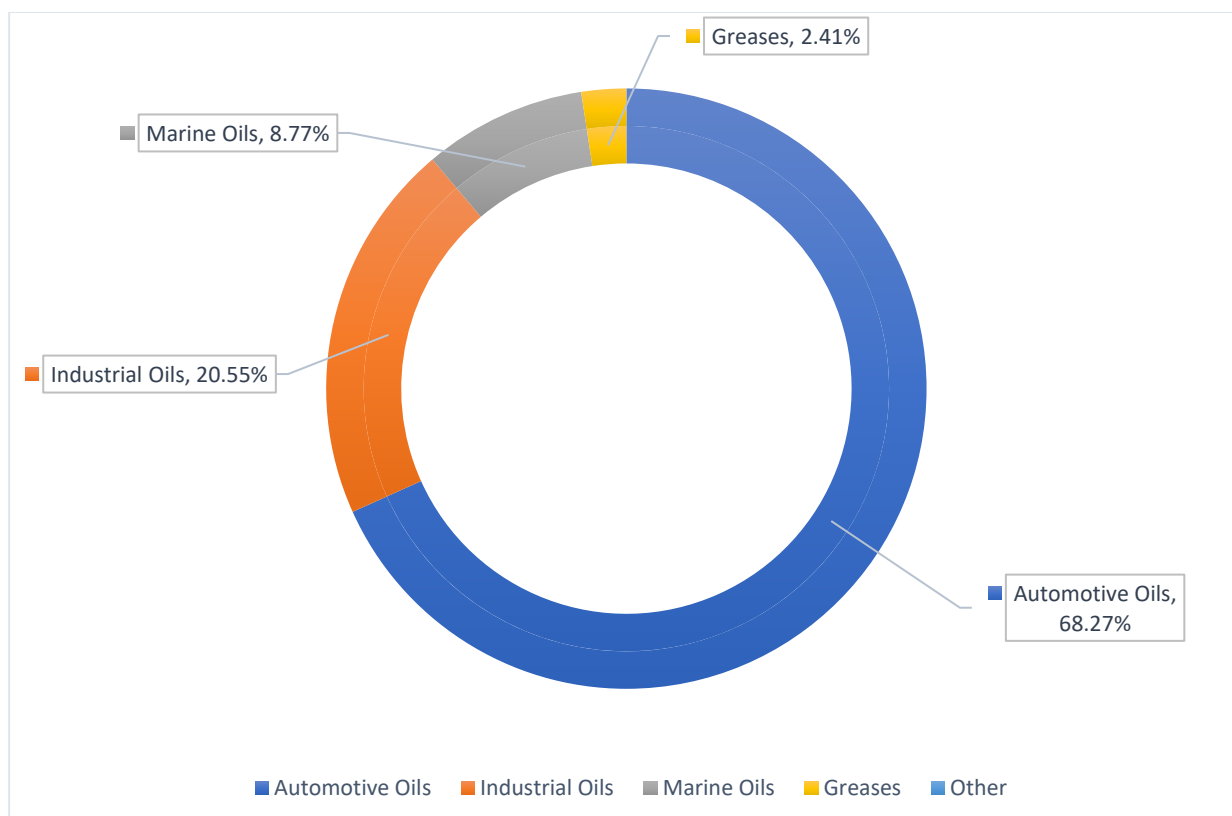
Company	LUBRICANT SALES VALUES 2022-Q3	
	LKR (Millions)	%
Chevron Ceylon Limited	5,004.46	41.10
Indian Oil Corporation Limited	2,580.98	21.19
ExxonMobil Asia Pacific Pte. Limited.	1,194.09	9.81
Toyota Tsusho Corporation	967.37	7.94
Laugfs Holdings Limited	732.74	6.02
Shell Markets (Middle East) Limited	316.31	2.60
Valvoline LLC	315.22	2.59
BP Middle East LLC	301.92	2.48
Lubricant Company Sinopec Corporation	228.81	1.88
Gulf Oil Middle East Limited	212.74	1.75
Lukoil Marine Lubricants DMCC	96.95	0.80
Ceylon Petroleum Corporation	57.44	0.47
Apar industries Limited	46.21	0.38
Motul	31.88	0.26
Bharat Petroleum Corporation Limited	28.61	0.23
GS Caltex Corporation	25.74	0.21
Prista Oil Holding EAD	12.77	0.10
Technolube LLC	10.94	0.09
Petronas Lubricants (India) Private Limited	9.37	0.08
Total Oil India Private LTD	2.92	0.02
Total	12,177.49	100.00

Nominee-wise Lubricant Sales Values

Nominee Name	LUBRICANT SALES VALUE 2022- Q3	
	LKR (Millions)	%
Chevron Lubricants Lanka PLC	5,004.46	41.10
Lanka IOC PLC	2,580.98	21.19
McLarens Lubricants Limited	1,076.78	8.84
Toyota Lanka (Private) Limited	967.37	7.94
Laugfs Lubricants Limited	732.74	6.02
N. M. Distributors (Private) Limited	316.31	2.60
United Motors Lanka PLC	315.22	2.59
Associated Motorways Limited	301.92	2.48
Interocean Lubricants (Private) Limited	228.81	1.88
Gulf Synergy Lanka (Private) Limited	150.76	1.24
United Tractor & Equipment (Private) Limited	117.32	0.96
Lanka Shipping & Logistics (Private) Limited	63.99	0.53
Ideal First Choice (Private) Limited	61.98	0.51
Ceylon Petroleum Corporation	57.44	0.47
Ideal Premier (Private) Limited.	46.21	0.38
Lubricants Specialists (Private) Limited	32.95	0.27
Spectrum Trading Company Private Limited	31.88	0.26
TVS Automotives (Private)Limited	28.61	0.23
Samaco International (Private) Limited	25.74	0.21
Desha Shakthi (Private) Limited	12.77	0.10
Bluetec holding Private Limited	10.94	0.09
Global Capital Holdings (Private) Limited	9.37	0.08
Nawaloka Petroleum (Private) Limited	2.92	0.02
Total	12,177.49	100.00

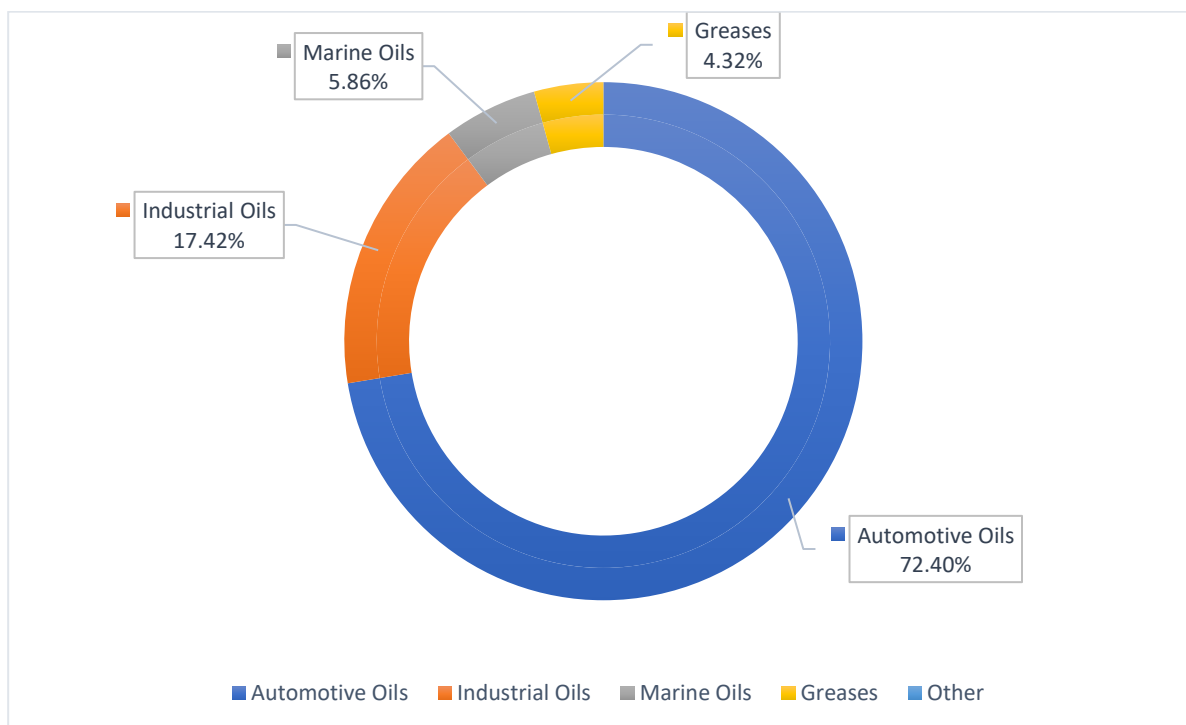
Type of Lubricant-wise Lubricant Sales Quantity

TYPES OF LUBRICANTS	LUBRICANT SALES QUANTITY 2022- Q3	
	KL	%
Automotive Oils	6,478.40	68.27
Industrial Oils	1,950.21	20.55
Marine Oils	832.48	8.77
Greases	228.74	2.41
Total	9,489.83	100.00



Type of Lubricant-wise Lubricant Sales Values

TYPES OF LUBRICANTS	LUBRICANT SALES VALUES 2022- Q3	
	LKR (Millions)	%
Automotive Oils	8,816.71	72.40
Industrial Oils	2,121.26	17.42
Marine Oils	714.04	5.86
Greases	525.47	4.32
Total	12,177.49	100.00



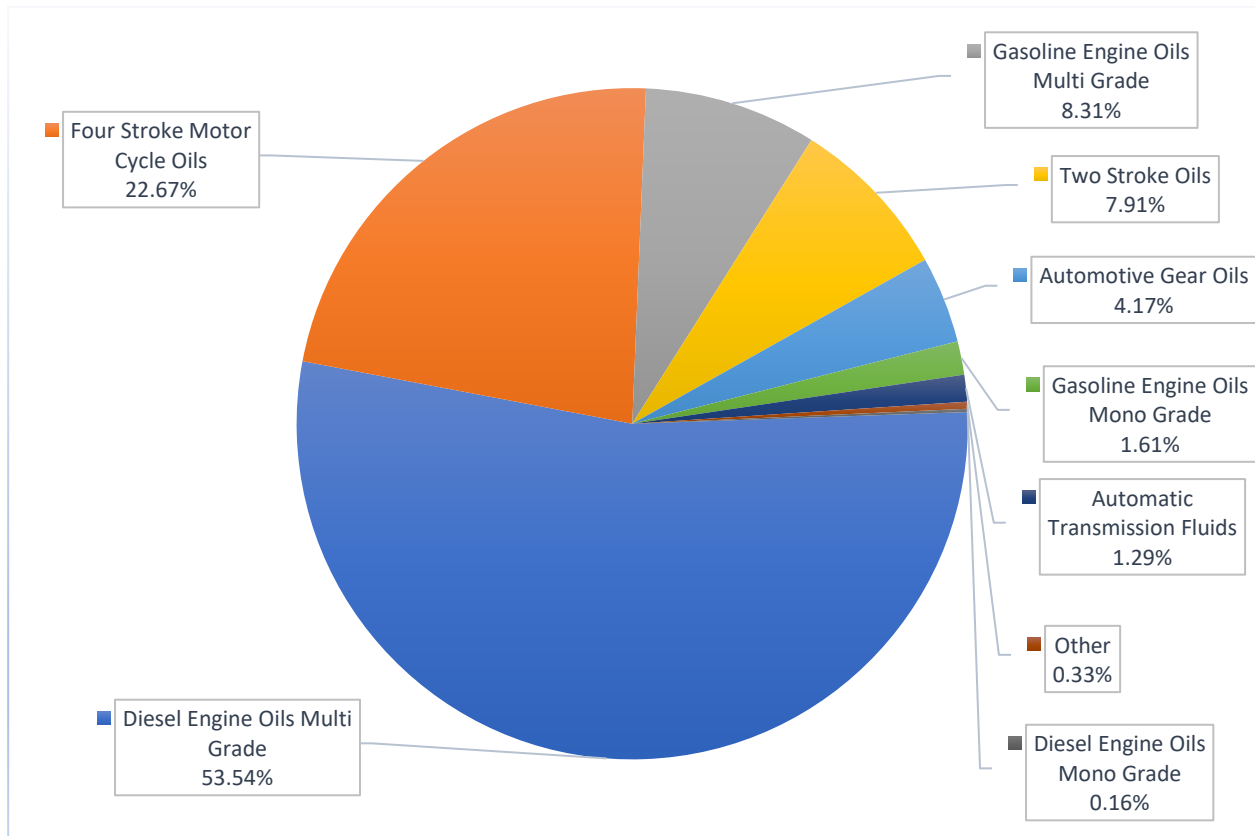
Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY 2022- Q3				
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Total
Chevron Lubricants Lanka PLC	3,137.40	100.04	881.52	317.09	4,436.05
Lanka IOC PLC	1,735.70	3.46	752.02	13.20	2,504.38
McLarens Lubricants Limited	258.77	21.36	128.32	148.82	557.27
Toyota Lanka (Private) Limited	305.16	0.13	-	-	305.29
Laugfs Lubricants Limited	436.03	26.23	55.33	-	517.59
Associated Motorways Limited	79.62	4.30	-	58.27	142.19
United Motors Lanka PLC	140.41	1.52	9.34	-	151.27
Ceylon Petroleum Corporation	21.53	4.61	7.62	-	33.76
N. M. Distributors (Private) Limited	68.22	6.48	80.67	1.05	156.42
Interocean Lubricants (Private) Limited	75.03	44.56	21.23	-	140.81
TVS Automotives (Private)Limited	15.49	2.05	7.35	-	24.89
Gulf Synergy Lanka (Private) Limited	-	-	-	257.62	257.62
Ideal First Choice (Private) Limited	36.30	0.40	-	-	36.70
Lubricants Specialists (Private) Limited	-	-	-	36.44	36.44
Spectrum Trading Company Private Limited	11.89	-	-	-	11.89

Samaco International (Private) Limited	7.98	-	-	-	7.98
Lanka Shipping & Logistics (Private) Limited	27.10	-	0.96	-	28.06
Ideal Premier (Private) Limited.	22.62	13.60	-	-	36.22
Nawaloka Petroleum (Private) Limited	2.68	-	-	-	2.68
United Tractor & Equipment (Private) Limited	73.47	-	5.85	-	79.32
Desha Shakthi (Private) Limited	14.10	-	-	-	14.10
Global Capital Holdings (Private) Limited	3.73	-	-	-	3.73
Bluetec holding Private Limited	5.17	-	-	-	5.17
Total	6,478.40	228.74	1,950.21	832.48	9,489.83

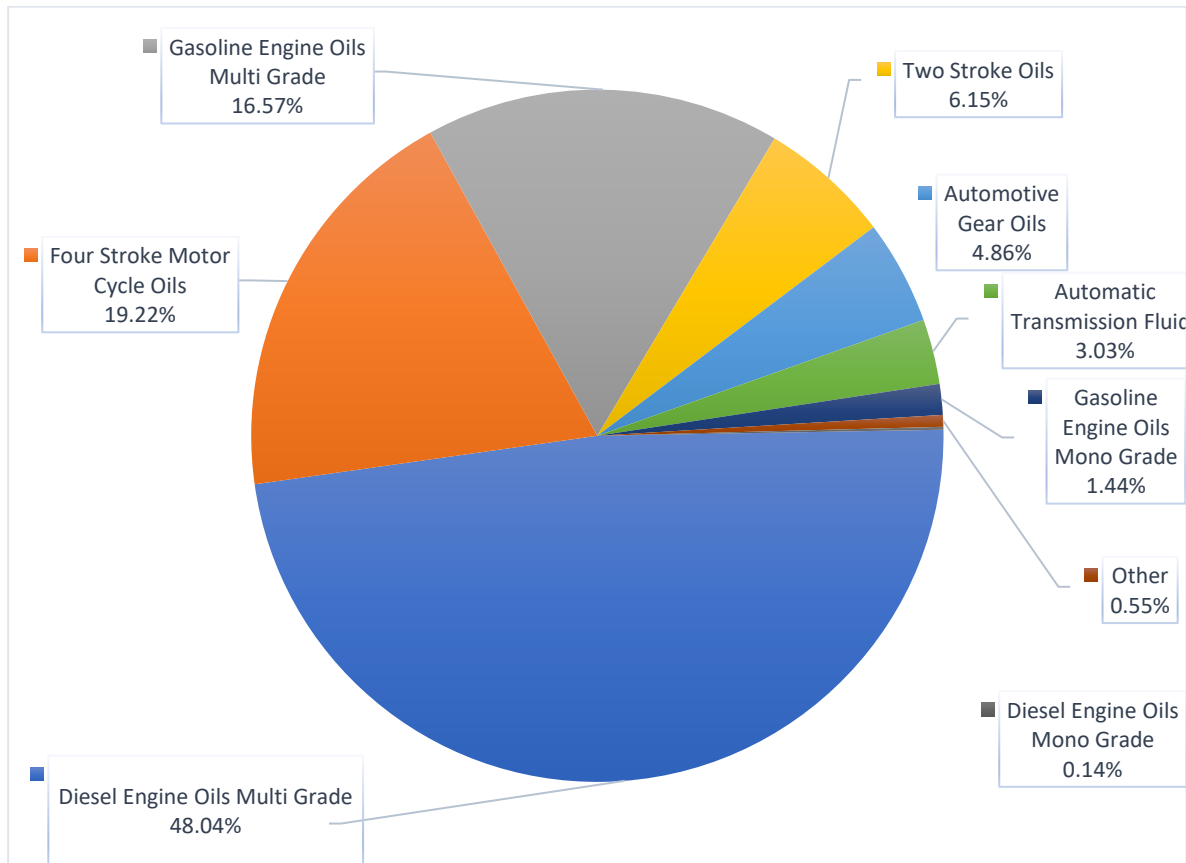
Automotive Lubricant Sales Quantity

AUTOMOTIVE OIL TYPE	LUBRICANT SALES QUANTITY 2022- Q3	
	KL	%
Diesel Engine Oils Multi Grade	3,468.64	53.54
Four Stroke Motor Cycle Oils	1,468.37	22.67
Gasoline Engine Oils Multi Grade	538.61	8.31
Two Stroke Oils	512.67	7.91
Automotive Gear Oils	270.15	4.17
Gasoline Engine Oils Mono Grade	104.36	1.61
Automatic Transmission Fluids	83.72	1.29
Other	21.68	0.33
Diesel Engine Oils Mono Grade	10.20	0.16
Total	6,478.40	100.00



Automotive Lubricant Sales Values

AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2022 - Q3	
	LKR Million	%
Diesel Engine Oils Multi Grade	4,235.28	48.04
Four Stroke Motor Cycle Oils	1,695.01	19.22
Gasoline Engine Oils Multi Grade	1,461.03	16.57
Two Stroke Oils	542.29	6.15
Automotive Gear Oils	428.68	4.86
Automatic Transmission Fluids	267.39	3.03
Gasoline Engine Oils Mono Grade	126.77	1.44
Other	48.32	0.55
Diesel Engine Oils Mono Grade	11.93	0.14
Total	8,816.71	100.00



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Nominee-wise Automotive Lubricant Sales Quantity (QUARTERLY LUBRICANT SALES QUANTITY - 2022 Q3)

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	2.42	3.20	0.01	17.91	17.92	-	37.95	0.21	-	79.62
Bluetec holding Private Limited	-	-	-	2.03	1.86	-	1.29	-	-	5.17
Ceylon Petroleum Corporation	12.37	0.14	-	7.95	0.02	-	1.01	0.04	-	21.53
Chevron Lubricants Lanka PLC	101.64	24.76	8.82	1,910.21	694.17	104.32	71.99	-	221.49	3,137.40
Desha Shakthi (Private) Limited	-	-	-	3.10	-	-	11.00	-	-	14.10
Global Capital Holdings (Private) Limited	0.63	-	-	0.94	0.73	-	1.44	-	-	3.73
Ideal First Choice (Private) Limited	1.11	-	-	18.90	15.50	-	0.80	-	-	36.30
Ideal Premier (Private) Limited.	-	3.45	-	7.09	-	-	2.71	0.42	8.95	22.62
Interocean Lubricants (Private) Limited	16.11	6.09	-	44.94	6.82	-	1.06	-	-	75.03
Lanka IOC PLC	80.50	5.26	-	876.95	545.85	-	11.72	-	215.42	1,735.70
Lanka Shipping & Logistics (Private) Limited	1.09	0.44	-	9.38	2.05	-	12.94	1.21	-	27.10
Laugfs Lubricants Limited	34.25	3.28	-	203.42	60.37	-	48.51	19.40	66.80	436.03
McLarens Lubricants Limited	1.79	5.42	0.21	83.74	77.92	-	89.68	-	0.01	258.77
N. M. Distributors (Private) Limited	0.32	1.35	1.05	54.02	2.84	-	8.64	-	-	68.22
Nawaloka Petroleum (Private) Limited	0.21	-	-	-	-	-	2.47	-	-	2.68
Samaco International (Private) Limited	0.30	0.42	-	0.35	6.55	-	0.36	-	-	7.98
Spectrum Trading Company Private Limited	0.03	-	-	0.39	5.67	-	5.80	-	-	11.89
Toyota Lanka (Private) Limited	6.98	27.38	-	76.37	-	-	194.03	0.40	-	305.16
TVS Automotives (Private)Limited	3.63	0.35	-	5.93	1.58	0.04	3.96	-	-	15.49
United Motors Lanka PLC	6.78	2.18	0.11	71.57	28.51	-	31.27	-	-	140.41
United Tractor & Equipment (Private) Limited	-	-	-	73.47	-	-	-	-	-	73.47
TOTAL	270.15	83.72	10.20	3,468.64	1,468.37	104.36	538.61	21.68	512.67	6,478.40

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 (97.86%) 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 four 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.

Comparison of Q3 sales data between 2022 and 2021

Category-wise Lubricant sales Quantity	Third Quarter Sales Volume KL		Growth	
	2021	2022	KL	%
Automotive Oils	12,506.74	6,478.40	(6,028.34)	(48.20)
Industrial Oils	3,654.69	1,950.21	(1,704.48)	(46.64)
Marine Oils	1,097.49	832.48	(265.01)	(24.15)
Greases	605.67	228.74	(376.93)	(62.23)
Other	14.44	-	(14.44)	(100.00)
Total	17,879.03	9,489.83	(8,389.20)	(46.92)

Automotive Lubricant Sales Quantity	Third Quarter Sales Volume KL		Growth	
	2021	2022	KL	%
Automotive Gear Oils	654.24	270.15	(384.09)	(58.71)
Automatic Transmission Fluids	223.98	83.72	(140.26)	(62.62)
Diesel Engine Oils Mono Grade	3,151.03	10.20	(3,140.84)	(99.68)
Diesel Engine Oils Multi Grade	3,173.97	3,468.64	294.66	9.28
Four Stroke Motor Cycle Oils	3,082.41	1,468.37	(1,614.03)	(52.36)
Gasoline Engine Oils Mono Grade	246.53	104.36	(142.17)	(57.67)
Gasoline Engine Oils Multi Grade	1,018.03	538.61	(479.42)	(47.09)
Other	49.92	21.68	(28.24)	(56.58)
Two Stroke Oils	906.63	512.67	(393.95)	(43.45)
Total	12,506.74	6,478.40	(6,028.34)	(48.20)

The total volume of lubricant sales has drastically declined by around 47% whereas the category of other lubricants has zero sales as the result of the introduction of new guidelines to update data in the system. Overall sales volume of automotive lubricants has reduced by around 48% where only the category of Diesel Engine Oils Multi Grade shows a slight (9.28%) growth resulting in the upgrade of SLS minimum requirements for lubricants in which multigrade lubricants replaced monograde engine oils in the market.

Quarter-wise Sales quantities in 2022

Category-wise Lubricant sales Quantity	Sales Quantity - 2022		
	Q1	Q2	Q3
Automotive Oils	14,325.65	7,829.37	6,478.40
Greases	709.31	244.58	228.74
Industrial Oils	4,116.10	2,049.01	1,950.21
Marine Oils	1,427.32	947.11	832.48
Other	0.26	-	-
Total	20,578.64	11,070.07	9,489.83

Automotive Lubricant Sales Quantity	Quarter-wise Sales Quantity - 2022		
	Q1	Q2	Q3
Automotive Gear Oils	560.51	415.69	270.15
Automatic Transmission Fluids	255.90	101.61	83.72
Diesel Engine Oils Mono Grade	48.97	18.07	10.20
Diesel Engine Oils Multi Grade	6,994.60	3,257.86	3,468.64
Four Stroke Motor Cycle Oils	3,944.85	2,365.21	1,468.37
Gasoline Engine Oils Mono Grade	222.45	167.17	104.36
Gasoline Engine Oils Multi Grade	1,321.38	626.86	538.61
Other	25.95	24.78	21.68
Two Stroke Oils	951.05	852.12	512.67
Total	14,325.65	7,829.37	6,478.40