



# **Lubricant Market Statistics Second 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 SECOND 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	Toyotsu Lanka 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**		(Idemitsu)
Liqui Moly GmbH	Semini Motors (Private) Limited	
		LIQUI MOLY
Lubrex FZC	United Lubricants Private Limited	
		LUBREX

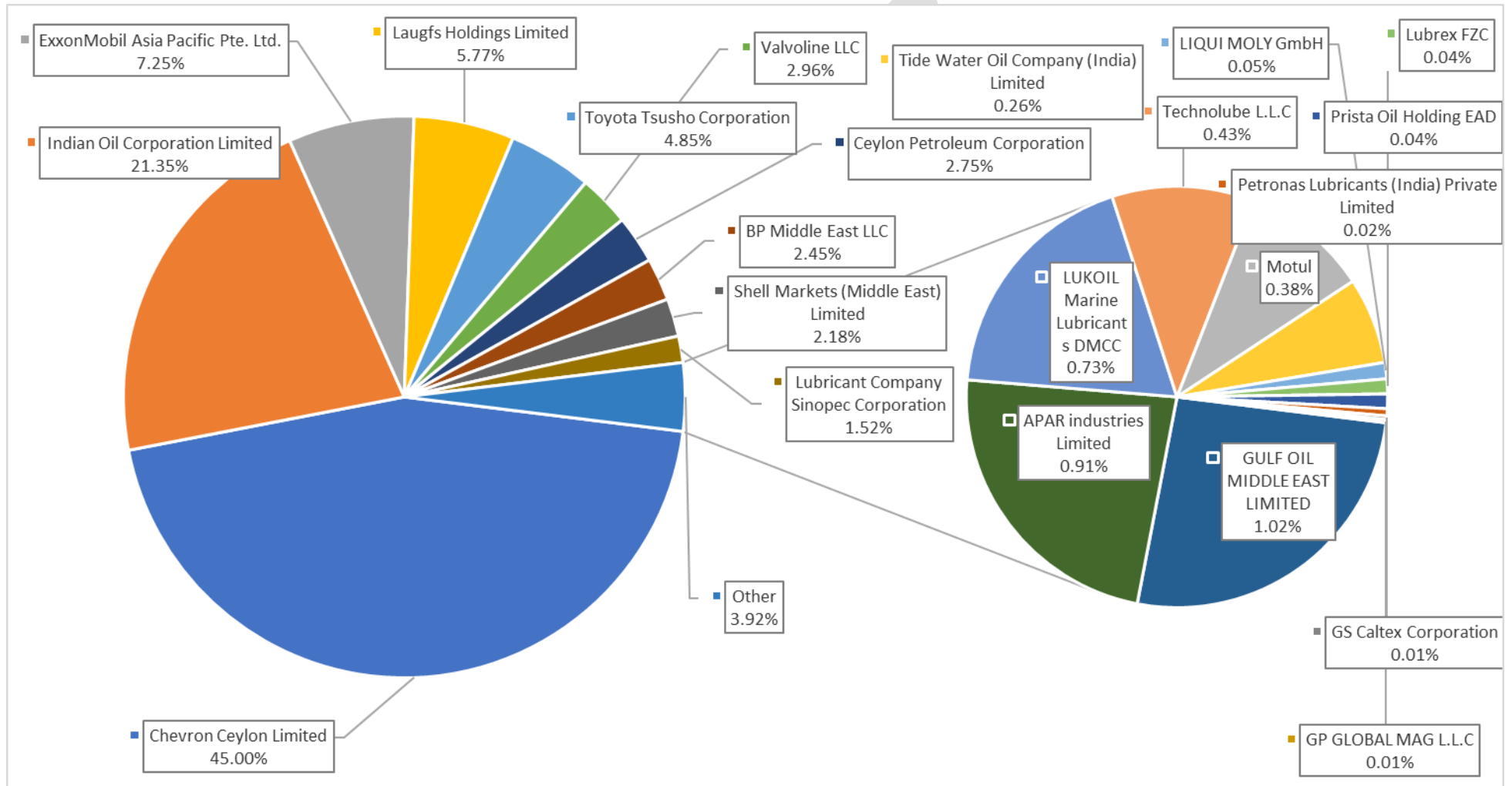
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	 SINOPEC 长城。 PREMIUM LUBRICANTS
		(Greatwall, SINOPEC)
Lukoil Marine Lubricants DMCC	Lanka Shipping & Logistics (Private) Limited	 LUKOIL
	Lubricants Specialists (Private) Limited	LUKOIL
Motul	Spectrum Trading Company (Private) Limited	 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 Q2-2023	
	KL	%
Chevron Ceylon Limited	4,400.28	45.00
Indian Oil Corporation Limited	2,087.59	21.35
ExxonMobil Asia Pacific Pte. Limited.	708.60	7.25
Laugfs Holdings Limited	564.00	5.77
Toyota Tsusho Corporation	474.27	4.85
Valvoline LLC	289.57	2.96
Ceylon Petroleum Corporation	269.27	2.75
BP Middle East LLC	239.79	2.45
Shell Markets (Middle East) Limited	212.81	2.18
Lubricant Company Sinopec Corporation	148.87	1.52
Gulf Oil Middle East Limited	99.93	1.02
Apar industries Limited	89.20	0.91
Lukoil Marine Lubricants DMCC	71.73	0.73
Technolube L.L.C	41.83	0.43
Motul	37.60	0.38
Tide Water Oil Company (India) Limited	25.43	0.26
Liqui Moly Gmbh	4.81	0.05
Lubrex FZC	4.39	0.04
Prista Oil Holding EAD	4.30	0.04
Petronas Lubricants (India) Private Limited	2.08	0.02
GS Caltex Corporation	1.09	0.01
GP Global Mag L.L.C	0.91	0.01
<b>Total</b>	<b>9,778.35</b>	<b>100.00</b>

### Company-wise Lubricant Sales Quantity

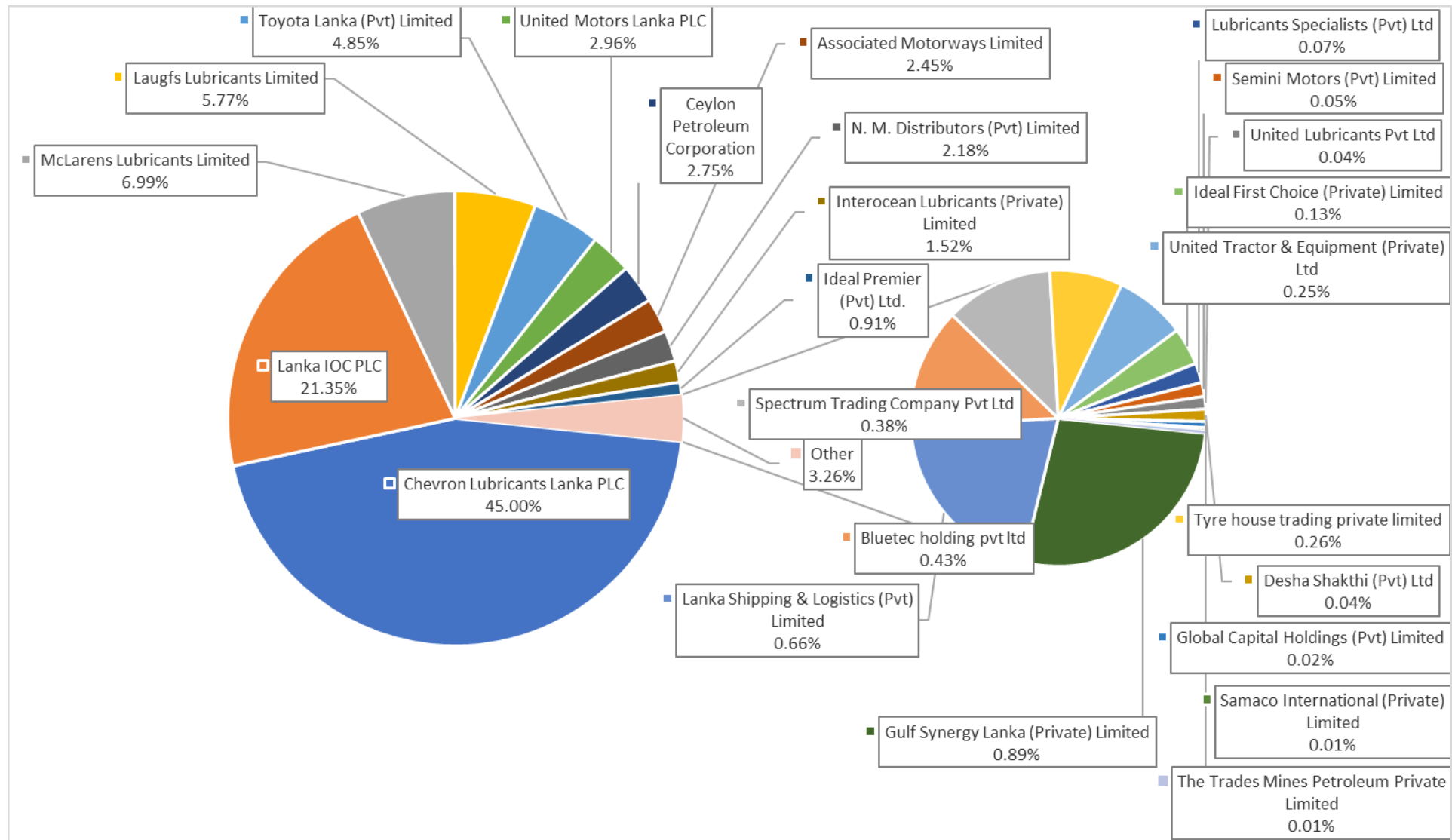


**Nominee-wise Lubricant Sales Quantity**

NOMINEE NAME	LUBRICANT SALES QUANTITY Q2-2023	
	KL	%
Chevron Lubricants Lanka PLC	4,400.28	45.00
Lanka IOC PLC	2,087.59	21.35
McLarens Lubricants Limited	683.72	6.99
Laugfs Lubricants Limited	564.00	5.77
Toyota Lanka (Private) Limited	474.27	4.85
United Motors Lanka PLC	289.57	2.96
Ceylon Petroleum Corporation	269.27	2.75
Associated Motorways Limited	239.79	2.45
N. M. Distributors (Private) Limited	212.81	2.18
Interocean Lubricants (Private) Limited	148.87	1.52
Ideal Premier (Private) Limited.	89.20	0.91
Gulf Synergy Lanka (Private) Limited	86.84	0.89
Lanka Shipping & Logistics (Private) Limited	64.85	0.66
Bluetec holding Private Limited	41.83	0.43
Spectrum Trading Company Private Limited	37.60	0.38
Tyre house trading private limited	25.43	0.26
United Tractor & Equipment (Private) Limited	24.88	0.25
Ideal First Choice (Private) Limited	13.09	0.13
Lubricants Specialists (Private) Limited	6.88	0.07
Semini Motors (Private) Limited	4.81	0.05
United Lubricants Private Limited	4.39	0.04
Desha Shakthi (Private) Limited	4.30	0.04
Global Capital Holdings (Private) Limited	2.08	0.02
Samaco International (Private) Limited	1.09	0.01
The Trades Mines Petroleum Private Limited	0.91	0.01
<b>Total</b>	<b>9,778.35</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

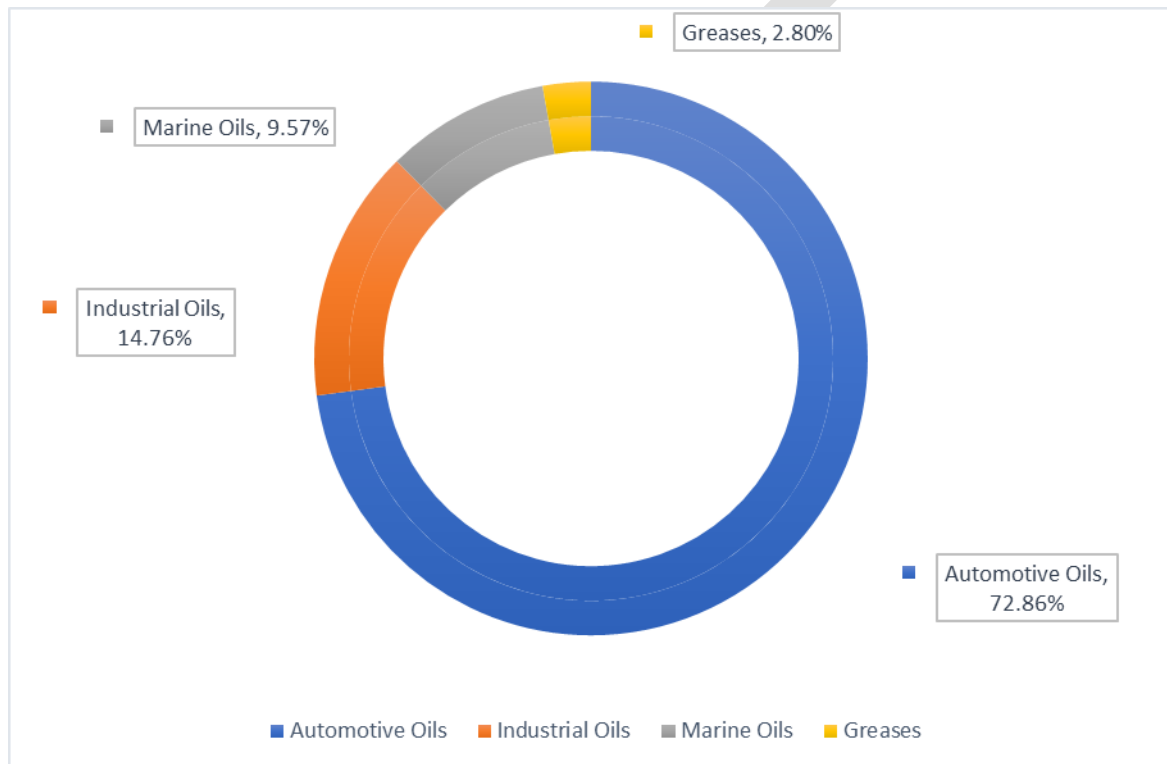
COMPANY	LUBRICANT SALES VALUES 2023-Q2	
	LKR Million	%
Chevron Ceylon Limited	4,713.82	36.70
Indian Oil Corporation Limited	1,997.82	15.55
ExxonMobil Asia Pacific Pte. Limited.	1,470.32	11.45
Toyota Tsusho Corporation	1,368.06	10.65
Laugfs Holdings Limited	643.11	5.01
Valvoline LLC	499.15	3.89
BP Middle East LLC	488.49	3.80
Shell Markets (Middle East) Limited	424.79	3.31
Ceylon Petroleum Corporation	385.53	3.00
Lubricant Company Sinopec Corporation	238.51	1.86
Apar industries Limited	146.47	1.14
Lukoil Marine Lubricants DMCC	144.77	1.13
Technolube L.L.C	82.14	0.64
Motul	81.58	0.64
Gulf Oil Middle East Limited	74.70	0.58
Tide Water Oil Company (India) Limited	41.46	0.32
Liqui Moly GmbH	20.23	0.16
Lubrex FZC	7.90	0.06
Prista Oil Holding EAD	5.16	0.04
GS Caltex Corporation	5.14	0.04
Petronas Lubricants (India) Private Limited	3.35	0.03
GP Global Mag L.L.C	1.64	0.01
<b>Total</b>	<b>12,844.13</b>	<b>100.00</b>

### Nominee-wise Lubricant Sales Values

NOMINEE NAME	LUBRICANT SALES VALUES 2023-Q2	
	LKR Millions	%
Chevron Lubricants Lanka PLC	4,713.82	36.70
Lanka IOC PLC	1,997.82	15.55
McLarens Lubricants Limited	1,417.88	11.04
Toyota Lanka (Private) Limited	1,368.06	10.65
Laugfs Lubricants Limited	643.11	5.01
United Motors Lanka PLC	499.15	3.89
Associated Motorways Limited	488.49	3.80
N. M. Distributors (Private) Limited	424.79	3.31
Ceylon Petroleum Corporation	385.53	3.00
Interocean Lubricants (Private) Limited	238.51	1.86
Ideal Premier (Private) Limited.	146.47	1.14
Lanka Shipping & Logistics (Private) Limited	136.84	1.07
Bluetec holding Private Limited	82.14	0.64
Spectrum Trading Company Private Limited	81.58	0.64
United Tractor & Equipment (Private) Limited	52.44	0.41
Gulf Synergy Lanka (Private) Limited	51.58	0.40
Tyre house trading private limited	41.46	0.32
Ideal First Choice (Private) Limited	23.12	0.18
Semini Motors (Private) Limited	20.23	0.16
Lubricants Specialists (Private) Limited	7.93	0.06
United Lubricants Private Limited	7.90	0.06
Desha Shakthi (Private) Limited	5.16	0.04
Samaco International (Private) Limited	5.14	0.04
Global Capital Holdings (Private) Limited	3.35	0.03
The Trades Mines Petroleum Private Limited	1.64	0.01
<b>Total</b>	<b>12,844.13</b>	<b>100.00</b>

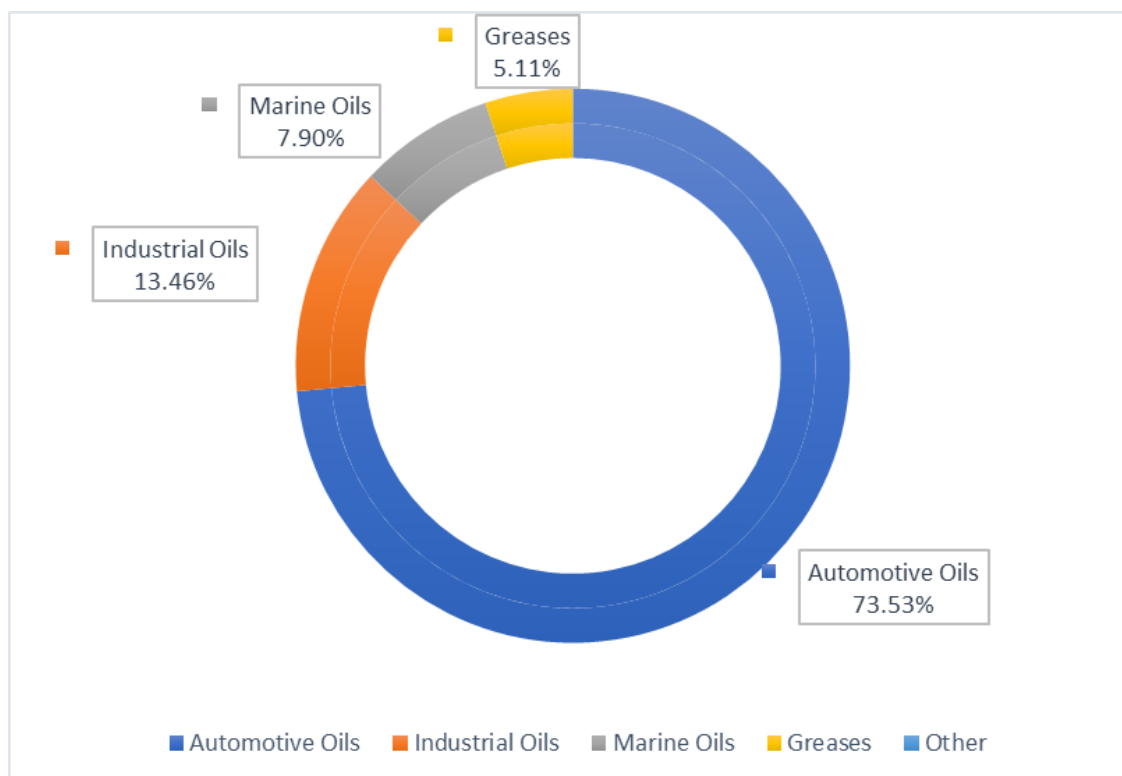
### Type of Lubricant-wise Lubricant Sales Quantity

TYPES OF LUBRICANTS	LUBRICANT SALES QUANTITY 2023- Q2	
	KL	%
Automotive Oils	7,124.52	72.86
Industrial Oils	1,443.58	14.76
Marine Oils	936.031	9.57
Greases	274.215	2.80
Total	9,778.35	100.00



### Type of Lubricant-wise Lubricant Sales Values

TYPES OF LUBRICANTS	LUBRICANT SALES VALUES 2023- Q2	
	LKR (Millions)	%
Automotive Oils	9,444.52	73.53
Industrial Oils	1,728.68	13.46
Marine Oils	1,014.22	7.90
Greases	656.71	5.11
Other	-	-
Total	12,844.13	100.00



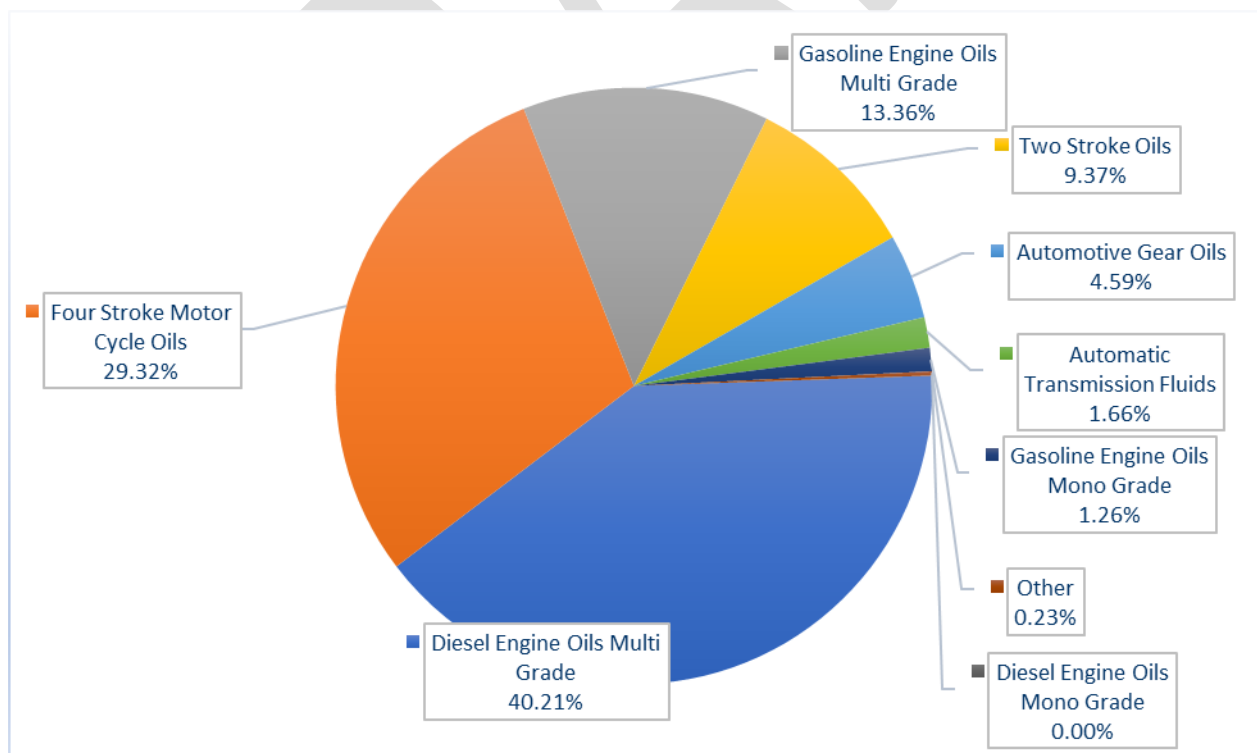
#### Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

NOMINEE NAME	LUBRICANT SALES QUANTITY 2023- Q2			
	Automotive Oils	Greases	Industrial Oils	Marine Oils
Chevron Lubricants Lanka PLC	2,916.00	107.20	754.29	622.79
Lanka IOC PLC	1,837.99	29.75	206.66	13.20
McLarens Lubricants Limited	339.79	43.44	133.13	167.36
Laugfs Lubricants Limited	455.90	10.60	97.50	-
Toyota Lanka (Private) Limited	474.24	0.03	-	-
United Motors Lanka PLC	234.22	8.05	47.29	-
Ceylon Petroleum Corporation	255.00	8.62	5.65	-
Associated Motorways Limited	202.34	4.13	-	33.32
N. M. Distributors (Private) Limited	101.86	5.09	104.81	1.05
Interocean Lubricants (Private) Limited	58.53	42.15	43.59	4.60
Ideal Premier (Private) Limited.	49.81	14.91	24.48	-
Gulf Synergy Lanka (Private) Limited	-	-	-	86.84
Lanka Shipping & Logistics (Private) Limited	64.83	-	0.02	-
Bluetec holding Private Limited	41.83	-	-	-
Spectrum Trading Company Private Limited	37.60	-	-	-
Tyre house trading private limited	25.43	-	-	-
United Tractor & Equipment (Private) Limited	0.26	0.18	24.44	-
Ideal First Choice (Private) Limited	12.85	0.03	0.21	-
Lubricants Specialists (Private) Limited	-	-	-	6.88

Semini Motors (Private) Limited	4.78	0.03	-	-
United Lubricants Private Limited	4.35	-	0.04	-
Desha Shakthi (Private) Limited	4.30	-	-	-
Global Capital Holdings (Private) Limited	0.61	-	1.47	-
Samaco International (Private) Limited	1.09	-	-	-
The Trades Mines Petroleum Private Limited	0.91	-	-	-
<b>Total</b>	<b>7,124.52</b>	<b>274.22</b>	<b>1,443.58</b>	<b>936.03</b>

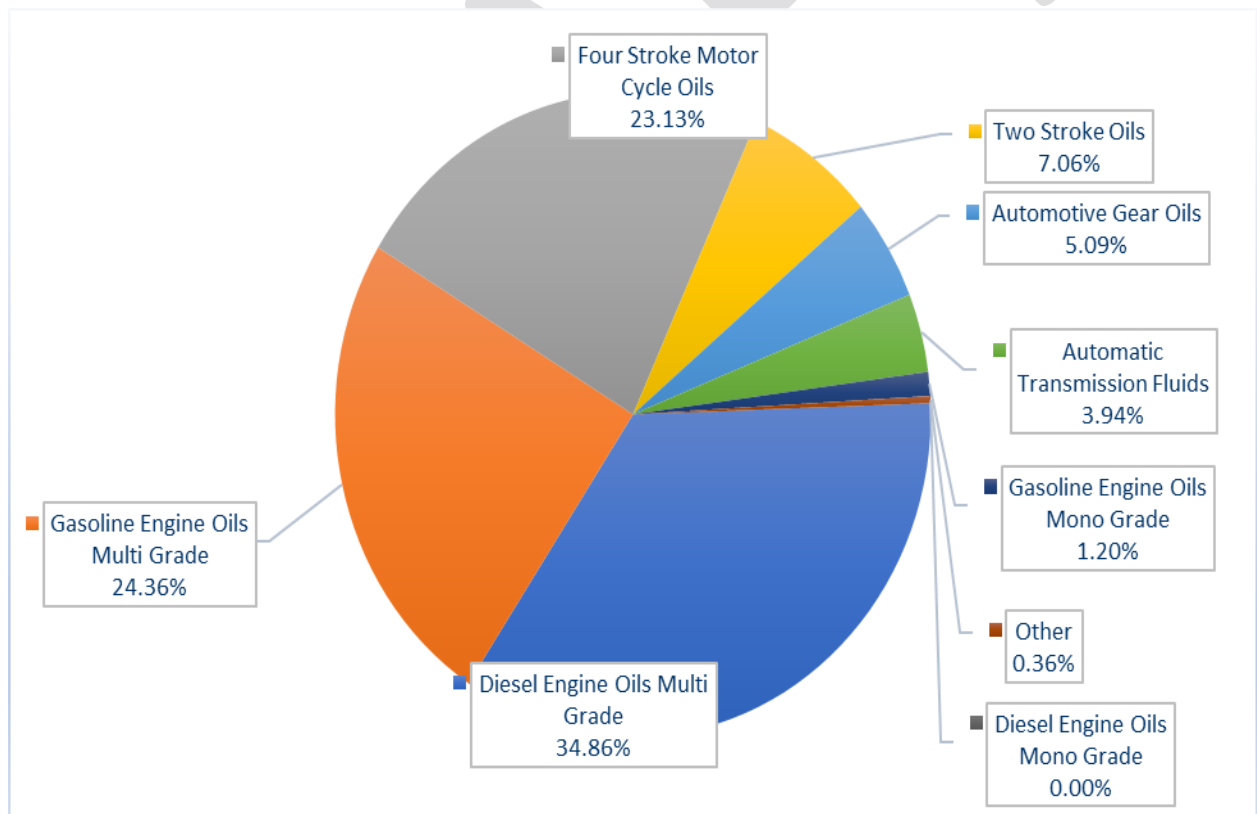
### Automotive Lubricant Sales Quantity

AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2023- Q2	
	KL	%
Diesel Engine Oils Multi Grade	2,864.69	40.21
Four Stroke Motor Cycle Oils	2,089.09	29.32
Gasoline Engine Oils Multi Grade	951.82	13.36
Two Stroke Oils	667.22	9.37
Automotive Gear Oils	327.34	4.59
Automatic Transmission Fluids	118.02	1.66
Gasoline Engine Oils Mono Grade	90.10	1.26
Other	16.23	0.23
Diesel Engine Oils Mono Grade	0.01	0.00
<b>Total</b>	<b>7,124.52</b>	<b>100.00</b>



### Automotive Lubricant Sales Values

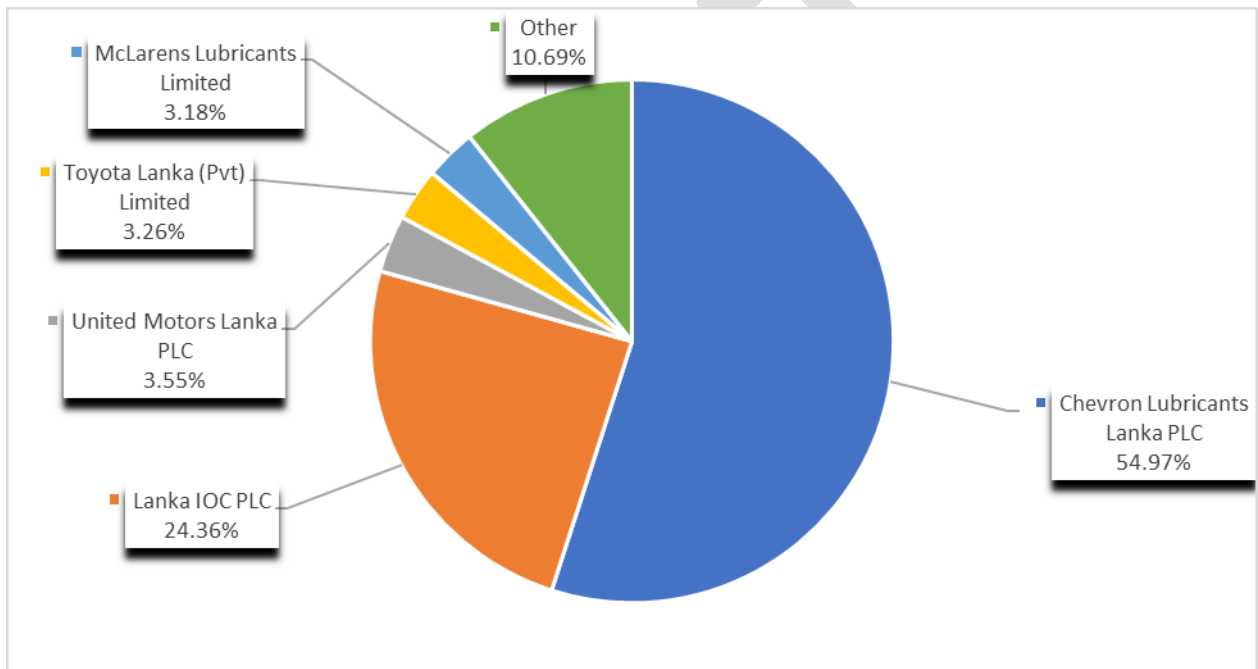
AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2023- Q2	
	LKR Million	%
Diesel Engine Oils Multi Grade	3,292.49	34.86
Gasoline Engine Oils Multi Grade	2,300.70	24.36
Four Stroke Motor Cycle Oils	2,184.85	23.13
Two Stroke Oils	667.00	7.06
Automotive Gear Oils	480.35	5.09
Automatic Transmission Fluids	371.83	3.94
Gasoline Engine Oils Mono Grade	113.20	1.20
Other	34.08	0.36
Diesel Engine Oils Mono Grade	0.01	0.00
<b>Total</b>	<b>9,444.52</b>	<b>100.00</b>





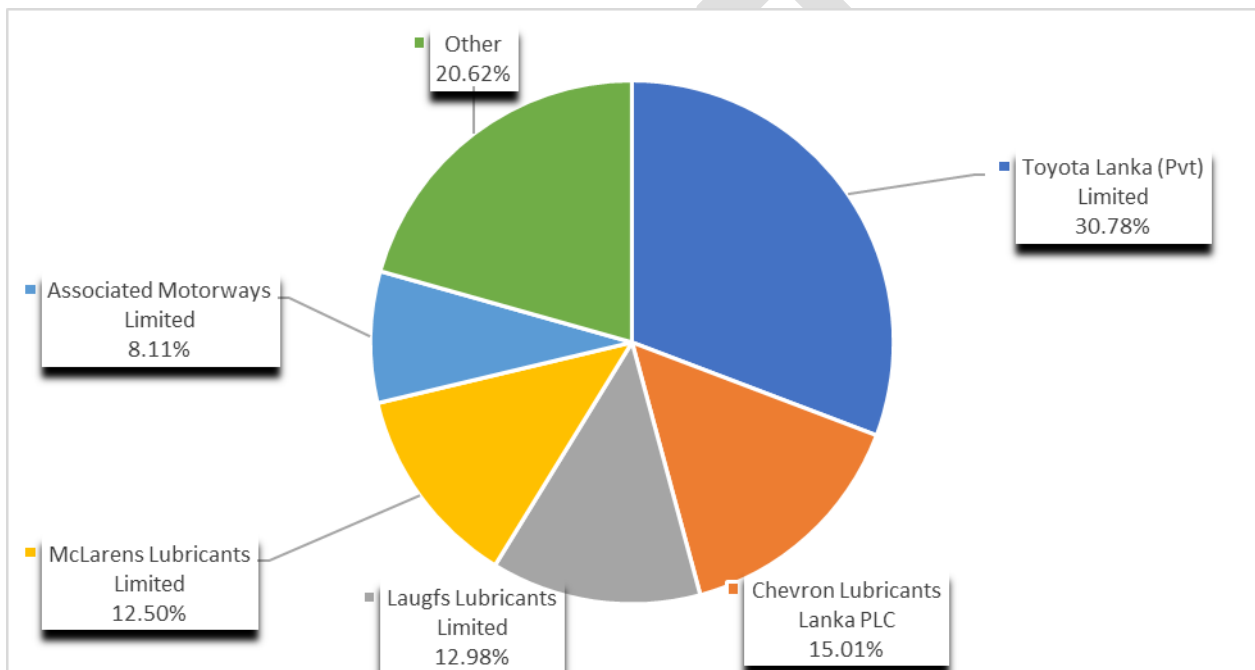
### Diesel Engine Oils Sales Quantity

Name of Nominee	Diesel Engine Oil Qty Q2-2023	
	KL	%
Chevron Lubricants Lanka PLC	1,574.80	54.97
Lanka IOC PLC	697.77	24.36
United Motors Lanka PLC	101.58	3.55
Toyota Lanka (Private) Limited	93.47	3.26
McLarens Lubricants Limited	90.99	3.18
Other	306.10	10.69
<b>Total</b>	<b>2,864.71</b>	<b>100.00</b>



### Petrol engine Oils Sales Quantity

Name of Nominee	Petrol Engine Oil Qty Q2-2023	
	KL	%
Toyota Lanka (Private) Limited	320.74	30.78
Chevron Lubricants Lanka PLC	156.40	15.01
Laugfs Lubricants Limited	135.23	12.98
McLarens Lubricants Limited	130.20	12.50
Associated Motorways Limited	84.53	8.11
Other	214.82	20.62
<b>Total</b>	<b>1,041.92</b>	<b>100.00</b>



**Nominee-wise Automotive Lubricant Sales Quantity (Quarterly Lubricant Sales Quantity - 2023 Q2)**

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	136.60	21.70	-	1,574.80	811.00	90.10	66.30	-	215.50	2,916.00
Lanka IOC PLC	89.55	4.58	-	697.77	802.19	-	6.91	-	236.99	1,837.99
Toyota Lanka (Private) Limited	9.06	50.30	-	93.47	-	-	320.74	0.67	-	474.24
Laugfs Lubricants Limited	30.21	1.47	-	52.28	130.06	-	135.23	5.57	101.08	455.90
McLarens Lubricants Limited	6.71	6.21	-	90.99	105.61	-	130.20	-	0.07	339.79
Ceylon Petroleum Corporation	20.41	9.08	-	70.32	17.34	-	18.73	5.56	113.56	255.00
United Motors Lanka PLC	6.07	12.49	0.01	101.57	65.20	-	48.88	-	-	234.22
Associated Motorways Limited	2.52	0.74	0.01	47.91	66.34	-	84.53	0.29	-	202.34
N. M. Distributors (Private) Limited	1.63	0.59	-	63.26	20.49	-	15.89	-	-	101.86
Lanka Shipping & Logistics (Private) Limited	1.66	1.95	-	13.41	0.01	-	45.44	2.36	-	64.83
Interocean Lubricants (Private) Limited	11.73	5.80	-	21.28	19.71	-	0.00	-	-	58.53
Ideal Premier (Private) Limited.	7.49	-	-	7.65	8.22	-	26.03	0.42	-	49.81
Bluetec holding Private Limited	-	-	-	13.69	10.14	-	18.01	-	-	41.83
Spectrum Trading Company Private Limited	0.10	-	-	0.21	17.91	-	18.24	1.13	0.02	37.60
Tyre house trading private limited	-	2.60	-	4.78	11.19	-	6.86	-	-	25.43
Ideal First Choice (Private) Limited	2.31	0.01	-	8.42	1.31	-	0.59	0.22	-	12.85
Semini Motors (Private) Limited	-	0.47	-	0.03	0.09	-	4.17	0.02	-	4.78
United Lubricants Private Limited	1.26	-	-	2.32	0.56	-	0.22	-	-	4.35
Desha Shakthi (Private) Limited	-	-	-	-	-	-	4.30	-	-	4.30
Samaco International (Private) Limited	0.04	0.03	-	0.14	0.72	-	0.16	-	-	1.09
The Trades Mines Petroleum Private Limited	-	-	-	0.13	0.68	-	0.10	-	-	0.91
Global Capital Holdings (Private) Limited	-	-	-	-	0.32	-	0.29	-	-	0.61

United Tractor & Equipment (Private) Limited	-	-	-	0.26	-	-	-	-	-	0.26
<b>TOTAL</b>	<b>327.34</b>	<b>118.02</b>	<b>0.01</b>	<b>2,864.69</b>	<b>2,089.09</b>	<b>90.10</b>	<b>951.82</b>	<b>16.23</b>	<b>667.22</b>	<b>7,124.52</b>

**Comparison of Q2 sales data between 2023 and 2022**

Type of Lubricant-wise Lubricant Sales Quantity	Second Quarter Sales Volume KL		Growth	
	2022	2023	KL	%
Automotive Oils	7,829.37	7,124.52	(704.85)	(9.00)
Industrial Oils	2,049.01	1,443.58	(605.43)	(29.55)
Marine Oils	947.11	936.031	(11.08)	(1.17)
Greases	244.577	274.215	29.64	12.12
<b>Total</b>	<b>11,070.07</b>	<b>9,778.35</b>	<b>(1,291.72)</b>	<b>(11.67)</b>

In the second quarter of 2023, there were significant changes in lubricant sales across various categories. Sales of automotive oils declined by 9.00%, from 7,829.37 KL in 2022 to 7,124.52 KL. This drop may be attributed to shifting consumer preferences, altered market demand, or fluctuations in the automotive sector.

Industrial oils experienced a substantial decrease of 29.55%, dropping from 2,049.01 KL in 2022 to 1,443.58 KL in 2023, possibly due to a contraction in industrial activities, changes in manufacturing processes, or evolving customer requirements.

Marine oil sales slightly decreased by 1.17%, from 947.11 KL in 2022 to 936.031 KL in 2023, influenced by factors in the shipping and maritime industry like regulatory changes or global trade fluctuations.

In contrast, sales of greases grew by 12.12%, from 244.577 KL in 2022 to 274.215 KL in 2023, likely driven by increased demand for specific applications or effective marketing strategies.

Overall, the total lubricant sales volume decreased by 11.67%, from 11,070.07 KL in 2022 to 9,778.35 KL in 2023, indicating a challenging period for the industry, potentially influenced by broader economic factors, market dynamics, or shifts in customer behavior.

Automotive Lubricant Sales Quantity	Second Quarter Sales Volume KL		Growth	
	2022	2023	KL	%
Diesel Engine Oils Multi Grade	3,257.86	2,864.69	(393.17)	(12.07)
Four Stroke Motor Cycle Oils	2,365.21	2,089.09	(276.12)	(11.67)
Gasoline Engine Oils Multi Grade	626.86	951.82	324.96	51.84
Two Stroke Oils	852.12	667.22	(184.91)	(21.70)
Automotive Gear Oils	415.69	327.34	(88.35)	(21.25)
Automatic Transmission Fluids	101.61	118.02	16.42	16.16
Gasoline Engine Oils Mono Grade	167.17	90.10	(77.07)	(46.10)
Other	24.78	16.23	(8.55)	(34.51)
Diesel Engine Oils Mono Grade	18.07	0.01	(18.05)	(99.92)
<b>Total</b>	<b>7,829.37</b>	<b>7,124.52</b>	<b>(704.85)</b>	<b>(9.00)</b>

In the second quarter of 2023, notable changes occurred in automotive lubricant sales across different categories.

Diesel Engine Oils Multi Grade saw a decline of 12.07%, from 3,257.86 KL in 2022 to 2,864.69 KL in 2023, possibly influenced by shifts in diesel engine usage or preferences.

Four Stroke Motor Cycle Oils sales decreased by 11.67%, from 2,365.21 KL in 2022 to 2,089.09 KL in 2023, which might reflect changes in the motorcycle market. Gasoline Engine Oils Multi Grade experienced a significant growth of 51.84%, increasing from 626.863 KL in 2022 to 951.823 KL in 2023, possibly due to increased gasoline engine usage or changes in multi-grade oil demand.

Conversely, Two Stroke Oils sales dropped by 21.70%, from 852.12 KL in 2022 to 667.215 KL in 2023, potentially reflecting shifts in two-stroke engine applications.

Automotive Gear Oils sales decreased by 21.25%, from 415.694 KL in 2022 to 327.343 KL in 2023, indicating changes in automotive gear oil consumption. Automatic Transmission Fluids sales grew by 16.16%, from 101.605 KL in 2022 to 118.022 KL in 2023, possibly due to increased automatic transmission vehicle usage.

Gasoline Engine Oils Mono Grade sales saw a significant decrease of 46.10%, dropping from 167.173 KL in 2022 to 90.1 KL in 2023, likely influenced by shifts in mono-grade oil demand.

Diesel Engine Oils Mono Grade sales experienced a substantial decline of 99.92%, falling from 18.066 KL in 2022 to a negligible 0.014 KL in 2023.

Overall, total automotive lubricant sales decreased by 9.00%, from 7,829.37 KL in 2022 to 7,124.52 KL in 2023, indicating potential shifts in the automotive lubricant market or consumer preferences.

**Comparison of Q1 and Q2 sales volumes of the year 2023**

Type of Lubricant-wise Lubricant Sales Quantity	Q1 and Q2, 2023-Qty KL		Growth	
	2023-Q1	2023-Q2	KL	%
Automotive Oils	7,527.27	7,124.52	(402.74)	(5.35)
Industrial Oils	1,436.24	1,443.58	7.35	0.51
Marine Oils	1,147.68	936.031	(211.65)	(18.44)
Greases	284.007	274.215	(9.79)	(3.45)
Total	10,395.19	9,778.35	(616.84)	(5.93)

In the first and second quarters of 2023, changes in lubricant sales volume were evident across various categories. Automotive oil sales experienced a decline of 5.35%, dropping from 7,527.27 KL in Q1 to 7,124.52 KL in Q2, marking a reduction of 402.74 KL. Similarly, marine oil sales faced a significant reduction of 18.44%, declining from 1,147.68 KL in Q1 to 936.031 KL in Q2, resulting in a decrease of 211.65 KL. Grease sales also contributed to the volume decrease, with a 3.45% drop from 284.007 KL in Q1 to 274.215 KL in Q2, a reduction of 9.79 KL. Overall, the total lubricant sales volume decreased by 5.93%, from 10,395.19 KL in Q1 to 9,778.35 KL in Q2, indicating a collective reduction of 616.84 KL. These changes highlight the potential influence of market dynamics and demand shifts during this period.

The first and second quarters of 2023 witnessed significant shifts in lubricant sales volumes across different categories. Industrial oil sales demonstrated a modest growth of 0.51%, increasing from 1,436.24 KL in Q1 to 1,443.58 KL in Q2, marking a marginal uptick of 7.35 KL. While automotive oil sales experienced a decline of 5.35%, from 7,527.27 KL in Q1 to 7,124.52 KL in Q2, marking a decrease of 402.74 KL, other categories showed varying levels of volume gain. Despite the overall decrease, these fluctuations emphasize the dynamic nature of demand and the evolving market landscape during this period.

Automotive Lubricant Sales Quantity	2023-Q1 and Q2 Sales Quantity (KL)		Growth	
	Q1	Q2	KL	%
Diesel Engine Oils Multi Grade	3,317.70	2,864.69	(453.00)	(13.65)
Four Stroke Motor Cycle Oils	2,140.60	2,089.09	(51.51)	(2.41)
Gasoline Engine Oils Multi Grade	839.98	951.82	111.84	13.31
Two Stroke Oils	661.43	667.22	5.78	0.87
Automotive Gear Oils	293.84	327.34	33.50	11.40
Gasoline Engine Oils Mono Grade	125.01	90.10	(6.99)	(5.59)
Automatic Transmission Fluids	124.29	118.02	(6.27)	(5.04)
Other	17.96	16.23	(1.73)	(9.63)
Diesel Engine Oils Mono Grade	6.46	0.01	(6.44)	(99.78)
Total	7,527.27	7,124.52	(402.74)	(5.35)

Across the first and second quarters of 2023, significant shifts in automotive lubricant sales volumes were evident. Diesel Engine Oils Multi Grade experienced a notable decrease of 13.65%, with sales dropping from 3,317.70 KL in Q1 to 2,864.69 KL in Q2, reflecting a reduction of 453.00 KL. Similarly, Four Stroke Motor Cycle Oils saw a decline of 2.41%, with sales decreasing from 2,140.60 KL in Q1 to 2,089.09 KL in Q2, indicating a decrease of 51.51 KL. Gasoline Engine Oils Mono Grade sales also dropped by 5.59%, from 125.01 KL in Q1 to 90.10 KL in Q2, marking a reduction of 6.99 KL. Automatic Transmission Fluids and Other categories showed reductions as well, with 5.04% (6.27 KL decrease) and 9.63% (1.73 KL decrease) decreases respectively. The combined sales volume for all automotive lubricants decreased by 5.35%, from 7,527.27 KL in Q1 to 7,124.52 KL in Q2, resulting in a reduction of 402.74 KL. These changes underline potential shifts in consumer preferences, market dynamics, and industry trends during this period.

Examining the first and second quarters of 2023, changes in automotive lubricant sales volumes across different categories are apparent. Gasoline Engine Oils Multi Grade saw notable growth of 13.31%, increasing from 839.98 KL in Q1 to 951.82 KL in Q2, reflecting an increase of 111.84 KL. Automotive Gear Oils also demonstrated growth of 11.40%, with sales rising from 293.84 KL in Q1 to 327.34 KL in Q2, indicating a gain of 33.50 KL. Two Stroke Oils experienced a slight gain of 0.87%, increasing from 661.43 KL in Q1 to 667.22 KL in Q2, a rise of 5.78 KL. Despite variations in individual categories, the combined sales volume for all automotive lubricants decreased by 5.35%, from 7,527.27 KL in Q1 to 7,124.52 KL in Q2, implying the influence of evolving market dynamics and consumer demand.