



Lubricant Market Statistics Fourth 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 FOURTH 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

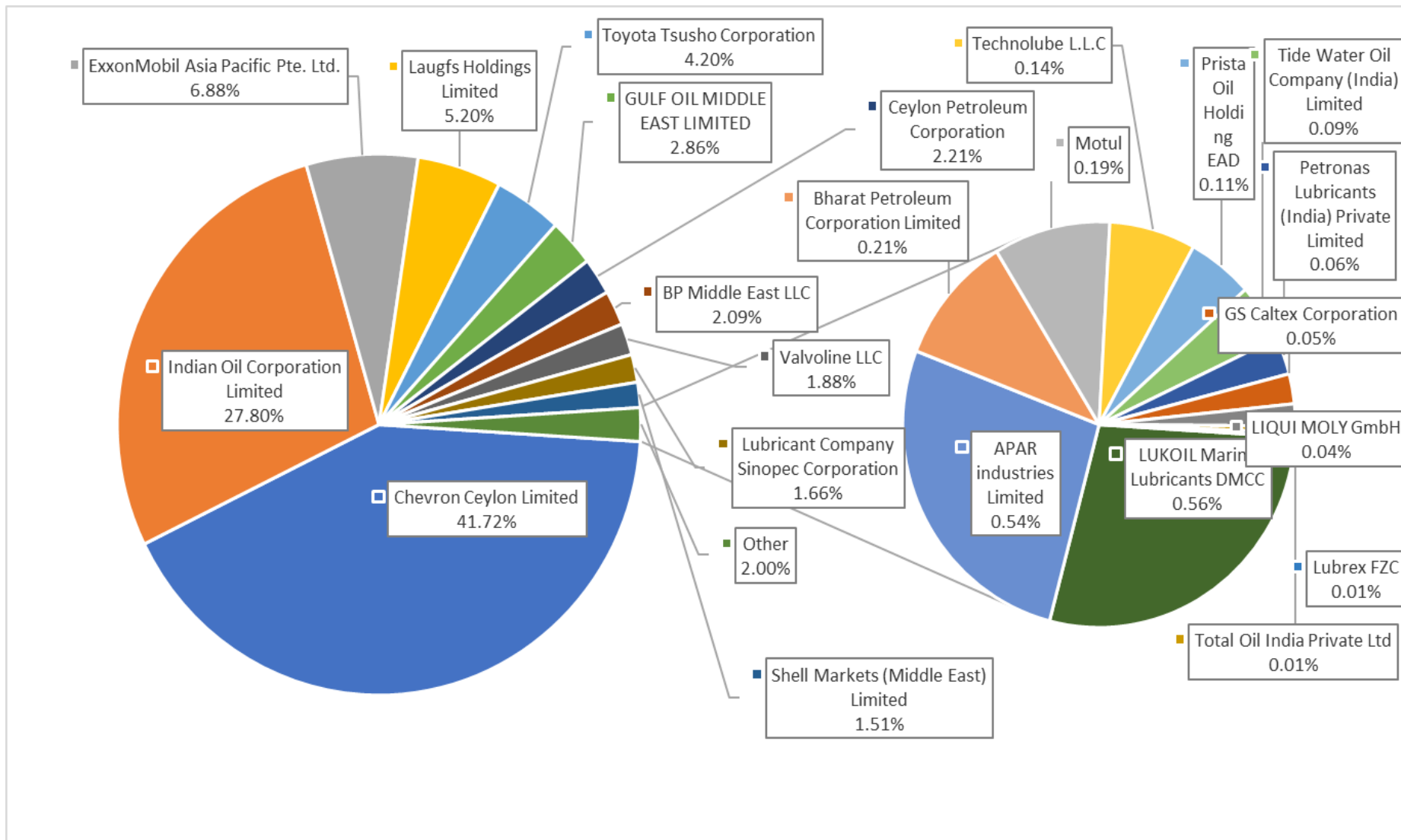
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	 SINOPEC 长城。 PREMIUM LUBRICANTS
		(Greatwall, SINOPEC)
Lukoil Marine Lubricants DMCC	Lanka Shipping & Logistics (Private) Limited	 LUKOIL
	Lubricants Specialists (Private) Limited	LUKOIL
Motul	Spectrum Trading Company (Private) Limited	 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 Limited	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

**Nominee is yet to be appointed

Company-wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY Q4- 2022	
	KL	%
Chevron Ceylon Limited	4,006.80	41.72
Indian Oil Corporation Limited	2,669.42	27.80
ExxonMobil Asia Pacific Pte. Limited.	660.67	6.88
Laugfs Holdings Limited	499.20	5.20
Toyota Tsusho Corporation	403.54	4.20
Gulf Oil Middle East Limited	274.83	2.86
Ceylon Petroleum Corporation	211.80	2.21
BP Middle East LLC	200.30	2.09
Valvoline LLC	180.80	1.88
Lubricant Company Sinopec Corporation	159.68	1.66
Shell Markets (Middle East) Limited	144.75	1.51
Lukoil Marine Lubricants DMCC	53.90	0.56
Apar industries Limited	51.56	0.54
Bharat Petroleum Corporation Limited	19.89	0.21
Motul	18.47	0.19
Technolube L.L.C	13.65	0.14
Prista Oil Holding EAD	10.40	0.11
Tide Water Oil Company (India) Limited	8.78	0.09
Petronas Lubricants (India) Private Limited	5.76	0.06
GS Caltex Corporation	4.58	0.05
Liqui Moly GmbH	3.38	0.04
Total Oil India Private Limited	1.00	0.01
Lubrex FZC	0.69	0.01
Total	9,603.85	100.00

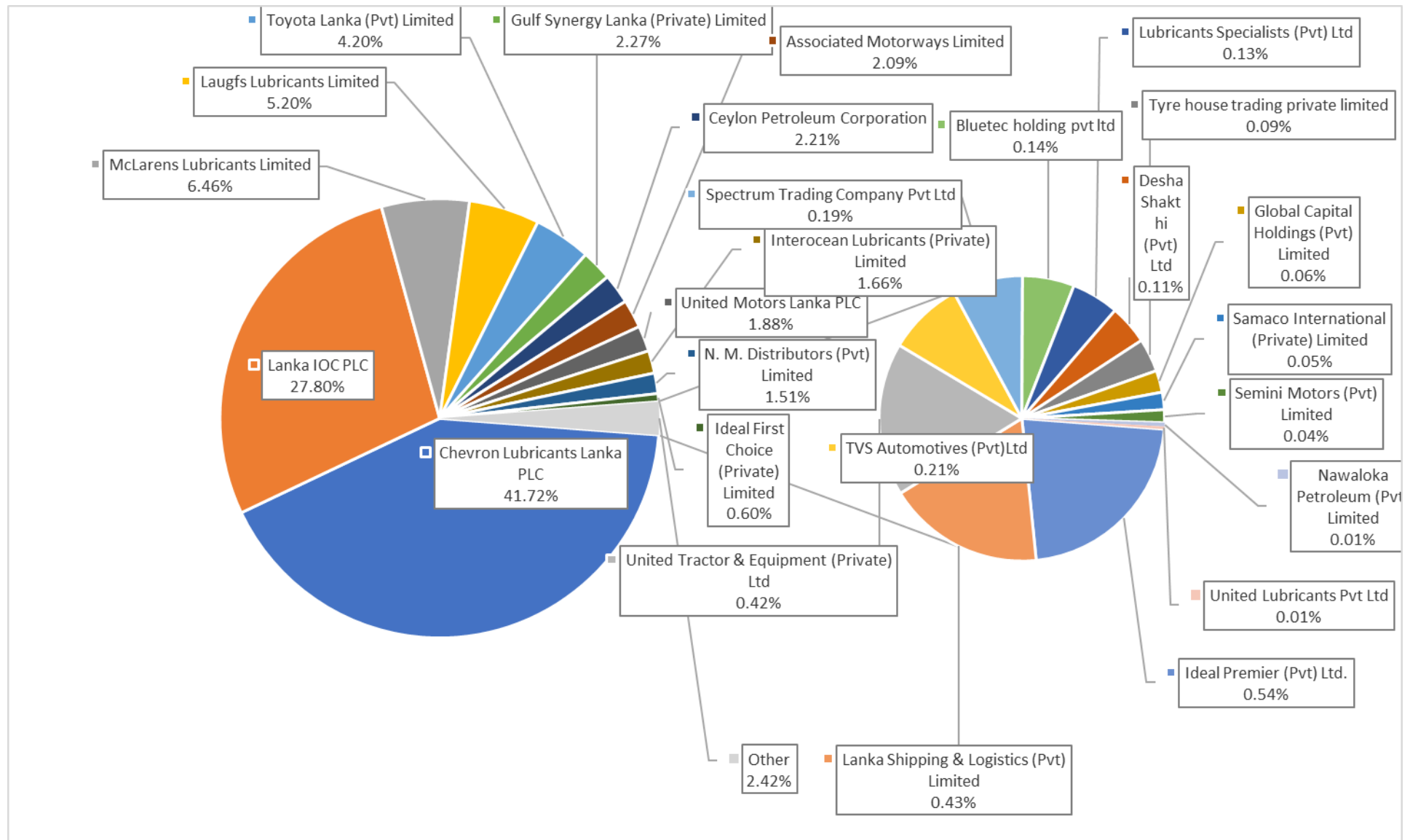
Company-wise Lubricant Sales Quantity



Nominee-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY Q4- 2022	
	KL	%
Chevron Lubricants Lanka PLC	4,006.80	41.72
Lanka IOC PLC	2,669.42	27.80
McLarens Lubricants Limited	620.32	6.46
Laugfs Lubricants Limited	499.20	5.20
Toyota Lanka (Private) Limited	403.54	4.20
Gulf Synergy Lanka (Private) Limited	217.53	2.27
Ceylon Petroleum Corporation	211.80	2.21
Associated Motorways Limited	200.30	2.09
United Motors Lanka PLC	180.80	1.88
Interocean Lubricants (Private) Limited	159.68	1.66
N. M. Distributors (Private) Limited	144.75	1.51
Ideal First Choice (Private) Limited	57.30	0.60
Ideal Premier (Private) Limited.	51.56	0.54
Lanka Shipping & Logistics (Private) Limited	41.41	0.43
United Tractor & Equipment (Private) Limited	40.35	0.42
TVS Automotives (Private)Limited	19.89	0.21
Spectrum Trading Company Private Limited	18.47	0.19
Bluetec holding Private Limited	13.65	0.14
Lubricants Specialists (Private) Limited	12.49	0.13
Desha Shakthi (Private) Limited	10.40	0.11
Tyre house trading private limited	8.78	0.09
Global Capital Holdings (Private) Limited	5.76	0.06
Samaco International (Private) Limited	4.58	0.05
Semini Motors (Private) Limited	3.38	0.04
Nawaloka Petroleum (Private) Limited	1.00	0.01
United Lubricants Private Limited	0.69	0.01
Total	9,603.85	100.00

Nominee-wise Lubricant Sales Quantity



Company-wise Annual Lubricant Sales Quantity (2018 to 2022)

Company	ANNUAL LUBRICANT SALES QUANTITY									
	2022		2021		2020		2019		2018	
	KL	%	KL	%	KL	%	KL	%	KL	%
Apar industries Limited	253.44	0.50	-	-	-	-	-	-	-	-
Bharat Petroleum Corporation Limited	259.98	0.51	1,288.82	1.89	2,416.80	4.03	4,045.00	6.47	3,584.00	5.58
BP Middle East LLC	1,059.31	2.09	1,327.93	1.95	1,248.59	2.08	1,322.01	2.12	1,496.20	2.33
Ceylon Petroleum Corporation	890.26	1.75	3,789.15	5.57	3,544.66	5.92	3,542.42	5.67	4,071.49	6.34
Chevron Lubricants Lanka PLC	24,575.47	48.43	28,327.64	41.65	25,457.79	42.48	25,842.62	41.36	23,987.00	37.32
ExxonMobil Asia Pacific Pte. Limited.	3,507.36	6.91	5,215.93	7.67	3,885.20	6.48	5,683.75	9.10	4,959.08	7.72
GS Caltex Corporation	45.49	0.09	20.04	0.03	-	-	-	-	-	-
Gulf Oil Middle East Limited	1,114.82	2.20	838.34	1.23	-	-	-	-	-	-
Indian Oil Corporation Limited	12,266.16	24.17	13,941.33	20.50	10,381.50	17.32	7,848.61	12.56	11,316.17	17.61
Laugfs Holdings Limited	2,431.52	4.79	5,226.90	7.68	6,135.47	10.24	6,309.86	10.10	5,775.00	8.99
Liqui Moly GmbH	3.38	0.01	-	-	-	-	-	-	-	-
Lubrex FZC	0.69	0.00	-	-	-	-	-	-	-	-
Lukoil Marine Lubricants DMCC	127.88	0.25	-	-	-	-	-	-	-	-
Motul	149.18	0.29	176.66	0.26	63.51	0.11	91.80	0.15	127.58	0.20
Petronas Lubricants (India) Private Limited	12.86	0.03	8.59	0.01	-	-	-	-	-	-
Prista Oil Holding EAD	33.46	0.07	23.85	0.04	-	-	-	-	-	-
Shell Markets (Middle East) Limited	638.41	1.26	1,476.56	2.17	1,633.01	2.73	1,856.72	2.97	2,330.68	3.63
Sinopec Lubricants (Singapore) Pte. Limited	639.03	1.26	1,681.66	2.47	1,143.70	1.91	1,565.60	2.51	1,975.00	3.07
Technolube L.L.C	18.83	0.04	-	-	-	-	-	-	-	-
Tide Water Oil Company (India) Limited	8.78	0.02	-	-	-	-	-	-	-	-
Total Oil India Private Limited	33.48	0.07	-	-	8.89	0.01	264.75	0.42	720.87	1.12
Toyota Tsusho Corporation	1,656.95	3.27	2,441.76	3.59	2,143.97	3.58	2,421.63	3.88	2,398.13	3.73
Valvoline LLC	1,015.67	2.00	2,232.52	3.28	1,862.71	3.11	1,686.69	2.70	1,525.48	2.37
Total	50,742.38	100.00	68,017.69	100.00	59,925.80	100.00	62,481.46	100.00	64,266.67	100.00

Company-wise Lubricant Sales Values

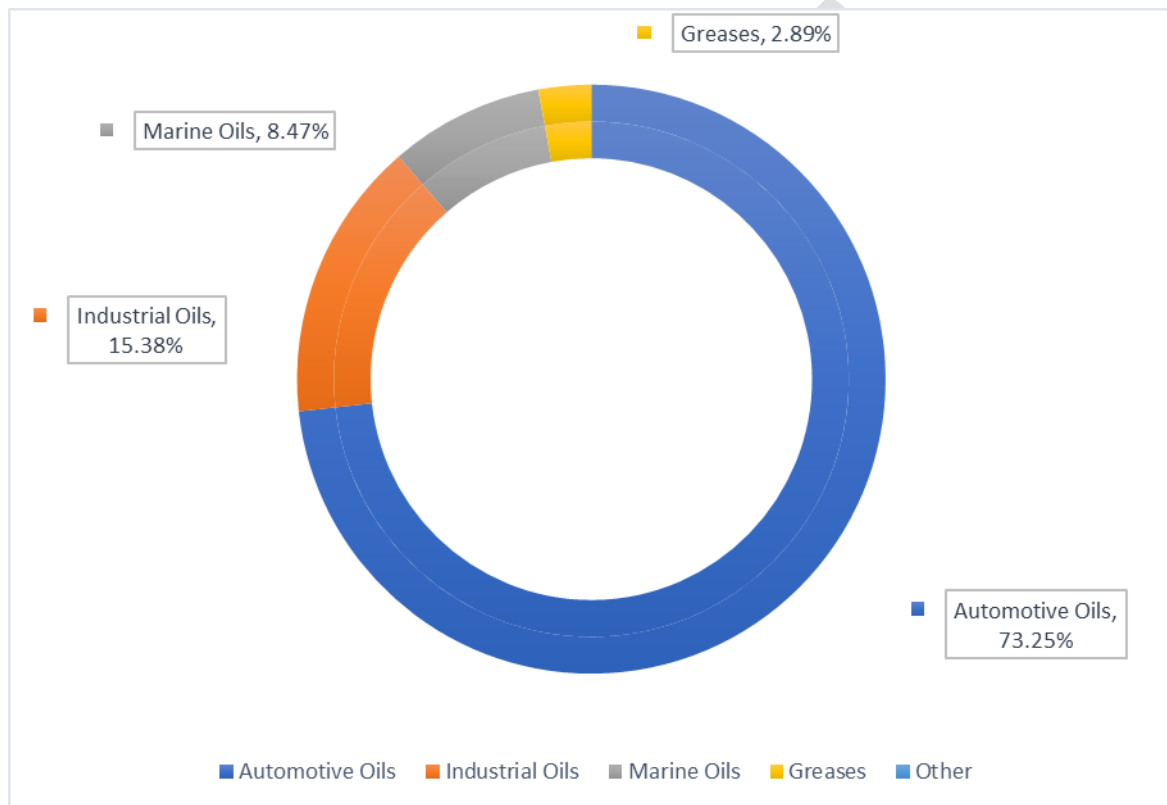
Company	LUBRICANT SALES VALUES 2022-Q4	
	LKR Million	%
Chevron Ceylon Limited	4,445.41	34.83
Indian Oil Corporation Limited	2,673.59	20.95
Toyota Tsusho Corporation	1,260.02	9.87
ExxonMobil Asia Pacific Pte. Limited.	1,229.27	9.63
Laugfs Holdings Limited	774.59	6.07
BP Middle East LLC	482.88	3.78
Valvoline LLC	385.31	3.02
Shell Markets (Middle East) Limited	306.84	2.40
Ceylon Petroleum Corporation	296.17	2.32
Lubricant Company Sinopec Corporation	272.55	2.14
Gulf Oil Middle East Limited	242.00	1.90
Lukoil Marine Lubricants DMCC	124.43	0.97
Apar industries Limited	95.74	0.75
Motul	49.80	0.39
Technolube L.L.C	24.13	0.19
GS Caltex Corporation	21.68	0.17
Prista Oil Holding EAD	19.44	0.15
Tide Water Oil Company (India) Limited	17.14	0.13
Liqui Moly GmbH	16.94	0.13
Bharat Petroleum Corporation Limited	12.56	0.10
Petronas Lubricants (India) Private Limited	9.34	0.07
Lubrex FZC	1.53	0.01
Total Oil India Private Limited	0.99	0.01
Total	12,762.35	100.00

Nominee-wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES 2022-Q4	
	LKR Millions	%
Chevron Lubricants Lanka PLC	4,445.41	34.83
Lanka IOC PLC	2,673.59	20.95
Toyota Lanka (Private) Limited	1,260.02	9.87
McLarens Lubricants Limited	1,152.99	9.03
Laugfs Lubricants Limited	774.59	6.07
Associated Motorways Limited	482.88	3.78
United Motors Lanka PLC	385.31	3.02
N. M. Distributors (Private) Limited	306.84	2.40
Ceylon Petroleum Corporation	296.17	2.32
Interocean Lubricants (Private) Limited	272.55	2.14
Gulf Synergy Lanka (Private) Limited	140.66	1.10
Lanka Shipping & Logistics (Private) Limited	113.55	0.89
Ideal First Choice (Private) Limited	101.34	0.79
Ideal Premier (Private) Limited.	95.74	0.75
United Tractor & Equipment (Private) Limited	76.28	0.60
Spectrum Trading Company Private Limited	49.80	0.39
Bluetec holding Private Limited	24.13	0.19
Samaco International (Private) Limited	21.68	0.17
Desha Shakthi (Private) Limited	19.44	0.15
Tyre house trading private limited	17.14	0.13
Semini Motors (Private) Limited	16.94	0.13
TVS Automotives (Private)Limited	12.56	0.10
Lubricants Specialists (Private) Limited	10.88	0.09
Global Capital Holdings (Private) Limited	9.34	0.07
United Lubricants Private Limited	1.53	0.01
Nawaloka Petroleum (Private) Limited	0.99	0.01
Total	12,762.35	100.00

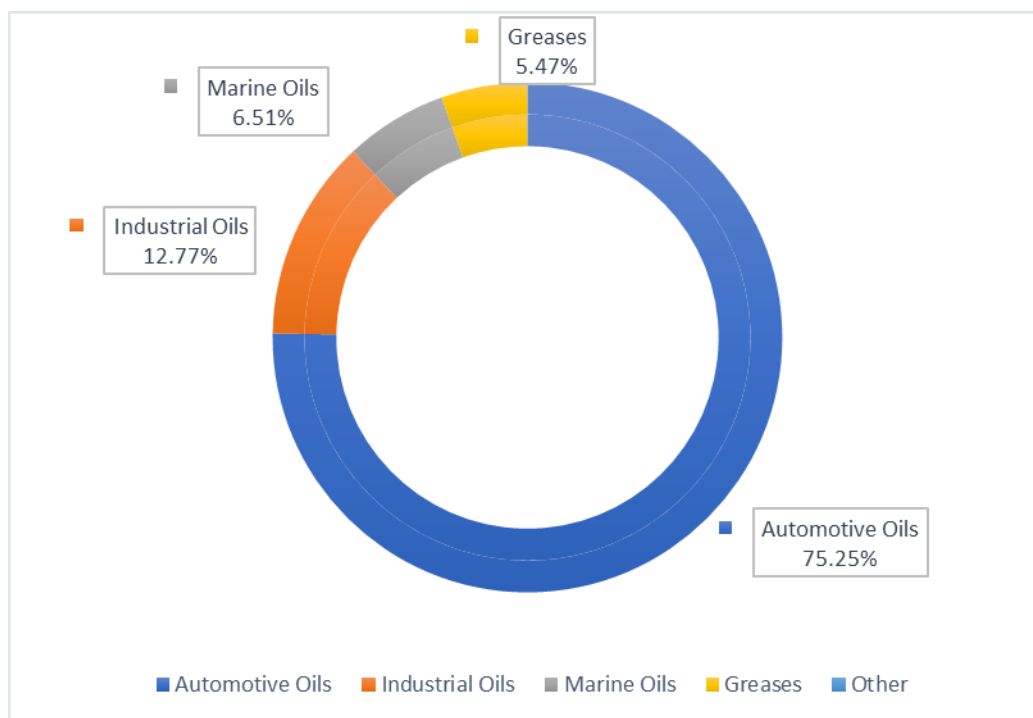
Type of Lubricant-wise Lubricant Sales Quantity

TYPES OF LUBRICANTS	LUBRICANT SALES QUANTITY 2022- Q4	
	KL	%
Automotive Oils	7,035.18	73.25
Industrial Oils	1,477.37	15.38
Marine Oils	813.84	8.47
Greases	277.46	2.89
Total	9,603.85	100.00



Type of Lubricant-wise Lubricant Sales Values

TYPES OF LUBRICANTS	LUBRICANT SALES VALUES 2022- Q4	
	LKR (Millions)	%
Automotive Oils	9,603.81	75.25
Industrial Oils	1,629.18	12.77
Marine Oils	831.30	6.51
Greases	698.05	5.47
Total	12,762.35	100.00



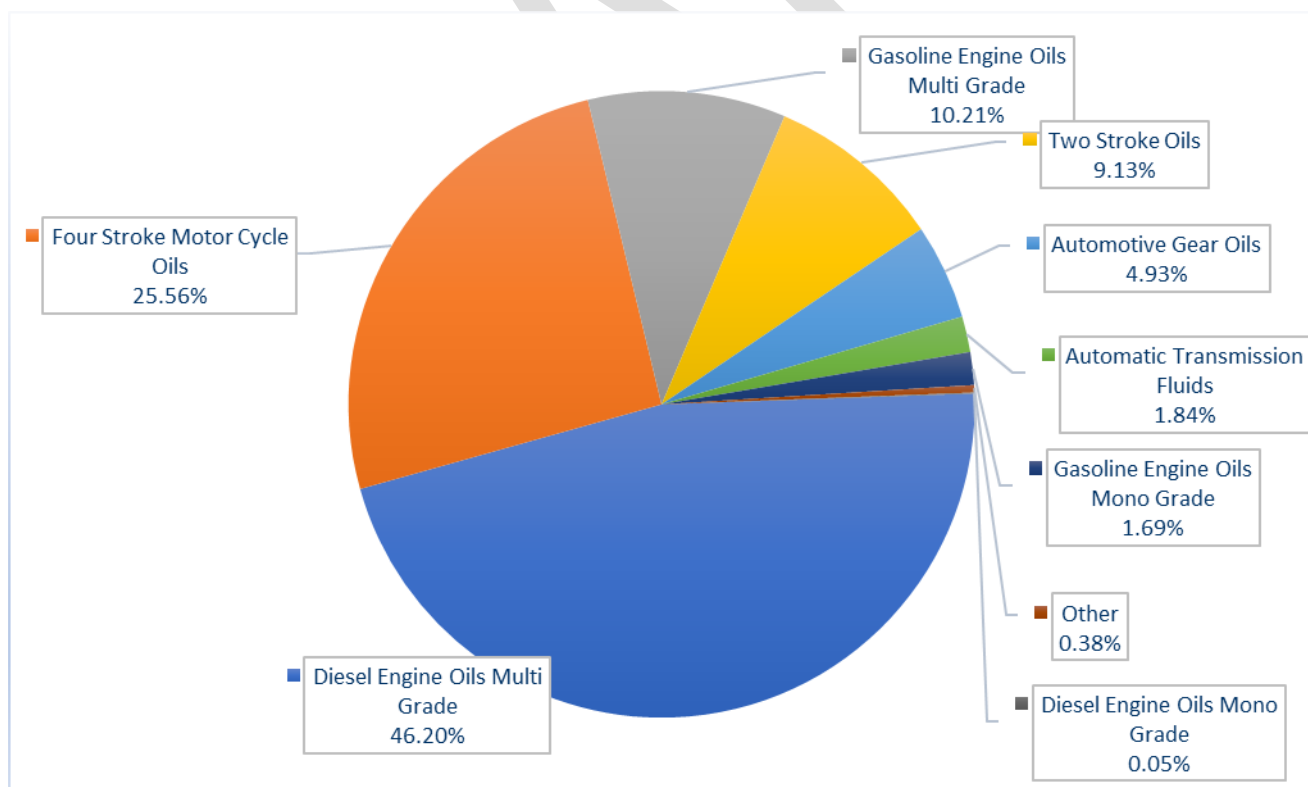
Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY 2022- Q4				
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Total
Chevron Lubricants Lanka PLC	3,001.49	103.48	647.43	254.39	4,006.79
Lanka IOC PLC	2,049.50	43.96	562.76	13.20	2,669.42
McLarens Lubricants Limited	224.90	35.92	85.05	274.45	620.32
Laugfs Lubricants Limited	434.71	22.34	42.15	-	499.20
Toyota Lanka (Private) Limited	403.48	0.06	-	-	403.54
Gulf Synergy Lanka (Private) Limited	-	-	-	217.53	217.53
Ceylon Petroleum Corporation	189.49	4.13	18.18	-	211.80
Associated Motorways Limited	162.75	6.17	-	31.39	200.31
United Motors Lanka PLC	165.53	4.38	10.89	-	180.80
Interocean Lubricants (Private) Limited	87.85	37.68	32.35	1.80	159.68
N. M. Distributors (Private) Limited	63.48	7.64	65.04	8.59	144.75
Ideal First Choice (Private) Limited	50.57	3.54	3.19	-	57.30
Ideal Premier (Private) Limited.	45.61	5.95	-	-	51.56
Lanka Shipping & Logistics (Private) Limited	39.35	-	2.06	-	41.41
United Tractor & Equipment (Private) Limited	38.25	-	2.10	-	40.35
TVS Automotives (Private)Limited	11.51	2.21	6.17	-	19.89
Spectrum Trading Company Private Limited	18.47	-	-	-	18.47
Bluetec holding Private Limited	13.65	-	-	-	13.65
Lubricants Specialists (Private) Limited	-	-	-	12.49	12.49
Desha Shakthi (Private) Limited	10.40	-	-	-	10.40

Tyre house trading private limited	8.78	-	-	-	8.78
Global Capital Holdings (Private) Limited	5.76	-	-	-	5.76
Samaco International (Private) Limited	4.58	-	-	-	4.58
Semini Motors (Private) Limited	3.38	-	-	-	3.38
Nawaloka Petroleum (Private) Limited	1.00	-	-	-	1.00
United Lubricants Private Limited	0.69	-	-	-	0.69
Total	7,035.18	277.46	1,477.37	813.84	9,603.85

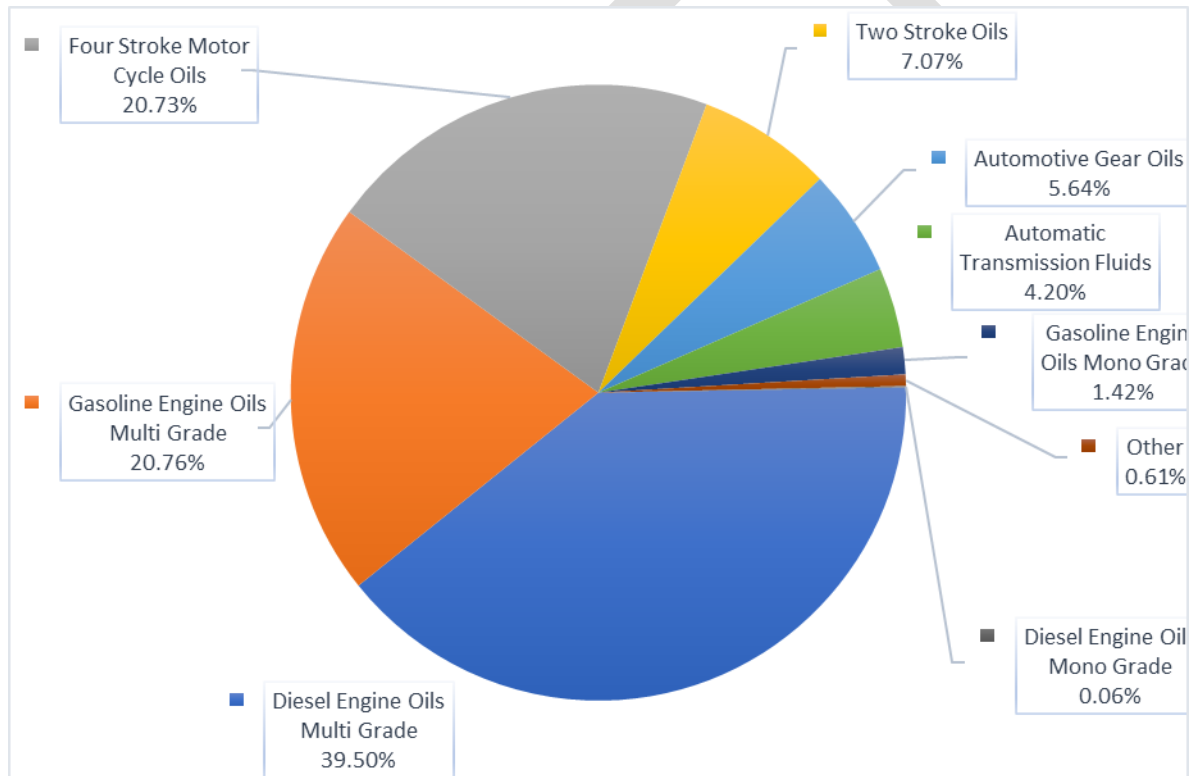
Automotive Lubricant Sales Quantity

AUTOMOTIVE OIL TYPE	LUBRICANT SALES QUANTITY 2022- Q4	
	KL	%
Diesel Engine Oils Multi Grade	3,250.43	46.20
Four Stroke Motor Cycle Oils	1,798.49	25.56
Gasoline Engine Oils Multi Grade	718.40	10.21
Two Stroke Oils	642.27	9.13
Automotive Gear Oils	346.67	4.93
Automatic Transmission Fluids	129.64	1.84
Gasoline Engine Oils Mono Grade	119.14	1.69
Other	26.50	0.38
Diesel Engine Oils Mono Grade	3.63	0.05
Total	7,035.18	100.00



Automotive Lubricant Sales Values

AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2022 - Q4	
	LKR Million	%
Diesel Engine Oils Multi Grade	3,793.87	39.50
Gasoline Engine Oils Multi Grade	1,993.65	20.76
Four Stroke Motor Cycle Oils	1,991.12	20.73
Two Stroke Oils	679.44	7.07
Automotive Gear Oils	541.35	5.64
Automatic Transmission Fluids	403.68	4.20
Gasoline Engine Oils Mono Grade	136.12	1.42
Other	58.35	0.61
Diesel Engine Oils Mono Grade	6.22	0.06
Total	9,603.81	100.00



Nominee-wise Automotive Lubricant Sales Quantity (QUARTERLY LUBRICANT SALES QUANTITY - 2022 Q4)

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	7.60	3.26	0.02	35.02	44.13	-	72.50	0.21	-	162.75
Bluetec holding Private Limited	-	-	-	4.90	7.16	-	1.60	-	-	13.65
Ceylon Petroleum Corporation	2.55	2.42	-	72.58	18.31	0.94	13.36	2.40	76.93	189.49
Chevron Lubricants Lanka PLC	138.47	27.60	-	1,633.02	763.30	115.12	73.59	-	250.39	3,001.49
Desha Shakthi (Private) Limited	-	-	-	-	-	3.00	7.40	-	-	10.40
Energy Consortium Private Limited	-	-	-	-	-	-	-	-	-	-
Global Capital Holdings (Private) Limited	-	4.41	-	0.03	0.60	-	0.72	-	-	5.76
Gulf Synergy Lanka (Private) Limited	-	-	-	-	-	-	-	-	-	-
Ideal First Choice (Private) Limited	2.22	0.12	-	25.46	19.76	-	3.01	-	-	50.57
Ideal Premier (Private) Limited.	1.60	-	-	21.13	11.34	-	11.54	-	-	45.61
Interocean Lubricants (Private) Limited	5.22	13.10	-	51.80	17.33	-	0.40	-	-	87.85
Lanka Ashok Leyland PLC	-	-	-	-	-	-	-	-	-	-
Lanka IOC PLC	116.91	8.63	-	902.84	721.68	-	17.49	-	281.95	2,049.50
Lanka Shipping & Logistics (Private) Limited	1.12	2.22	-	8.31	0.34	-	22.74	4.63	-	39.35
Laugfs Lubricants Limited	47.15	4.37	-	171.61	107.03	-	53.79	17.78	32.98	434.71
Lubricants Specialists (Private) Limited	-	-	-	-	-	-	-	-	-	-
McLarens Lubricants Limited	2.30	5.00	-	74.29	52.50	-	90.80	-	0.01	224.90
N. M. Distributors (Private) Limited	1.91	0.35	3.57	35.53	5.88	-	16.25	-	-	63.48
Nawaloka Petroleum (Private) Limited	0.42	-	-	0.16	0.42	-	-	-	-	1.00
Samaco International (Private) Limited	0.39	0.53	-	0.12	3.27	-	0.28	-	-	4.58
Semini Motors (Private) Limited	-	0.22	-	0.06	0.13	-	2.95	0.03	-	3.38
Spectrum Trading Company Private Limited	0.07	-	-	0.21	5.34	-	11.99	0.86	0.01	18.47
Toyota Lanka (Private) Limited	6.94	54.31	-	76.08	-	-	265.59	0.56	-	403.48
TVS Automotives (Private)Limited	3.34	0.05	0.02	2.67	1.10	0.08	4.22	0.04	-	11.51

Tyre house trading private limited	-	-	-	3.23	-	-	5.55	-	-	8.78
United Lubricants Private Limited	-	-	-	0.50	0.08	-	0.11	-	-	0.69
United Motors Lanka PLC	8.47	3.08	0.01	92.65	18.81	-	42.52	-	-	165.53
United Tractor & Equipment (Private) Limited	-	-	-	38.25	-	-	-	-	-	38.25
TOTAL	346.67	129.64	3.63	3,250.43	1,798.49	119.14	718.40	26.50	642.27	7,035.18

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.

Comparison of Q4 sales data between 2022 and 2021

Type of Lubricant-wise Lubricant Sales Quantity	Fourth Quarter Sales Volume KL		Growth	
	2021	2022	KL	%
Automotive Oils	12,059.98	7,035.18	(5,024.80)	(41.67)
Greases	644.89	277.46	(367.43)	(56.98)
Industrial Oils	2,932.78	1,477.37	(1,455.41)	(49.63)
Marine Oils	1,010.11	813.84	(196.27)	(19.43)
Other	13.00	-	(13.00)	(100.00)
Total	16,660.76	9,603.85	(7,056.91)	(42.36)

Automotive Lubricant Sales Quantity	Fourth Quarter Sales Volume KL		Growth	
	2021	2022	KL	%
Automotive Gear Oils	734.37	346.67	(387.70)	(52.79)
Automatic Transmission Fluids	253.40	129.64	(123.76)	(48.84)
Diesel Engine Oils Mono Grade	740.35	3.63	(736.73)	(99.51)
Diesel Engine Oils Multi Grade	4,524.10	3,250.43	(1,273.67)	(28.15)
Four Stroke Motor Cycle Oils	3,163.85	1,798.49	(1,365.36)	(43.15)
Gasoline Engine Oils Mono Grade	251.25	119.14	(132.11)	(52.58)
Gasoline Engine Oils Multi Grade	1,150.87	718.40	(432.47)	(37.58)
Other	59.39	26.50	(32.89)	(55.38)
Two Stroke Oils	1,182.40	642.27	(540.13)	(45.68)
Total	12,059.98	7,035.18	(5,024.80)	(41.67)

Total sales quantities of the fourth quarter have been declined by 42% compared with the concerned quarter of 2021.

Quarter-wise Sales quantities in 2022

Category-wise Lubricant sales Quantity	Sales Quantity - 2022			
	Q1	Q2	Q3	Q4
Automotive Oils	14,325.65	7,829.37	6,478.40	7,035.18
Greases	709.31	244.58	228.74	277.46
Industrial Oils	4,116.10	2,049.01	1,950.21	1,477.37
Marine Oils	1,427.32	947.11	832.48	813.84
Other	0.26	-	-	-
Total	20,578.64	11,070.07	9,489.83	9,603.85

Automotive Lubricant Sales Quantity	Quarter-wise Sales Quantity - 2022			
	Q1	Q2	Q3	Q4
Automotive Gear Oils	560.51	415.69	270.15	346.67
Automatic Transmission Fluids	255.90	101.61	83.72	129.64
Diesel Engine Oils Mono Grade	48.97	18.07	10.20	3.63
Diesel Engine Oils Multi Grade	6,994.60	3,257.86	3,468.64	3,250.43
Four Stroke Motor Cycle Oils	3,944.85	2,365.21	1,468.37	1,798.49
Gasoline Engine Oils Mono Grade	222.45	167.17	104.36	119.14
Gasoline Engine Oils Multi Grade	1,321.38	626.86	538.61	718.40
Other	25.95	24.78	21.68	26.50
Two Stroke Oils	951.05	852.12	512.67	642.27
Total	14,325.65	7,829.37	6,478.40	7,035.18