



# **Lubricant Market Statistics First Quarter - 2023**

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 FIRST QUARTER OF YEAR 2023

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## 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**		
		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**		(Idemitsu)
Liqui Moly GmbH	Semini Motors (Private) Limited	
		LIQUI MOLY
Lubrex FZC	United Lubricants Private Limited	
		LUBREX

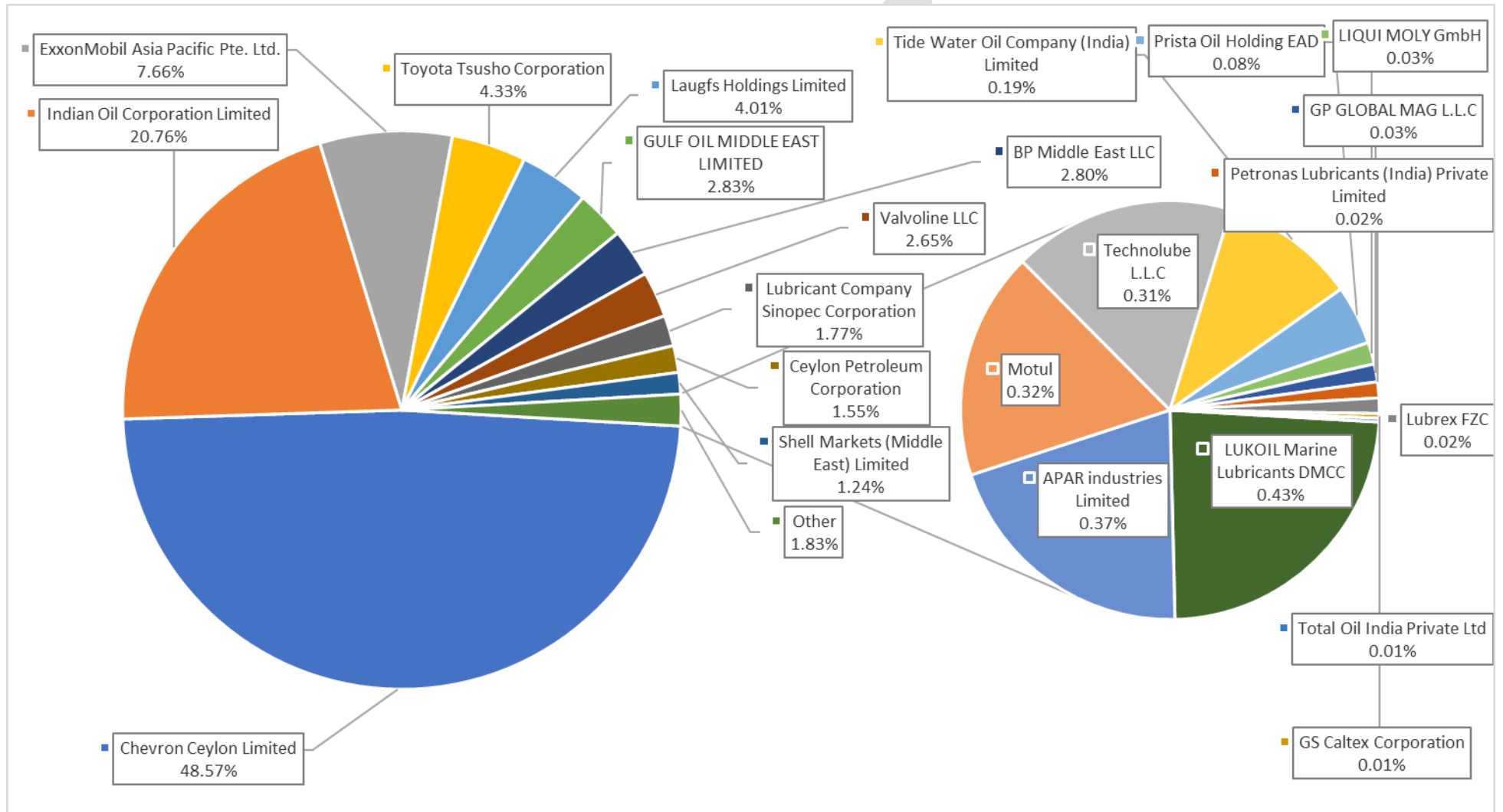
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	 SINOPEC 长城。 PREMIUM LUBRICANTS
		(Greatwall, SINOPEC)
Lukoil Marine Lubricants DMCC	Lanka Shipping & Logistics (Private) Limited	 LUKOIL
	Lubricants Specialists (Private) Limited	LUKOIL
Motul	Spectrum Trading Company (Private) Limited	 MOTUL
		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 Q1- 2023	
	KL	%
Chevron Ceylon Limited	5,049.34	48.57
Indian Oil Corporation Limited	2,158.00	20.76
ExxonMobil Asia Pacific Pte. Limited.	796.11	7.66
Toyota Tsusho Corporation	449.78	4.33
Laugfs Holdings Limited	416.97	4.01
Gulf Oil Middle East Limited	293.83	2.83
BP Middle East LLC	290.93	2.80
Valvoline LLC	275.55	2.65
Lubricant Company Sinopec Corporation	184.42	1.77
Ceylon Petroleum Corporation	160.86	1.55
Shell Markets (Middle East) Limited	129.35	1.24
Lukoil Marine Lubricants DMCC	45.05	0.43
Apar industries Limited	38.71	0.37
Motul	33.39	0.32
Technolube L.L.C	32.57	0.31
Tide Water Oil Company (India) Limited	19.97	0.19
Prista Oil Holding EAD	8.70	0.08
Liqui Moly Gmbh	3.21	0.03
GP Global Mag L.L.C	2.62	0.03
Petronas Lubricants (India) Private Limited	2.34	0.02
Lubrex FZC	2.28	0.02
GS Caltex Corporation	0.67	0.01
Total Oil India Private Limited	0.55	0.01
<b>Total</b>	<b>10,395.19</b>	<b>100.00</b>

### Company-wise Lubricant Sales Quantity

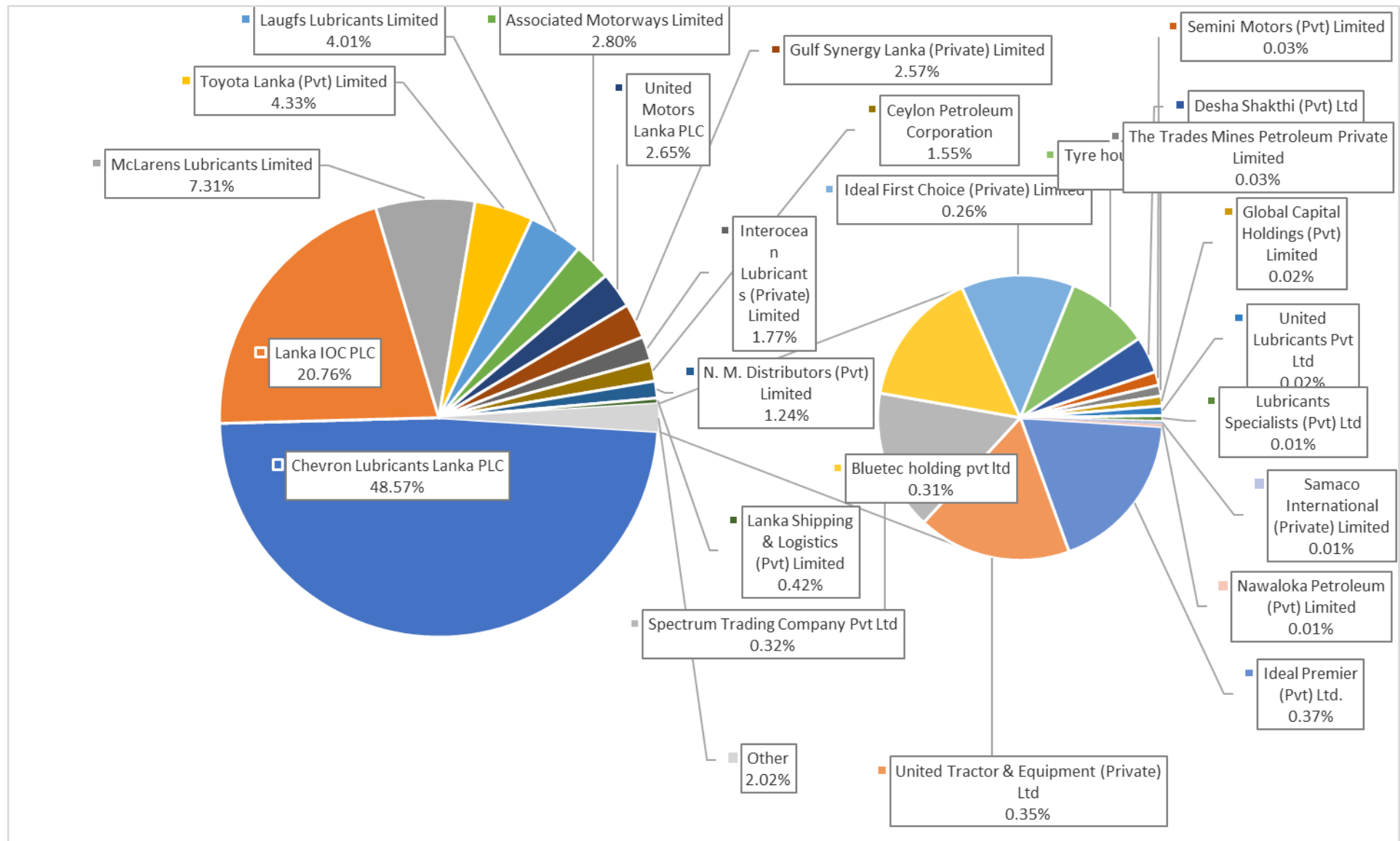


**Nominee-wise Lubricant Sales Quantity**

Nominee Name	LUBRICANT SALES QUANTITY Q1- 2023	
	KL	%
Chevron Lubricants Lanka PLC	5,049.34	48.57
Lanka IOC PLC	2,158.00	20.76
McLarens Lubricants Limited	759.58	7.31
Toyota Lanka (Private) Limited	449.78	4.33
Laugfs Lubricants Limited	416.97	4.01
Associated Motorways Limited	290.93	2.80
United Motors Lanka PLC	275.55	2.65
Gulf Synergy Lanka (Private) Limited	266.87	2.57
Interocean Lubricants (Private) Limited	184.42	1.77
Ceylon Petroleum Corporation	160.86	1.55
N. M. Distributors (Private) Limited	129.35	1.24
Lanka Shipping & Logistics (Private) Limited	43.66	0.42
Ideal Premier (Private) Limited.	38.71	0.37
United Tractor & Equipment (Private) Limited	36.53	0.35
Spectrum Trading Company Private Limited	33.39	0.32
Bluetec holding Private Limited	32.57	0.31
Ideal First Choice (Private) Limited	26.96	0.26
Tyre house trading private limited	19.97	0.19
Desha Shakthi (Private) Limited	8.70	0.08
Semini Motors (Private) Limited	3.21	0.03
The Trades Mines Petroleum Private Limited	2.62	0.03
Global Capital Holdings (Private) Limited	2.34	0.02
United Lubricants Private Limited	2.28	0.02
Lubricants Specialists (Private) Limited	1.39	0.01
Samaco International (Private) Limited	0.67	0.01
Nawaloka Petroleum (Private) Limited	0.55	0.01
<b>Total</b>	<b>10,395.19</b>	<b>100.00</b>



### 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
<b>Total</b>	<b>50,742.38</b>	<b>100.00</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>64,266.67</b>	<b>100.00</b>

### Company-wise Lubricant Sales Values

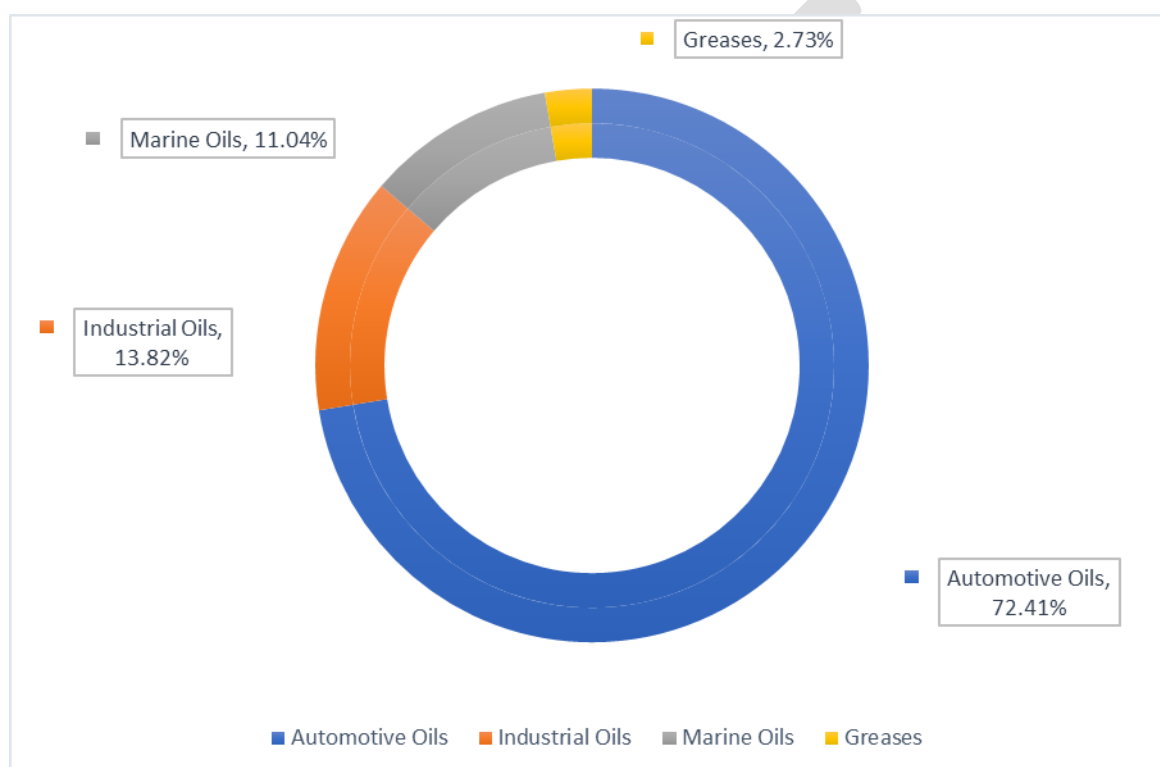
Company	LUBRICANT SALES VALUES 2023-Q1	
	LKR Million	%
Chevron Ceylon Limited	5,783.76	42.06
Indian Oil Corporation Limited	2,085.92	15.17
ExxonMobil Asia Pacific Pte. Limited.	1,605.92	11.68
Toyota Tsusho Corporation	1,283.72	9.34
BP Middle East LLC	564.72	4.11
Laugfs Holdings Limited	513.19	3.73
Valvoline LLC	478.18	3.48
Lubricant Company Sinopec Corporation	296.79	2.16
Shell Markets (Middle East) Limited	288.73	2.10
Ceylon Petroleum Corporation	234.98	1.71
Gulf Oil Middle East Limited	205.17	1.49
Lukoil Marine Lubricants DMCC	111.76	0.81
Motul	86.32	0.63
Technolube L.L.C	68.12	0.50
Apar industries Limited	49.46	0.36
Tide Water Oil Company (India) Limited	41.00	0.30
Liqui Moly GmbH	16.85	0.12
Prista Oil Holding EAD	15.31	0.11
Petronas Lubricants (India) Private Limited	5.35	0.04
GP Global Mag L.L.C	4.73	0.03
GS Caltex Corporation	4.64	0.03
Lubrex FZC	4.60	0.03
Total Oil India Private Limited	0.42	0.00
<b>Total</b>	<b>13,749.63</b>	<b>100.00</b>

### Nominee-wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES 2023-Q1	
	LKR Millions	%
Chevron Lubricants Lanka PLC	5,783.76	42.06
Lanka IOC PLC	2,085.92	15.17
McLarens Lubricants Limited	1,536.34	11.17
Toyota Lanka (Private) Limited	1,283.72	9.34
Associated Motorways Limited	564.72	4.11
Laugfs Lubricants Limited	513.19	3.73
United Motors Lanka PLC	478.18	3.48
Interocean Lubricants (Private) Limited	296.79	2.16
N. M. Distributors (Private) Limited	288.73	2.10
Ceylon Petroleum Corporation	234.98	1.71
Gulf Synergy Lanka (Private) Limited	155.39	1.13
Lanka Shipping & Logistics (Private) Limited	109.68	0.80
Spectrum Trading Company Private Limited	86.32	0.63
United Tractor & Equipment (Private) Limited	69.58	0.51
Bluetec holding Private Limited	68.12	0.50
Ideal First Choice (Private) Limited	49.77	0.36
Ideal Premier (Private) Limited.	49.46	0.36
Tyre house trading private limited	41.00	0.30
Semini Motors (Private) Limited	16.85	0.12
Desha Shakthi (Private) Limited	15.31	0.11
Global Capital Holdings (Private) Limited	5.35	0.04
The Trades Mines Petroleum Private Limited	4.73	0.03
Samaco International (Private) Limited	4.64	0.03
United Lubricants Private Limited	4.60	0.03
Lubricants Specialists (Private) Limited	2.08	0.02
Nawaloka Petroleum (Private) Limited	0.42	0.00
<b>Total</b>	<b>13,749.63</b>	<b>100.00</b>

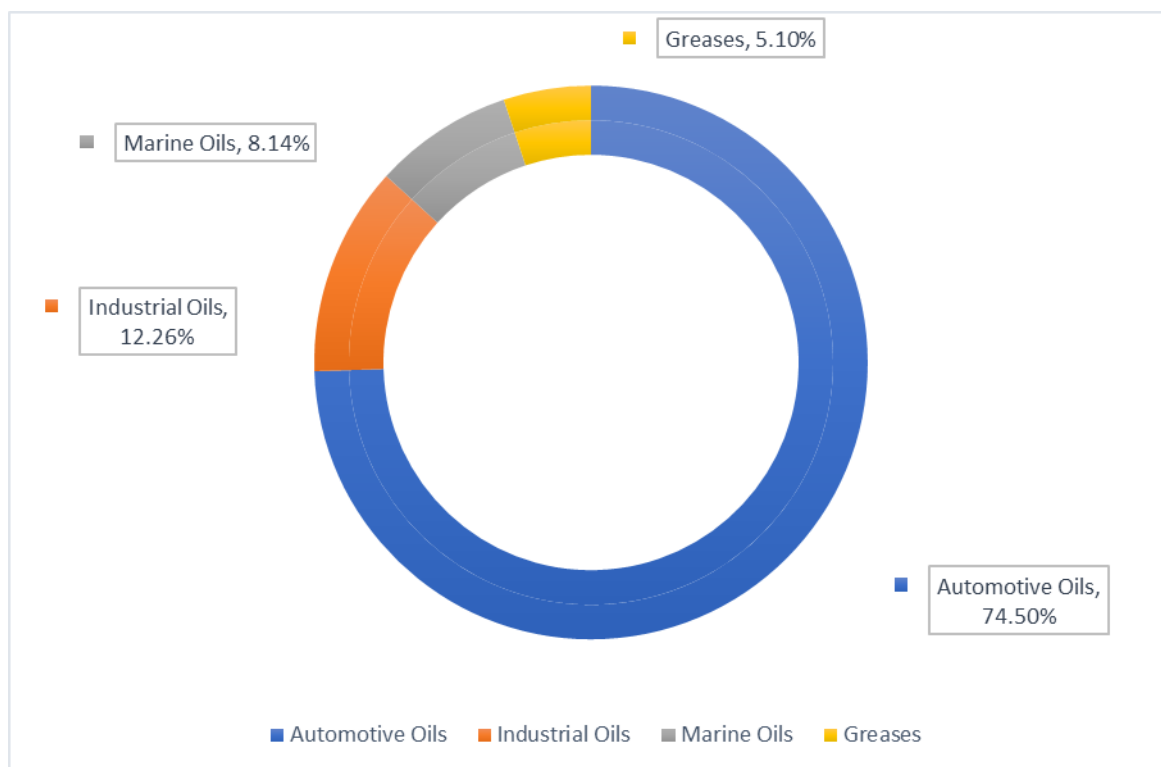
### Type of Lubricant-wise Lubricant Sales Quantity

TYPES OF LUBRICANTS	LUBRICANT SALES QUANTITY 2023- Q1	
	KL	%
Automotive Oils	7,527.27	72.41
Industrial Oils	1,436.24	13.82
Marine Oils	1,147.68	11.04
Greases	284.01	2.73
Total	10,395.19	100.00



### Type of Lubricant-wise Lubricant Sales Values

TYPES OF LUBRICANTS	LUBRICANT SALES VALUES 2023- Q1	
	LKR (Millions)	%
Automotive Oils	10,243.07	74.50
Industrial Oils	1,685.30	12.26
Marine Oils	1,119.42	8.14
Greases	701.84	5.10
Total	13,749.63	100.00



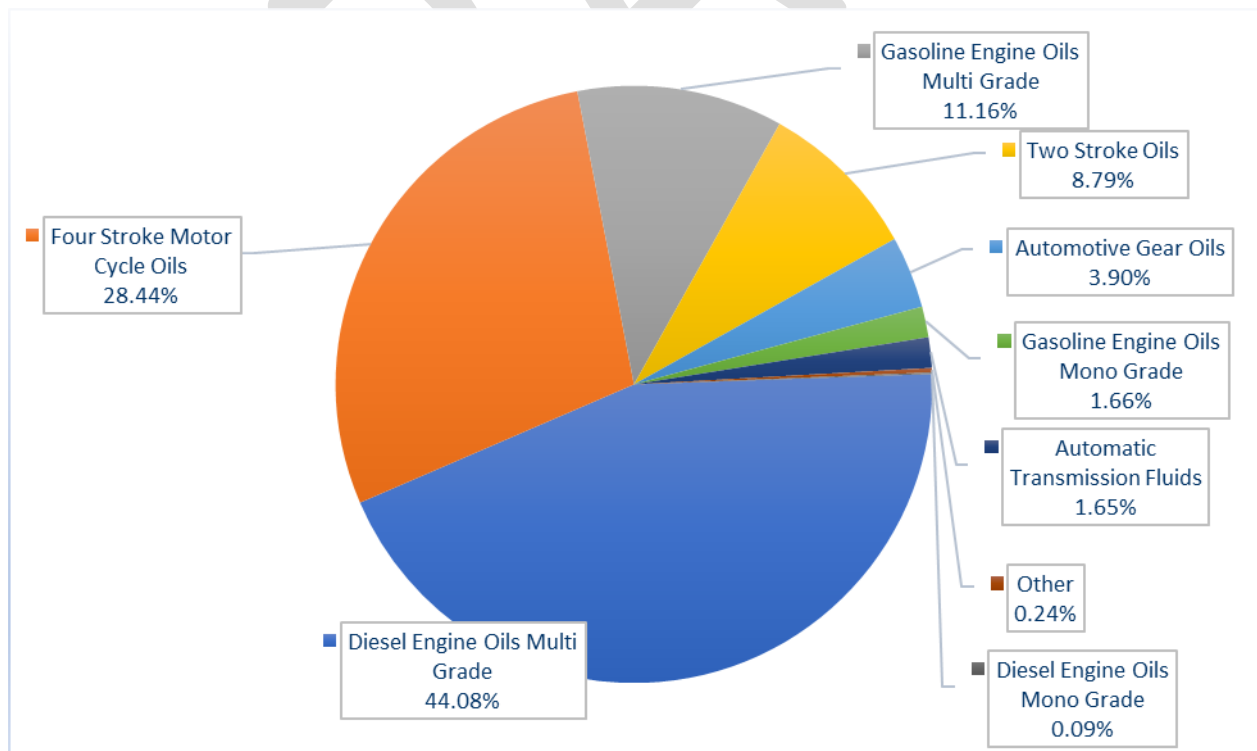
#### Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY 2023- Q1			
	Automotive Oils	Greases	Industrial Oils	Marine Oils
Chevron Lubricants Lanka PLC	3,664.20	134.28	734.98	515.88
Lanka IOC PLC	1,793.95	39.67	311.17	13.20
McLarens Lubricants Limited	358.65	16.78	108.22	275.93
Toyota Lanka (Private) Limited	449.76	0.02	-	-
Laugfs Lubricants Limited	355.73	5.41	55.83	-
Associated Motorways Limited	212.11	4.81	-	74.01
United Motors Lanka PLC	185.53	15.46	74.57	-
Gulf Synergy Lanka (Private) Limited	-	-	-	266.87
Interocean Lubricants (Private) Limited	98.49	61.58	23.95	0.40
Ceylon Petroleum Corporation	140.37	2.31	18.18	-
N. M. Distributors (Private) Limited	50.00	2.47	76.89	-
Lanka Shipping & Logistics (Private) Limited	42.14	-	1.52	-
Ideal Premier (Private) Limited.	13.93	0.30	24.48	-
United Tractor & Equipment (Private) Limited	31.01	-	5.52	-
Spectrum Trading Company Private Limited	33.39	-	-	-
Bluetec holding Private Limited	32.57	-	-	-
Ideal First Choice (Private) Limited	25.46	0.81	0.70	-
Tyre house trading private limited	19.97	-	-	-
Desha Shakthi (Private) Limited	8.70	-	-	-

Semini Motors (Private) Limited	3.10	0.12	-	-
The Trades Mines Petroleum Private Limited	2.62	-	-	-
Global Capital Holdings (Private) Limited	2.13	-	0.21	-
United Lubricants Private Limited	2.26	-	0.02	-
Lubricants Specialists (Private) Limited	-	-	-	1.39
Samaco International (Private) Limited	0.67	-	-	-
Nawaloka Petroleum (Private) Limited	0.55	-	-	-
Total	7,527.27	284.01	1,436.24	1,147.68

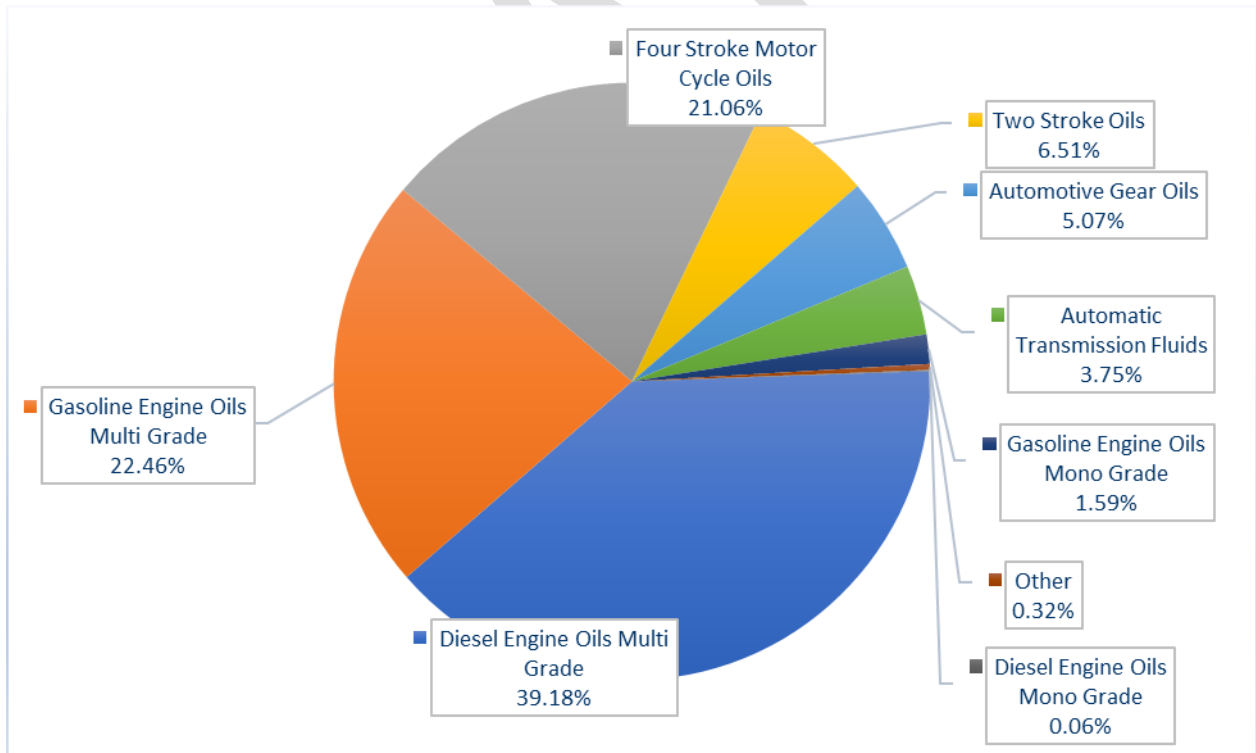
### Automotive Lubricant Sales Quantity

AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2023- Q1	
	KL	%
Diesel Engine Oils Multi Grade	3,317.70	44.08
Four Stroke Motor Cycle Oils	2,140.60	28.44
Gasoline Engine Oils Multi Grade	839.982	11.16
Two Stroke Oils	661.431	8.79
Automotive Gear Oils	293.844	3.90
Gasoline Engine Oils Mono Grade	125.01	1.66
Automatic Transmission Fluids	124.291	1.65
Other	17.955	0.24
Diesel Engine Oils Mono Grade	6.458	0.09
Total	7,527.27	100.00



### Automotive Lubricant Sales Values

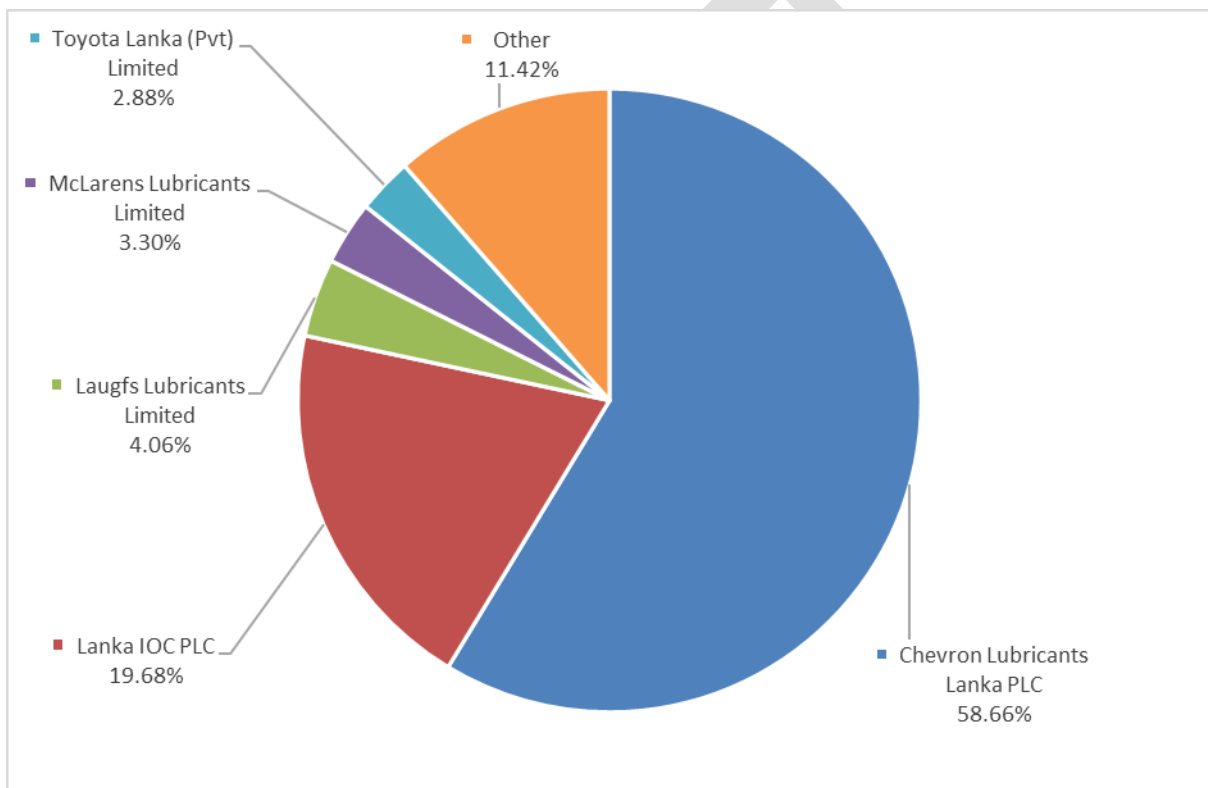
AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2023- Q1	
	LKR Million	%
Diesel Engine Oils Multi Grade	4,013.51	39.18
Gasoline Engine Oils Multi Grade	2,300.25	22.46
Four Stroke Motor Cycle Oils	2,156.72	21.06
Two Stroke Oils	666.82	6.51
Automotive Gear Oils	519.56	5.07
Automatic Transmission Fluids	384.36	3.75
Gasoline Engine Oils Mono Grade	162.63	1.59
Other	32.83	0.32
Diesel Engine Oils Mono Grade	6.38	0.06
<b>Total</b>	<b>10,243.07</b>	<b>100.00</b>





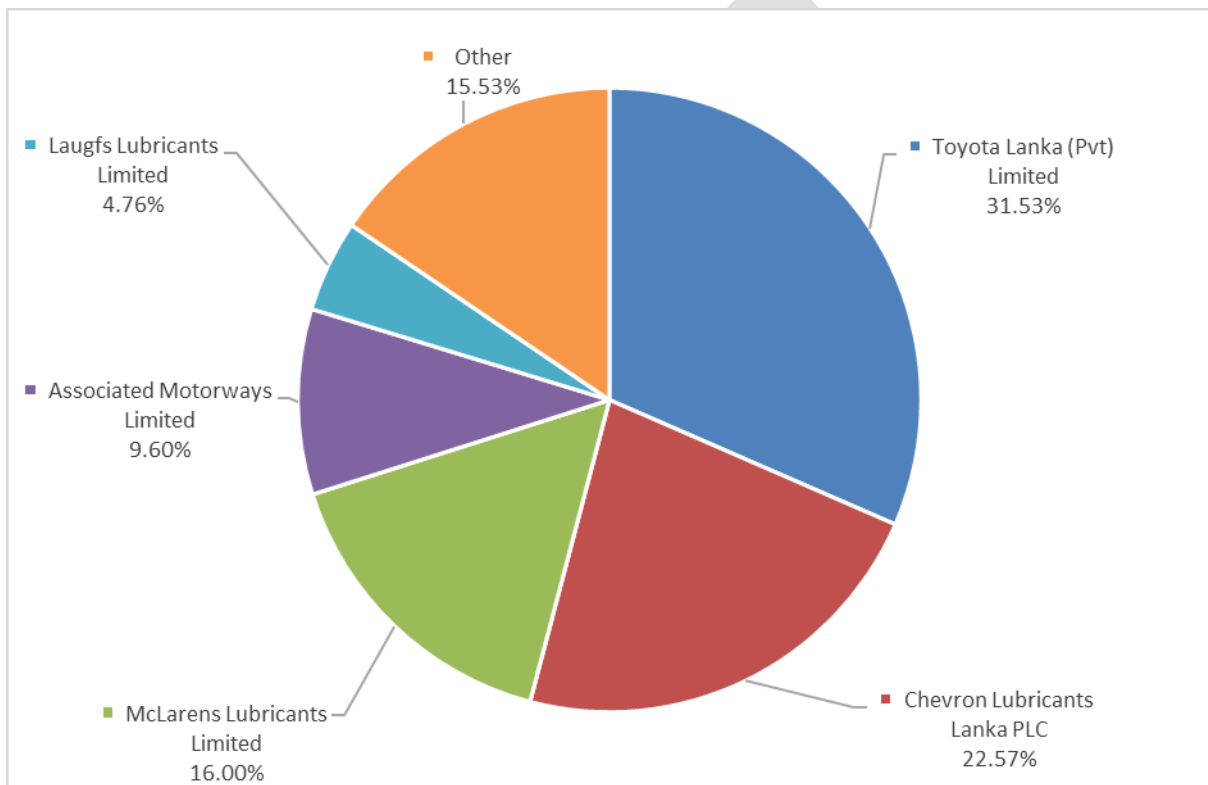
### Diesel Engine Oils Sales Quantity

Name of Nominee	Diesel Engine Oil Qty	
	KL	%
Chevron Lubricants Lanka PLC	1,950.08	58.66
Lanka IOC PLC	654.14	19.68
Laugfs Lubricants Limited	134.87	4.06
McLarens Lubricants Limited	109.71	3.30
Toyota Lanka (Private) Limited	95.60	2.88
Other	379.75	11.42



### Petrol engine Oils Sales Quantity

Name of Nominee	Petrol Engine Oil Qty	
	KL	%
Toyota Lanka (Private) Limited	304.27	31.53
Chevron Lubricants Lanka PLC	217.82	22.57
McLarens Lubricants Limited	154.39	16.00
Associated Motorways Limited	92.68	9.60
Laugfs Lubricants Limited	45.97	4.76
Other	149.87	15.53



**Nominee-wise Automotive Lubricant Sales Quantity (QUARTERLY LUBRICANT SALES QUANTITY - 2023 Q1)**

TYPE	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
Chevron Lubricants Lanka PLC	135.11	37.24	0.21	1,949.87	994.59	121.35	96.47	-	329.36	3,664.20
Lanka IOC PLC	82.40	6.42	-	654.14	824.66	-	8.87	-	217.46	1,793.95
Toyota Lanka (Private) Limited	9.15	40.18	-	95.60	-	-	304.27	0.56	-	449.76
McLarens Lubricants Limited	3.86	9.80	6.24	103.47	80.85	-	154.39	-	0.04	358.65
Laugfs Lubricants Limited	20.25	2.81	-	134.87	61.73	-	45.97	4.67	85.43	355.73
Associated Motorways Limited	5.85	3.30	0.00	51.62	58.25	-	92.68	0.42	-	212.11
United Motors Lanka PLC	6.89	8.11	0.01	87.61	41.53	-	41.39	-	-	185.53
Ceylon Petroleum Corporation	12.15	4.13	-	70.32	5.64	0.26	9.72	9.01	29.14	140.37
Interocean Lubricants (Private) Limited	6.65	8.01	-	65.59	18.24	-	0.00	-	-	98.49
N. M. Distributors (Private) Limited	1.50	0.47	-	30.00	5.93	-	12.10	-	-	50.00
Lanka Shipping & Logistics (Private) Limited	2.56	2.96	-	16.63	0.05	-	17.02	2.91	-	42.14
Spectrum Trading Company Private Limited	0.16	0.01	-	-	10.48	-	22.74	-	0.00	33.39
Bluetec holding Private Limited	-	-	-	10.67	10.12	-	11.78	-	-	32.57
United Tractor & Equipment (Private) Limited	-	-	-	31.01	-	-	-	-	-	31.01
Ideal First Choice (Private) Limited	2.38	0.49	-	8.18	10.85	-	3.38	0.18	-	25.46
Tyre house trading private limited	0.90	-	-	2.93	8.27	-	7.88	-	-	19.97
Ideal Premier (Private) Limited.	3.57	-	-	3.18	4.82	-	2.15	0.21	-	13.93
Desha Shakthi (Private) Limited	-	-	-	-	-	3.40	5.30	-	-	8.70
Semini Motors (Private) Limited	-	0.24	-	0.02	0.07	-	2.77	-	-	3.10
The Trades Mines Petroleum Private Limited	-	-	-	0.59	1.74	-	0.29	-	-	2.62
United Lubricants Private Limited	0.44	-	-	0.78	0.89	-	0.15	-	-	2.26
Global Capital Holdings (Private) Limited	-	-	-	-	1.59	-	0.54	-	-	2.13
Samaco International (Private) Limited	0.03	0.12	-	0.09	0.31	-	0.12	-	-	0.67
Nawaloka Petroleum (Private) Limited	-	-	-	0.55	-	-	-	-	-	0.55
<b>TOTAL</b>	<b>293.84</b>	<b>124.29</b>	<b>6.46</b>	<b>3,317.70</b>	<b>2,140.60</b>	<b>125.01</b>	<b>839.98</b>	<b>17.96</b>	<b>661.43</b>	<b>7,527.27</b>

**Comparison of Q1 sales data between 2023 and 2022**

Type of Lubricant-wise Lubricant Sales Quantity	First Quarter Sales Volume KL		Growth	
	2022	2023	KL	%
Automotive Oils	14,325.65	7,527.27	(6,798.38)	(47.46)
Industrial Oils	4,116.10	1,436.24	(2,679.86)	(65.11)
Marine Oils	1,427.32	1,147.68	(279.64)	(19.59)
Greases	709.31	284.01	(425.30)	(59.96)
Other	0.26	-	(0.26)	(100.00)
Total	20,578.64	10,395.19	(10,183.45)	(49.49)

Automotive Lubricant Sales Quantity	First Quarter Sales Volume KL		Growth	
	2022	2023	KL	%
Diesel Engine Oils Multi Grade	6,994.60	3,317.70	(3,676.90)	(52.57)
Four Stroke Motor Cycle Oils	3,944.85	2,140.60	(1,804.25)	(45.74)
Gasoline Engine Oils Multi Grade	1,321.38	839.98	(481.40)	(36.43)
Two Stroke Oils	951.05	661.43	(289.62)	(30.45)
Automotive Gear Oils	560.51	293.84	(266.66)	(47.58)
Gasoline Engine Oils Mono Grade	222.45	125.01	(97.44)	(43.80)
Automatic Transmission Fluids	255.90	124.29	(131.60)	(51.43)
Other	25.95	17.96	(8.00)	(30.81)
Diesel Engine Oils Mono Grade	48.97	6.46	(42.51)	(86.81)
Total	14,325.65	7,527.27	(6,798.38)	(47.46)

In the first quarter of 2023, the total sales volume of automotive lubricants was 7,527.27 KL, which significantly dropped by 6,798.38 KL or 47.46% compared to the sales volume of 14,325.65 KL in 2022. All categories of automotive lubricants experienced a decline in sales volume during this period, with diesel engine oils multi-grade and four-stroke motor cycle oils witnessing the largest drops. These figures indicate a challenging market situation for automotive lubricants in the first quarter of 2023.

In the comparison between the first quarter of 2022 and 2023, the total sales volume for all lubricants combined decreased from 20,578.64 KL to 10,395.19 KL, indicating a substantial decline of 10,183.45 KL or 49.49% in total sales volume. In summary, all categories of lubricants witnessed a decrease in sales volume during the first quarter of 2023 compared to the previous year. The automotive oils and industrial oils categories experienced the largest drops in sales volume, while the marine oils and greases categories had relatively smaller decreases.

Note: In 2022, the total sales volume of lubricants was 50,742.38 KL. It's worth noting that the first quarter alone accounted for more than 40% of the total sales volume, amounting to 20,578.64 KL. This indicates an exceptional surge in sales volume, primarily driven by consecutive price increases in this period. Consumers purchased extra quantities of products in order to save on future expenses, while retailers sought to maximize their profits.

**Comparison of Q4 and Q1 sales volumes between 2022 and 2023 respectively**

Type of Lubricant-wise Lubricant Sales Quantity	2022-Q4 and 2023-Q1 Sales Quantity (KL)		Growth	
	2022- Q4	2023-Q1	KL	%
Automotive Oils	7,035.18	7,527.27	492.09	6.99
Greases	277.46	284.01	6.55	2.36
Industrial Oils	1,477.37	1,436.24	(41.14)	(2.78)
Marine Oils	813.84	1,147.68	333.84	41.02
Total	9,603.85	10,395.19	791.34	8.24

Considering all types of lubricants, the total sales quantity increased from 9,603.85 KL in Q4 of 2022 to 10,395.19 KL in Q1 of 2023.

The overall growth in total sales quantity during this period was 791.34 KL, reflecting a growth rate of 8.24%. This indicates a positive trend in the lubricant market, with an overall increase in demand across different lubricant types.

In summary, the analysis of the attached data highlights the growth and decline in sales quantity for different types of lubricants. Automotive oils and marine oils experienced significant growth, while industrial oils showed a decline.

Automotive Lubricant Sales Quantity	2022-Q4 and 2023-Q1 Sales Quantity (KL)		Growth	
	2022-Q4	2023-Q1	KL	%
Diesel Engine Oils Multi Grade	3,250.43	3,317.70	67.27	2.07
Four Stroke Motor Cycle Oils	1,798.49	2,140.60	342.11	19.02
Gasoline Engine Oils Multi Grade	718.40	839.98	121.58	16.92
Two Stroke Oils	642.27	661.43	19.16	2.98
Automotive Gear Oils	346.67	293.84	(52.83)	(15.24)
Gasoline Engine Oils Mono Grade	119.14	125.01	5.87	4.92
Automatic Transmission Fluids	129.64	124.29	(5.35)	(4.13)
Other	26.50	17.96	(8.54)	(32.24)
Diesel Engine Oils Mono Grade	3.63	6.46	2.83	78.00
<b>Total</b>	<b>7,035.18</b>	<b>7,527.27</b>	<b>492.09</b>	<b>6.99</b>

Overall, the total sales quantity for all types of automotive lubricants increased from 7,035.18 KL in Q4 of 2022 to 7,527.27 KL in Q1 of 2023. The growth in total sales quantity during this period was 492.09 KL, representing a growth rate of 6.99%.