



Lubricant Market Statistics Third 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

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 2023

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-seven (27) 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
1	Apar Industries Limited	Ideal Premier (Private) Limited.	 POWEROIL® <i>Powering Ahead</i>
			(Eni, Poweroil)
2	Arabian Petroleum Limited	Anura Diesel House	
			ARZOL
3	Bharath Petroleum Corporation Limited	Toyotsu Lanka Private Limited	
			MAK
4	BP Middle East LLC	Associated Motorways Limited	
			bp, Castrol
5	Enoc Marketing LLC	Energy Consortium Private Limited	
			enoc
6	ExxonMobil Asia Pacific Pte. Limited	McLarens Lubricants Limited	
			(ExxonMobil, Esso, Mobil)
		United Tractor & Equipment (Private) Limited	
		CAT	
7	Eurol B.V	Colombo Auto Suppliers UK (Private) Limited	
			Eurol
8	GP Global Mag L.L.C	The Trades Mines Petroleum Private Limited	
			MAG
9	GS Caltex Corporation	Samaco International (Private) Limited	
			Kixx
10	Gulf Oil Middle East Limited	Ideal First Choice (Private) Limited.	
		Lanka Ashok Leyland PLC	
11	Idemitsu Lube India Private Limited		
			Idemitsu
12	Lenol DMCC ^a	Lanka Shipping & Logistics (Private) Limited*	
			Lenol
13	Liqui Moly GmbH	Semini Motors (Private) Limited	
			LIQUI MOLY

14	Lubrex FZC	United Lubricants Private Limited	
			LUBREX
15	Lubricant Company Sinopec Corporation	Interocean Lubricants Limited	
			(Greatwall, Sinopec)
16	Lukoil Marine Lubricants DMCC (LM Lubricants DMCC)	Lanka Shipping & Logistics (Private) Limited	
		Lubricants Specialists (Private) Limited	LUKOIL
17	Motul	Spectrum Trading Company (Private) Limited	
			MOTUL
18	Petronas Lubricants (India) Private Limited	Global Capital Holdings (Private) Limited	
			Petronas
19	Prista Oil Holding EAD	Desha Shakthi (Private) Limited	
			Prista
20	Royal Petro Specialties (Private) Limited	Royal Marketing & Distributors (Private) Limited	
			Royal
21	Shell Markets (Middle East) Limited	N. M. Distributors (Private) Limited	
			Shell
22	Singapore Petroleum Company Limited		
			SPC
23	Technolube L.L.C	Bluetec holding Private Limited	
			PETROMIN
24	Tide Water Oil Company (India) Limited	Tyre house trading private limited	
			Veedol
25	Total Oil India Private Limited	Navaloka Petroleum (Private) Limited	
			TOTAL, elf
26	Toyota Tsusho Corporation	Toyota Lanka (Private) Limited	
			Toyota
27	Valvoline LLC	United Motors Lanka Limited	
			Valvoline

Note:

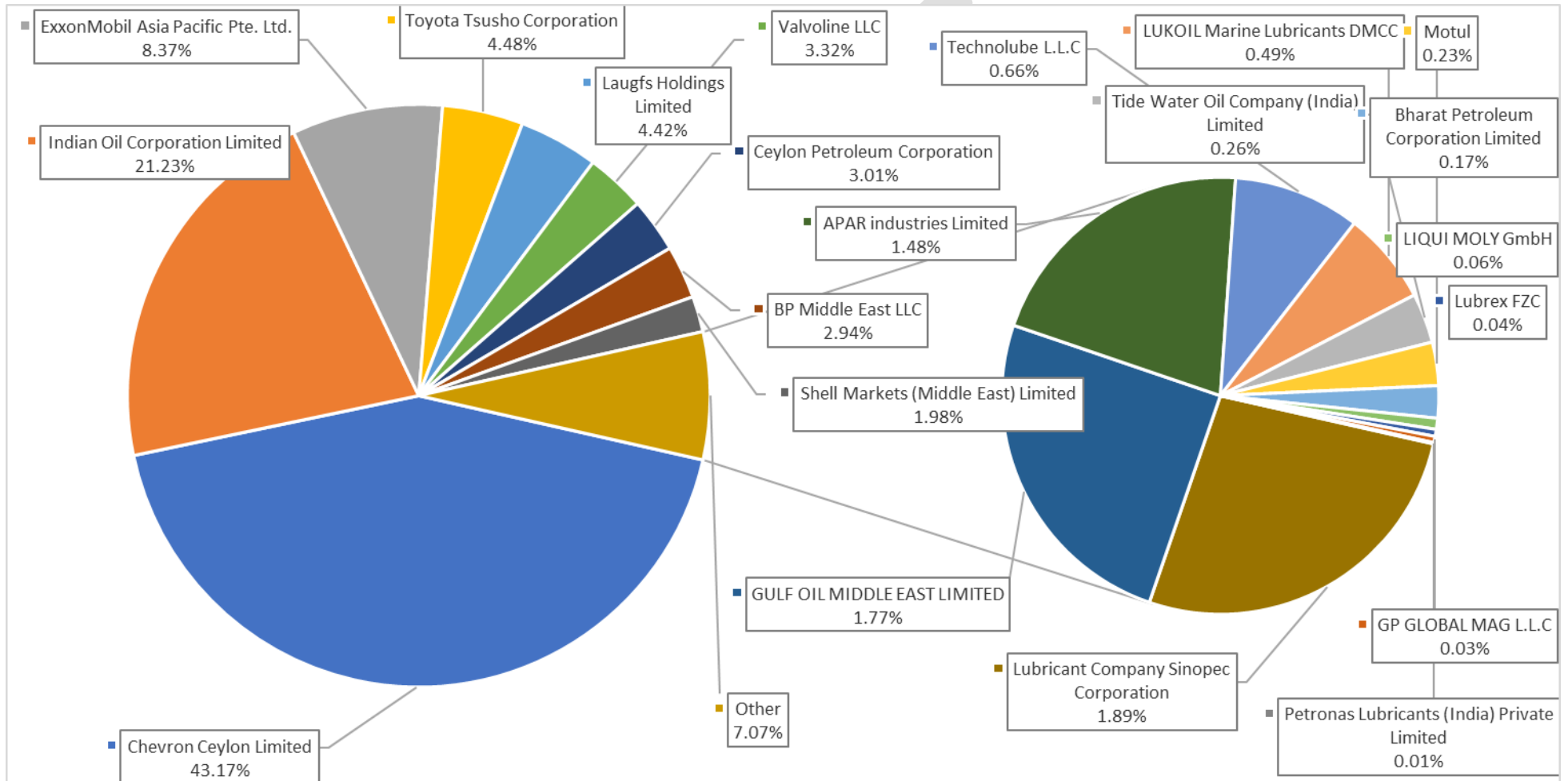
a: Only for Marine Lubricants and Greases

*Nominee for Lenol Brand

Company-wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY Q3- 2023	
	KL	%
Chevron Ceylon Limited	5,124.08	43.17
Indian Oil Corporation Limited	2,519.62	21.23
ExxonMobil Asia Pacific Pte. Limited.	993.75	8.37
Toyota Tsusho Corporation	531.89	4.48
Laugfs Holdings Limited	524.53	4.42
Valvoline LLC	394.11	3.32
Ceylon Petroleum Corporation	357.61	3.01
BP Middle East LLC	348.75	2.94
Shell Markets (Middle East) Limited	235.13	1.98
Lubricant Company Sinopec Corporation	224.38	1.89
Gulf Oil Middle East Limited	209.52	1.77
APAR Industries Limited	175.33	1.48
Technolube L.L.C	78.87	0.66
Lukoil Marine Lubricants DMCC (LM Lubricants DMCC)	57.62	0.49
Tide Water Oil Company (India) Limited	30.82	0.26
Motul	26.95	0.23
Bharat Petroleum Corporation Limited	20.02	0.17
Liqui Moly GmbH	6.87	0.06
Lubrex FZC	4.38	0.04
GP Global Mag L.L.C	3.88	0.03
Petronas Lubricants (India) Private Limited	0.74	0.01
Total	11,868.86	100.00

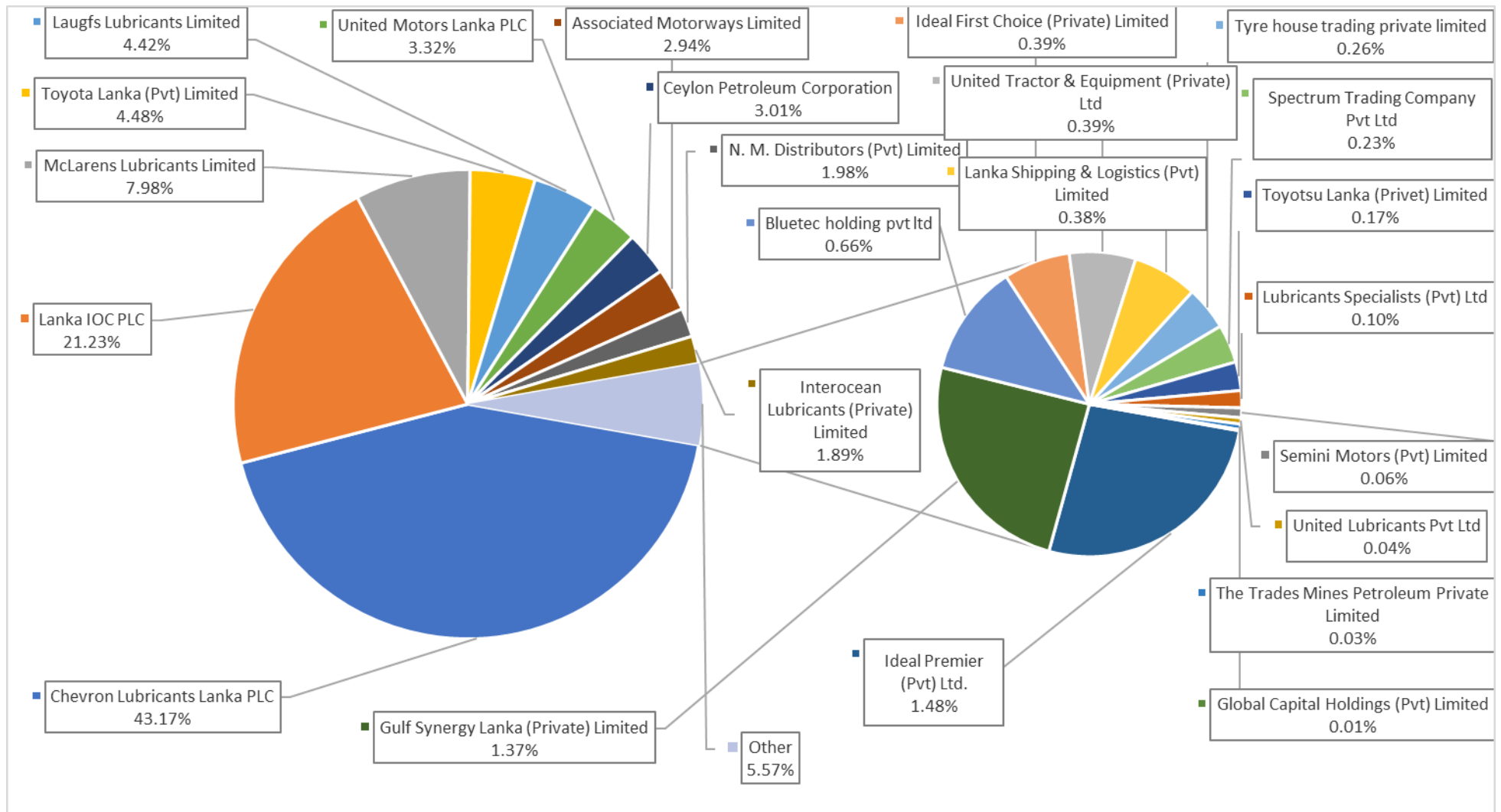
Company-wise Lubricant Sales Quantity



Nominee-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY Q3- 2023	
	KL	%
Chevron Lubricants Lanka PLC	5,124.08	43.17
Lanka IOC PLC	2,519.62	21.23
McLarens Lubricants Limited	947.13	7.98
Toyota Lanka (Private) Limited	531.89	4.48
Laugfs Lubricants Limited	524.53	4.42
United Motors Lanka PLC	394.11	3.32
Ceylon Petroleum Corporation	357.61	3.01
Associated Motorways Limited	348.75	2.94
N. M. Distributors (Private) Limited	235.13	1.98
Interocean Lubricants (Private) Limited	224.38	1.89
Ideal Premier (Private) Limited.	175.33	1.48
Gulf Synergy Lanka (Private) Limited	162.76	1.37
Bluetec holding Private Limited	78.87	0.66
Ideal First Choice (Private) Limited	46.76	0.39
United Tractor & Equipment (Private) Limited	46.62	0.39
Lanka Shipping & Logistics (Private) Limited	45.52	0.38
Tyre house trading private limited	30.82	0.26
Spectrum Trading Company Private Limited	26.95	0.23
Toyotsu Lanka (Privet) Limited	20.02	0.17
Lubricants Specialists (Private) Limited	12.10	0.10
Semini Motors (Private) Limited	6.87	0.06
United Lubricants Private Limited	4.38	0.04
The Trades Mines Petroleum Private Limited	3.88	0.03
Global Capital Holdings (Private) Limited	0.74	0.01
Total	11,868.86	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

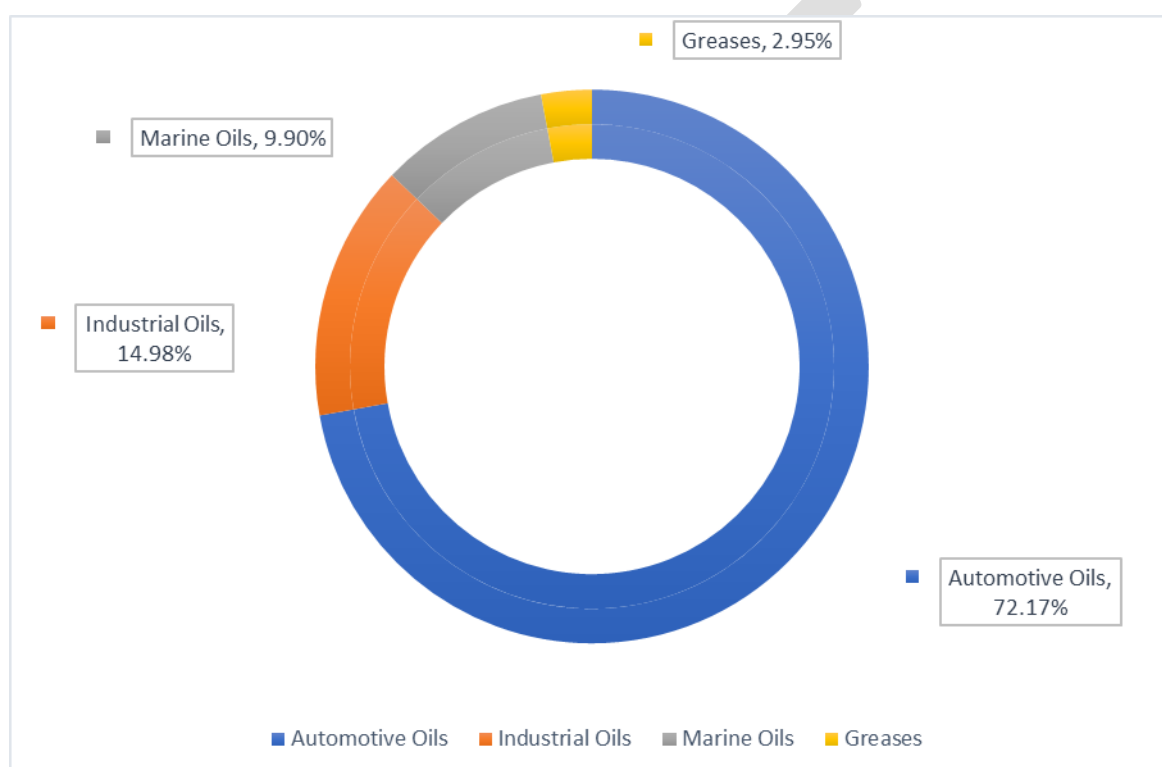
Company	LUBRICANT SALES VALUES 2023-Q3	
	LKR Million	%
Chevron Ceylon Limited	5,677.14	37.48
Indian Oil Corporation Limited	2,284.32	15.08
ExxonMobil Asia Pacific Pte. Limited.	1,753.32	11.58
Toyota Tsusho Corporation	1,487.78	9.82
BP Middle East LLC	780.10	5.15
Valvoline LLC	659.31	4.35
Laugfs Holdings Limited	539.59	3.56
Ceylon Petroleum Corporation	454.36	3.00
Shell Markets (Middle East) Limited	424.92	2.81
Lubricant Company Sinopec Corporation	346.67	2.29
Apar industries Limited	178.05	1.18
Technolube L.L.C	140.60	0.93
Gulf Oil Middle East Limited	140.19	0.93
Lukoil Marine Lubricants DMCC (LM Lubricants DMCC)	92.22	0.61
Motul	64.86	0.43
Tide Water Oil Company (India) Limited	48.67	0.32
Bharat Petroleum Corporation Limited	29.57	0.20
Liqui Moly GmbH	28.51	0.19
Lubrex FZC	7.49	0.05
GP Global Mag L.L.C	6.59	0.04
Petronas Lubricants (India) Private Limited	1.13	0.01
Total	15,145.39	100.00

Nominee-wise Lubricant Sales Values

Nominee Name	LUBRICANT SALES VALUES 2023-Q3	
	LKR Millions	%
Chevron Lubricants Lanka PLC	5,677.14	37.48
Lanka IOC PLC	2,284.32	15.08
McLarens Lubricants Limited	1,654.24	10.92
Toyota Lanka (Private) Limited	1,487.78	9.82
Associated Motorways Limited	780.10	5.15
United Motors Lanka PLC	659.31	4.35
Laugfs Lubricants Limited	539.59	3.56
Ceylon Petroleum Corporation	454.36	3.00
N. M. Distributors (Private) Limited	424.92	2.81
Interocean Lubricants (Private) Limited	346.67	2.29
Ideal Premier (Private) Limited.	178.05	1.18
Bluetec holding Private Limited	140.60	0.93
United Tractor & Equipment (Private) Limited	99.07	0.65
Gulf Synergy Lanka (Private) Limited	91.10	0.60
Lanka Shipping & Logistics (Private) Limited	83.90	0.55
Spectrum Trading Company Private Limited	64.86	0.43
Ideal First Choice (Private) Limited	49.09	0.32
Tyre house trading private limited	48.67	0.32
Toyotsu Lanka (Privet) Limited	29.57	0.20
Semini Motors (Private) Limited	28.51	0.19
Lubricants Specialists (Private) Limited	8.32	0.05
United Lubricants Private Limited	7.49	0.05
The Trades Mines Petroleum Private Limited	6.59	0.04
Global Capital Holdings (Private) Limited	1.13	0.01
Total	15,145.39	100.00

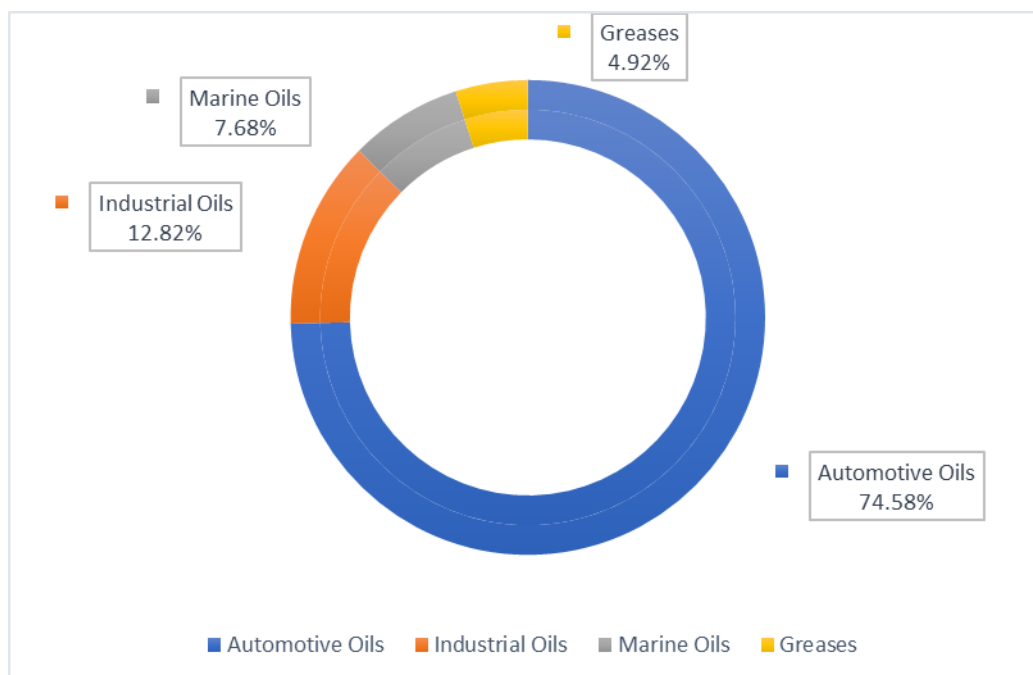
Type of Lubricant-wise Lubricant Sales Quantity

TYPES OF LUBRICANTS	LUBRICANT SALES QUANTITY 2023- Q3	
	KL	%
Automotive Oils	8,565.26	72.17
Industrial Oils	1,777.59	14.98
Marine Oils	1175.53	9.90
Greases	350.48	2.95
Total	11,868.86	100.00



Type of Lubricant-wise Lubricant Sales Values

TYPES OF LUBRICANTS	LUBRICANT SALES VALUES 2023- Q3	
	LKR (Millions)	%
Automotive Oils	11,295.28	74.58
Industrial Oils	1,941.77	12.82
Marine Oils	1,163.89	7.68
Greases	744.45	4.92
Total	15,145.39	100.00



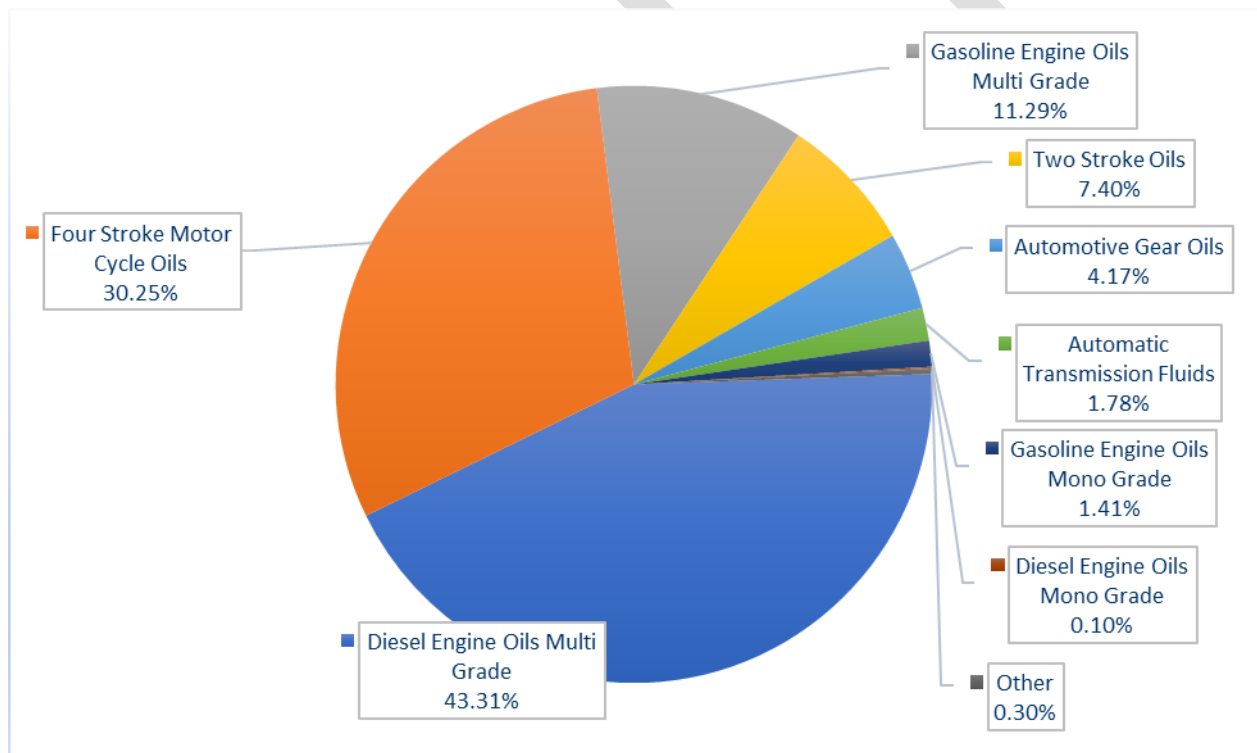
Nominee-wise and Type of Lubricant-wise Lubricant Sales Quantity

Nominee Name	LUBRICANT SALES QUANTITY 2023- Q3			
	Automotive Oils	Greases	Industrial Oils	Marine Oils
Chevron Lubricants Lanka PLC	3,535.28	152.57	948.86	487.38
Lanka IOC PLC	2,046.51	35.13	326.28	111.70
McLarens Lubricants Limited	499.03	16.06	80.74	351.30
Toyota Lanka (Private) Limited	531.89	-	-	-
Laugfs Lubricants Limited	423.67	13.67	87.19	-
United Motors Lanka PLC	334.57	28.67	30.87	-
Ceylon Petroleum Corporation	341.67	9.75	6.20	-
Associated Motorways Limited	305.87	3.22	-	39.66
N. M. Distributors (Private) Limited	106.41	3.98	119.31	5.43
Interocean Lubricants (Private) Limited	109.89	62.89	46.40	5.20
Ideal Premier (Private) Limited.	36.09	17.01	122.23	-
Gulf Synergy Lanka (Private) Limited	-	-	-	162.76
Bluetec holding Private Limited	78.87	-	-	-
Ideal First Choice (Private) Limited	44.08	0.59	2.10	-
United Tractor & Equipment (Private) Limited	41.54	0.28	4.80	-
Lanka Shipping & Logistics (Private) Limited	45.60	-	(0.08)	-
Tyre house trading private limited	28.12	2.70	-	-
Spectrum Trading Company Private Limited	26.95	-	-	-
Toyotsu Lanka (Privet) Limited	15.32	2.95	1.75	-
Lubricants Specialists (Private) Limited	-	-	-	12.10
Semini Motors (Private) Limited	6.48	0.39	-	-
United Lubricants Private Limited	4.07	-	0.31	-
The Trades Mines Petroleum Private Limited	3.25	0.64	-	-

Global Capital Holdings (Private) Limited	0.11	-	0.63	-
Total	8,565.26	350.48	1,777.59	1,175.53

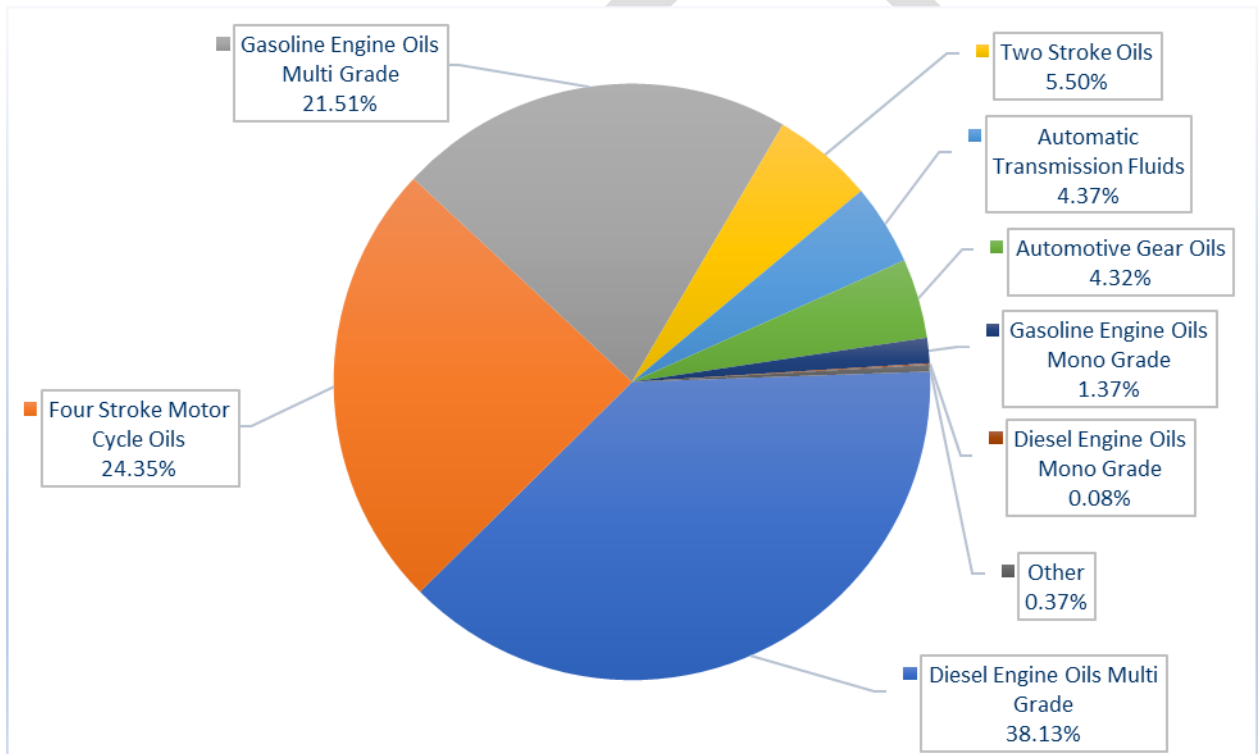
Automotive Lubricant Sales Quantity

AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2023- Q3	
	KL	%
Diesel Engine Oils Multi Grade	3,709.75	43.31
Four Stroke Motor Cycle Oils	2,591.23	30.25
Gasoline Engine Oils Multi Grade	967.13	11.29
Two Stroke Oils	633.58	7.40
Automotive Gear Oils	357.56	4.17
Automatic Transmission Fluids	152.11	1.78
Gasoline Engine Oils Mono Grade	120.37	1.41
Diesel Engine Oils Mono Grade	8.16	0.10
Other	25.37	0.30
Total	8,565.26	100.00



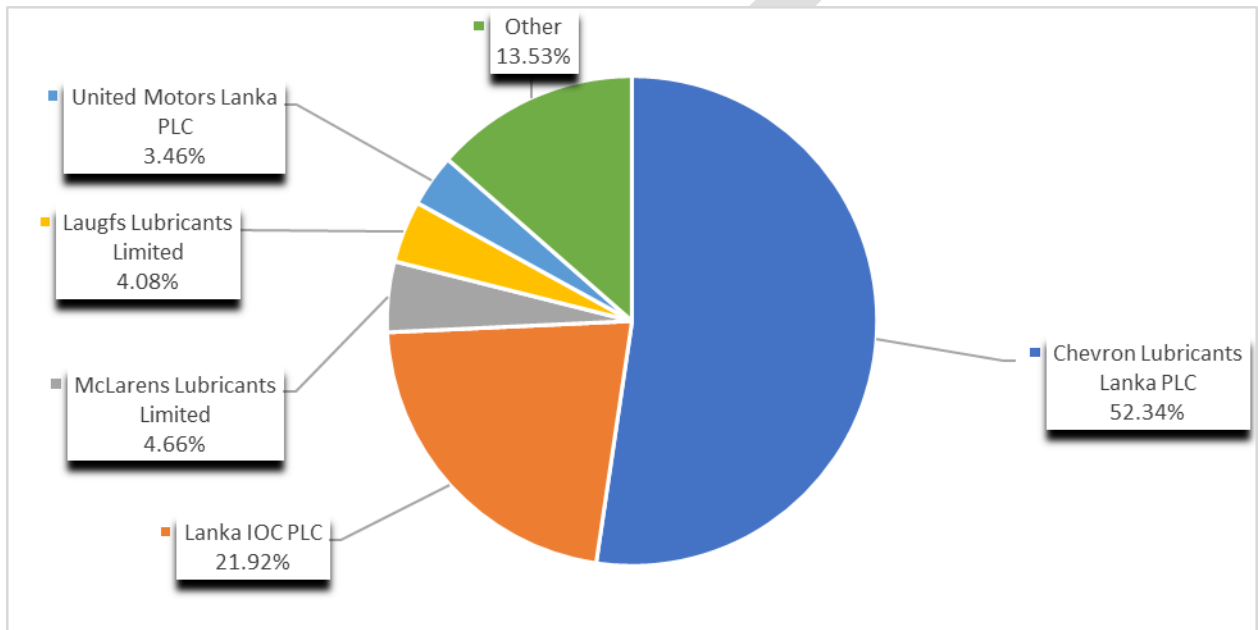
Automotive Lubricant Sales Values

AUTOMOTIVE OIL TYPE	LUBRICANT SALES VALUE 2023- Q3	
	LKR Million	%
Diesel Engine Oils Multi Grade	4,307.33	38.13
Four Stroke Motor Cycle Oils	2,750.57	24.35
Gasoline Engine Oils Multi Grade	2,429.51	21.51
Two Stroke Oils	621.00	5.50
Automatic Transmission Fluids	493.78	4.37
Automotive Gear Oils	487.91	4.32
Gasoline Engine Oils Mono Grade	154.64	1.37
Diesel Engine Oils Mono Grade	8.72	0.08
Other	41.80	0.37
Total	11,295.28	100.00



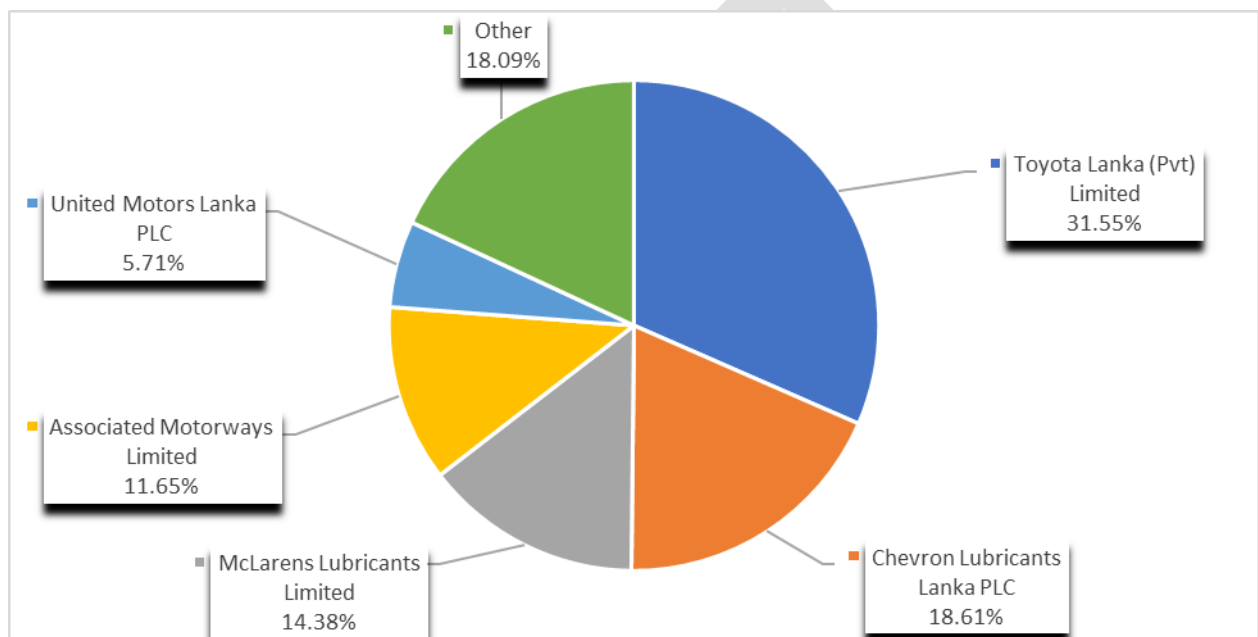
Diesel Engine Oils Sales Quantity

Name of Nominee	Diesel Engine Oil Qty Q3-2023	
	KL	%
Chevron Lubricants Lanka PLC	1,946.07	52.34
Lanka IOC PLC	814.97	21.92
McLarens Lubricants Limited	173.44	4.66
Laugfs Lubricants Limited	151.85	4.08
United Motors Lanka PLC	128.58	3.46
Other	503.01	13.53
Total	3,717.91	100.00



Petrol engine Oils Sales Quantity

Name of Nominee	Petrol Engine Oil Qty Q3-2023	
	KL	%
Toyota Lanka (Private) Limited	343.15	31.55
Chevron Lubricants Lanka PLC	202.43	18.61
McLarens Lubricants Limited	156.42	14.38
Associated Motorways Limited	126.75	11.65
United Motors Lanka PLC	62.04	5.71
Other	196.72	18.09
Total	1,087.51	100.00



Nominee-wise Automotive Lubricant Sales Quantity (Quarterly Lubricant Sales Quantity - 2023 Q3)

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	150.86	30.43	5.04	1,941.03	1,017.39	118.30	84.14	-	188.10	3,535.28
Lanka IOC PLC	92.08	5.70	-	814.97	900.69	-	9.38	-	223.69	2,046.51
Toyota Lanka (Private) Limited	10.71	68.99	-	108.26	-	-	343.15	0.78	-	531.89
McLarens Lubricants Limited	3.29	11.78	3.12	170.32	154.00	-	156.42	-	0.10	499.03
Laugfs Lubricants Limited	35.61	1.77	-	151.85	141.80	-	22.53	3.05	67.06	423.67
Ceylon Petroleum Corporation	23.40	6.49	-	107.65	13.23	0.82	17.62	17.82	154.63	341.67
United Motors Lanka PLC	5.17	8.38	0.00	128.58	130.40	-	62.04	-	-	334.57
Associated Motorways Limited	1.07	1.54	-	66.51	107.72	-	126.75	2.29	-	305.87
Interocean Lubricants (Private) Limited	14.82	9.67	-	48.11	22.53	-	14.76	-	-	109.89
N. M. Distributors (Private) Limited	1.67	0.75	-	51.53	32.22	1.25	18.99	-	-	106.41
Bluetec holding Private Limited	4.75	2.79	-	18.04	33.39	-	19.90	-	-	78.87
Lanka Shipping & Logistics (Private) Limited	0.11	0.30	-	14.04	-	-	30.83	0.33	-	45.60
Ideal First Choice (Private) Limited	2.65	0.45	-	20.62	15.27	-	5.09	-	-	44.08
United Tractor & Equipment (Private) Limited	-	-	-	41.54	-	-	-	-	-	41.54
Ideal Premier (Private) Limited.	7.57	1.01	-	5.60	5.41	-	15.81	0.69	-	36.09
Tyre house trading private limited	2.73	0.82	-	4.58	8.02	-	11.97	-	-	28.12
Spectrum Trading Company Private Limited	0.08	-	-	-	7.27	-	19.22	0.38	0.00	26.95
Toyotsu Lanka (Privet) Limited	-	0.68	-	12.76	0.33	-	1.55	-	-	15.32
Semini Motors (Private) Limited	0.04	0.40	-	0.23	0.08	-	5.70	0.03	-	6.48
United Lubricants Private Limited	0.95	-	-	1.50	1.33	-	0.29	-	-	4.07
The Trades Mines Petroleum Private	-	0.17	-	2.03	0.17	-	0.87	-	-	3.25

Limited										
Global Capital Holdings (Private) Limited	-	-	-	-	-	-	0.11	-	-	0.11
TOTAL	357.56	152.11	8.16	3,709.75	2,591.23	120.37	967.13	25.37	633.58	8,565.26

Comparison of Q3 sales data between 2023 and 2022

Type of Lubricant-wise Lubricant Sales Quantity	Third Quarter Sales Volume KL		Growth	
	2022	2023	KL	%
Automotive Oils	6,478.40	8,565.26	2,086.87	32.21
Industrial Oils	1,950.21	1,777.59	(172.62)	(8.85)
Marine Oils	832.48	1,175.53	343.05	41.21
Greases	228.74	350.48	121.74	53.22
Total	9,489.83	11,868.86	2,379.04	25.07

In the third quarter of 2023, significant changes were observed in lubricant sales volumes across different categories. Automotive oil sales experienced substantial growth, increasing from 6,478.40 KL in 2022 to 8,565.26 KL in 2023, representing a remarkable growth of 2,086.87 KL or 32.21%. Industrial oil sales, however, saw a notable decrease, dropping from 1,950.21 KL in 2022 to 1,777.59 KL in 2023, reflecting a decline of 172.62 KL or 8.85%. Marine oil sales demonstrated significant growth, rising from 832.48 KL in 2022 to 1,175.53 KL in 2023, indicating an increase of 343.05 KL or 41.21%. Greases also exhibited substantial growth, with sales increasing from 228.738 KL in 2022 to 350.48 KL in 2023, showing a growth of 121.74 KL or 53.22%. Overall, the total lubricant sales volume increased from 9,489.83 KL in 2022 to 11,868.86 KL in 2023, reflecting a significant growth of 2,379.04 KL or 25.07%. These changes highlight dynamic shifts in demand patterns, market dynamics, regulatory interventions and potentially evolving industry trends during this quarter.

Automotive Lubricant Sales Quantity	Third Quarter Sales Volume KL		Growth	
	2022	2023	KL	%
Diesel Engine Oils Multi Grade	3,468.64	3,709.75	241.12	6.95
Four Stroke Motor Cycle Oils	1,468.37	2,591.23	1,122.85	76.47
Gasoline Engine Oils Multi Grade	538.61	967.13	428.52	79.56
Two Stroke Oils	512.67	633.58	120.91	23.58
Automotive Gear Oils	270.15	357.56	87.41	32.35

Automatic Transmission Fluids	83.72	152.11	68.39	81.69
Gasoline Engine Oils Mono Grade	104.36	120.37	16.01	15.34
Diesel Engine Oils Mono Grade	10.20	8.16	(2.04)	(19.96)
Other	21.68	25.37	3.69	17.04
Total	6,478.40	8,565.26	2,086.87	32.21

In the third quarter of 2023, automotive lubricant sales showcased significant growth compared to the previous year, with categories arranged in order of volume increase. Four Stroke Motor Cycle Oils led with a remarkable 76.47% growth, potentially reflecting increased motorcycle usage. Gasoline Engine Oils Multi Grade followed closely, indicating robust demand for modern engines with a growth of 79.56%. Automatic Transmission Fluids exhibited outstanding growth at 81.69%, influenced by technological advancements. Diesel Engine Oils Multi Grade showed a modest 6.95% increase, suggesting demand in specific market segments. While other categories, including Two Stroke Oils, Automotive Gear Oils, and Gasoline Engine Oils Mono Grade, experienced varying growth rates, Diesel Engine Oils Mono Grade witnessed a decline of 19.96%. The overall automotive lubricant sales volume surged by 32.21%, highlighting dynamic shifts in demand patterns and market dynamics across diverse lubricant categories.

Comparison of Q2 and Q3 sales volumes of the year 2023

Type of Lubricant-wise Lubricant Sales Quantity	Q2 and Q3, 2023-Qty KL		Growth	
	2023-Q2	2023-Q3	KL	%
Automotive Oils	7,124.52	8,565.26	1,440.74	20.22
Industrial Oils	1,443.58	1,777.59	334.01	23.14
Marine Oils	936.03	1,175.53	239.50	25.59
Greases	274.21	350.48	76.27	27.81
Total	9,778.35	11,868.86	2,090.51	21.38

During the transition from Q2 to Q3 in 2023, the lubricant sales landscape exhibited significant growth across different categories. Automotive Oils experienced a notable surge, increasing from 7,124.52 KL in Q2 to 8,565.26 KL in Q3, reflecting a growth of 20.22% and a volume increase of 1,440.74 KL. Industrial Oils also demonstrated substantial growth, rising from 1,443.58 KL in Q2 to 1,777.59 KL in Q3, marking a growth of 23.14% and a volume increase of 334.01 KL. Marine Oils saw a considerable uptick from 936.03 KL in Q2 to 1,175.53 KL in Q3, indicating a growth of 25.59% and a volume increase of 239.50 KL. Greases exhibited robust growth, increasing from 274.215 KL in Q2 to 350.48 KL in Q3, reflecting a growth of 27.81% and a volume increase of 76.27 KL. Overall, the total lubricant sales volume surged by 21.38%, reaching 11,868.86 KL in Q3 from 9,778.35 KL in Q2.

Automotive Lubricant Sales Quantity	2023-Q2 and Q3 Sales Quantity (KL)		Growth	
	Q2	Q3	KL	%
Diesel Engine Oils Multi Grade	2,864.69	3,709.75	845.06	29.50
Four Stroke Motor Cycle Oils	2,089.09	2,591.23	502.14	24.04
Gasoline Engine Oils Multi Grade	951.82	967.13	15.31	1.61
Two Stroke Oils	667.22	633.58	(33.63)	(5.04)
Automotive Gear Oils	327.34	357.56	30.21	9.23
Automatic Transmission Fluids	118.02	152.11	2.35	1.99
Gasoline Engine Oils Mono Grade	90.10	120.37	30.27	33.60
Diesel Engine Oils Mono Grade	0.01	8.16	8.15	58,192.86
Other	16.23	25.37	9.14	56.34
Total	7,124.52	8,565.26	1,440.74	20.22

In Q3 2023, several significant changes were observed in automotive lubricant sales compared to Q2. Notably, Diesel Engine Oils Multi Grade and Four Stroke Motor Cycle Oils exhibited substantial growth, increasing by 29.50% (845.06 KL) and 24.04% (502.14 KL), respectively. Gasoline Engine Oils Mono Grade also showed significant growth, rising by 33.60% (30.27 KL). A remarkable transformation was seen in Diesel Engine Oils Mono Grade, surging from 0.01 KL in Q2 to 8.16 KL in Q3, representing an astounding growth.

In Q3 2023, automotive lubricant sales experienced significant shifts, reflecting notable growth in certain categories, potentially influenced by regulatory interventions and market monitoring activities. The overall sector demonstrated a substantial increase, underlining dynamic responses to evolving industry trends. The changes underscore the sector's adaptability and responsiveness to external factors, emphasizing the role of regulatory measures in shaping market dynamics in the lubricant industry.