



**Lubricant Market  
Statistics  
First Quarter - 2021**

**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 FIRST QUARTER OF YEAR 2021









---



## Market Participants














Presently in Sri Lankan lubricant market, there are four (4) parties are authorized to import, export, blend, produce, sell, supply or distribute lubricants (Activity 1) and fourteen (14) parties authorized to import, export, sell, supply or distribute lubricants (Activity 2).






**Table 1 Parties Authorized under 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	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 under Activity 2

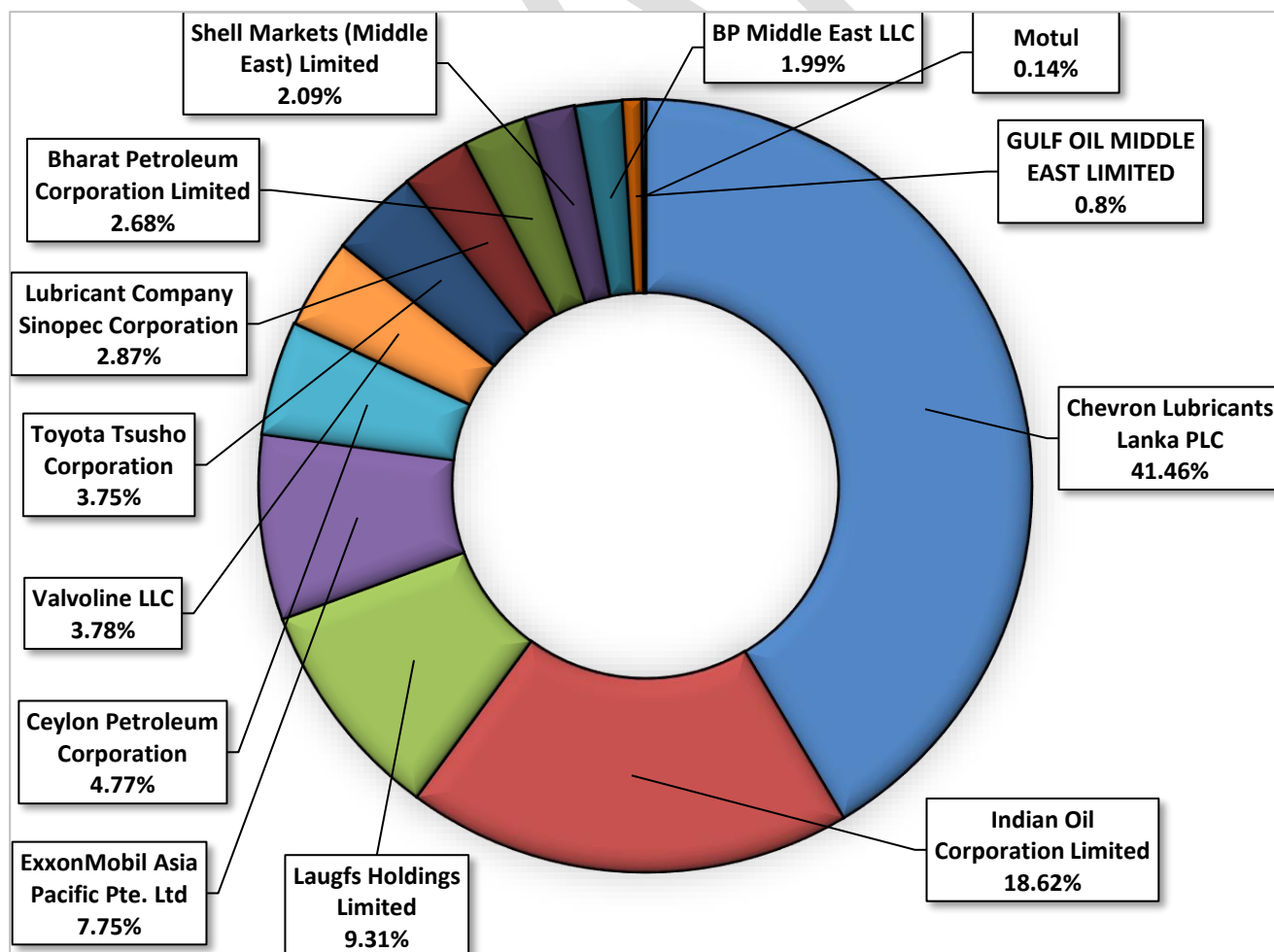
Company	Nominee	Brand (s)			
Apar Industries Limited	NA		<b>POWEROIL®</b> <i>Powering Ahead</i>		
		ENI	Power Oil		
Bharath Petroleum Corporation Limited	TVS Lanka (Pvt) Limited	 MAK			
BP Middle East LLC	Associated Motorways Limited				
		BP	Castrol		
ExxonMobil Asia Pacific Pte. Limited	McLarens Lubricants Limited				
		ExxonMobil	Esso	Mobil	Cat
GS Caltex Corporation	Samaco International (Private) Limited	 Kixx			
Gulf Oil Middle East Limited	Lanka Ashok Leyland PLC				
	Gulf Synergy Lanka (Private) Limited	Gulf			
Lubricant Company Sinopec Corporation	Interocean Lubricants Limited				
		Sinopec	Greatwall		
Motul	Transmec International	 Motul			
	Spectrum Trading Company (Private) Limited				
Petronas Lubricants (India) Private Limited	Global Capital Holdings (Pvt) Limited	 PETRONAS Petronas			
Prista Oil Holding EAD	Desha Shakthi (Pvt) Ltd	 Prista			

Shell Markets (Middle East) Limited	N. M. Distributors (Pvt) Limited	 Shell	
Total Oil India Private Limited	Navaloka Petroleum (Pvt) Limited	 Total	 ELF
		Total	ELF
Toyota Tsusho Corporation	Toyota Lanka (Pvt) Limited	 Toyota	
Valvoline LLC	United Motors Lanka Limited	 Valvoline	

DRAFT

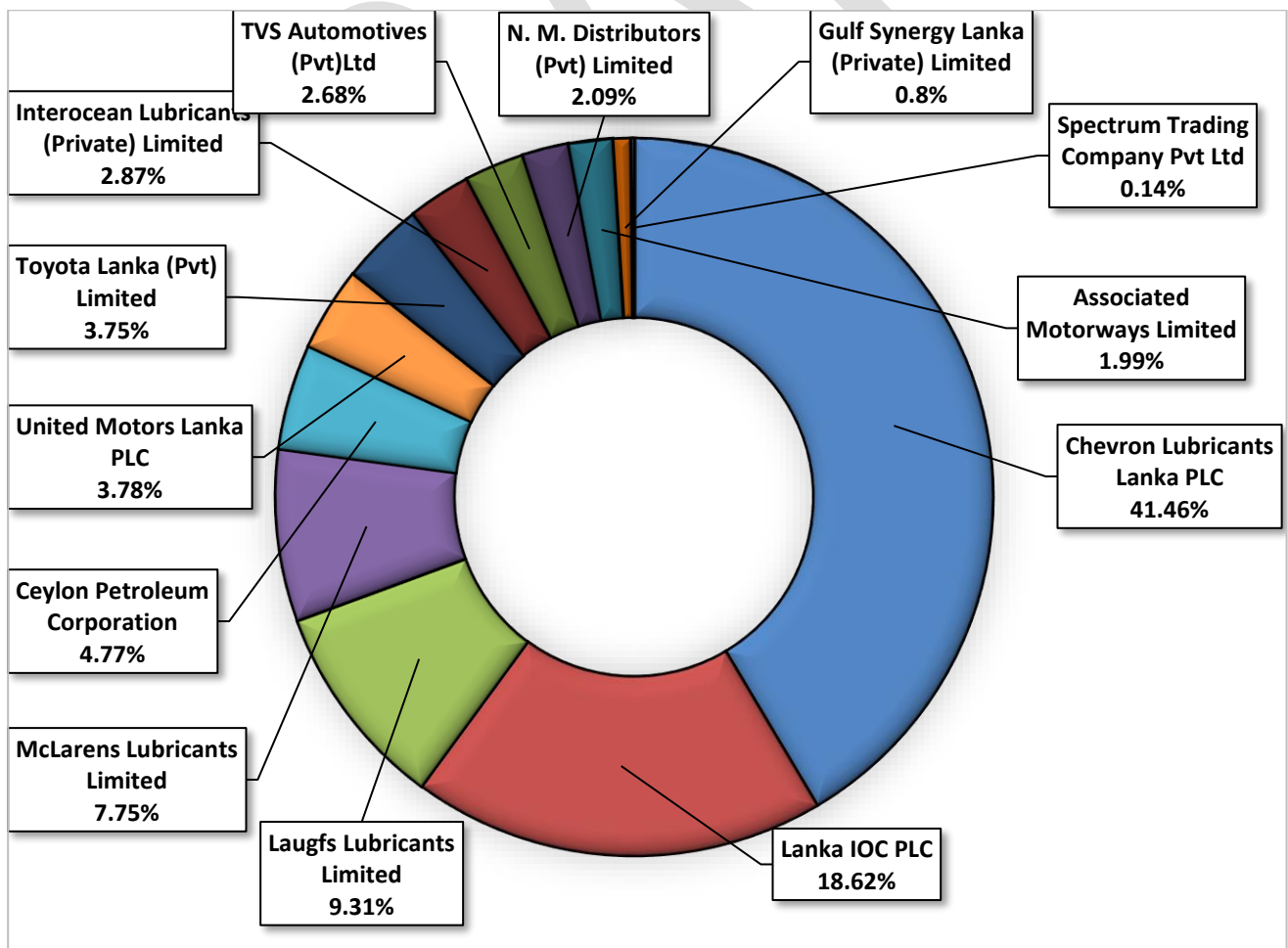
### Company wise Lubricant Sales Quantity

Company	LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER	
	Kl	%
Chevron Lubricants Lanka PLC	8,395.68	41.46
Indian Oil Corporation Limited	3,769.78	18.62
Laugfs Holdings Limited	1,884.57	9.31
ExxonMobil Asia Pacific Pte. Ltd.	1,568.65	7.75
Ceylon Petroleum Corporation	966.60	4.77
Valvoline LLC	764.81	3.78
Toyota Tsusho Corporation	759.13	3.75
Lubricant Company Sinopec Corporation	580.53	2.87
Bharat Petroleum Corporation Limited	542.97	2.68
Shell Markets (Middle East) Limited	423.12	2.09
BP Middle East LLC	403.55	1.99
Gulf Oil Middle East Limited	161.71	0.80
Motul	27.86	0.14
<b>Total</b>	<b>20,248.96</b>	<b>100.00</b>



## Nominee wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER	
	kL	%
Chevron Lubricants Lanka PLC	8,395.68	41.46
Lanka IOC PLC	3,769.78	18.62
Laugfs Lubricants Limited	1,884.57	9.31
McLarens Lubricants Limited	1,568.65	7.75
Ceylon Petroleum Corporation	966.60	4.77
United Motors Lanka PLC	764.81	3.78
Toyota Lanka (Pvt) Limited	759.13	3.75
Interocean Lubricants (Private) Limited	580.53	2.87
TVS Automotives (Pvt)Ltd	542.97	2.68
N. M. Distributors (Pvt) Limited	423.12	2.09
Associated Motorways Limited	403.55	1.99
Gulf Synergy Lanka (Private) Limited	161.71	0.80
Spectrum Trading Company Pvt Ltd	27.86	0.14
<b>Total</b>	<b>20,248.96</b>	<b>100.00</b>



**Company wise Annual Lubricant Sales Quantity (2016 to 2020)**

Company	ANNUAL LUBRICANT SALES QUANTITY									
	2020		2019		2018		2017		2016	
	kL	%	kL	%	kL	%	kL	%	kL	%
Chevron Lubricants Lanka PLC	25,457.79	42.48	25,842.62	41.36	23,987.00	37.32	25,721.00	39.89	29,251.30	45.29
Indian Oil Corporation Limited	10,381.50	17.32	7,848.61	12.56	11,316.17	17.61	10,969.60	17.01	10,590.26	16.40
Laugfs Holdings Limited	6,135.47	10.24	6,309.86	10.10	5,775.00	8.99	4,949.56	7.68	3,419.59	5.29
ExxonMobil Asia Pacific Pte. Ltd.	3,885.20	6.48	5,683.75	9.10	4,959.08	7.72	3,534.70	5.48	3,105.96	4.81
Ceylon Petroleum Corporation	3,544.66	5.92	3,542.42	5.67	4,071.49	6.34	5,411.60	8.39	5,445.90	8.43
Bharat Petroleum Corporation Limited	2,416.80	4.03	4,045.00	6.47	3,584.00	5.58	3,452.00	5.35	3,710.27	5.74
Toyota Tsusho Corporation	2,143.97	3.58	2,421.63	3.88	2,398.13	3.73	2,110.00	3.27	1,911.99	2.96
Valvoline LLC	1,862.71	3.11	1,686.69	2.70	1,525.48	2.37	1,949.84	3.02	1,869.49	2.89
Shell Markets (Middle East) Limited	1,633.01	2.73	1,856.72	2.97	2,330.68	3.63	1,898.34	2.94	1,290.11	2
BP Middle East LLC	1,248.59	2.08	1,322.01	2.12	1,496.20	2.33	1,639.54	2.54	1,693.26	2.62
SINOPEC Lubricants (Singapore) Pte. Ltd	1,143.70	1.91	1,565.60	2.51	1,975.00	3.07	1,986.00	3.08	1,569.20	2.43
Motul	63.51	0.11	91.80	0.15	127.58	0.20	141.91	0.22	134.88	0.21
Total Oil India Private Ltd	8.89	0.01	264.75	0.42	720.87	1.12	720.89	1.12	593.12	0.92
<b>Total</b>	<b>59,925.80</b>	<b>100</b>	<b>62,481.46</b>	<b>100.00</b>	<b>64,266.67</b>	<b>100.00</b>	<b>64,484.98</b>	<b>100.00</b>	<b>64,585.33</b>	<b>100.00</b>



### Company wise Lubricant Sales Values

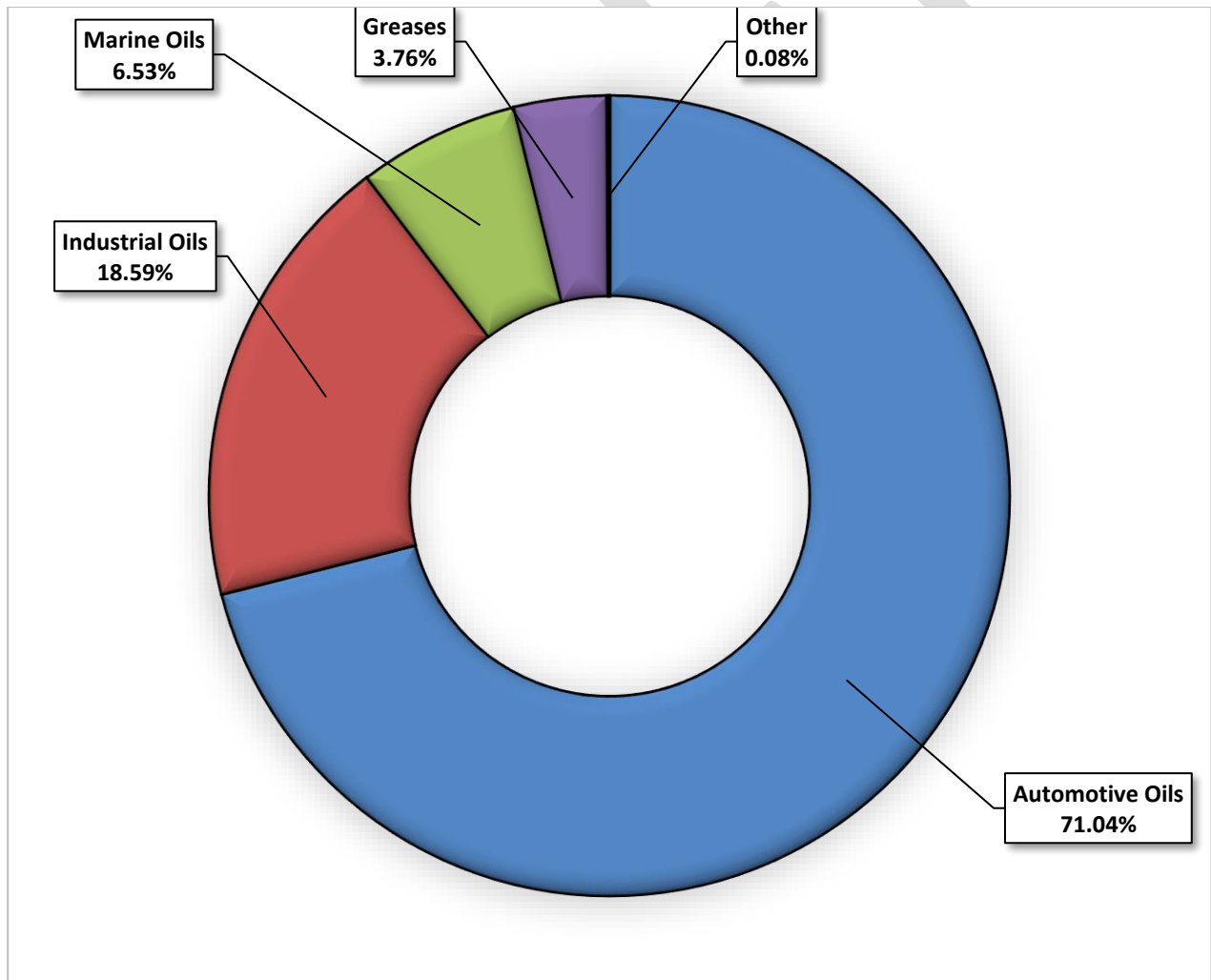
Company	LUBRICANT SALES VALUES - 2021 FIRST QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	3,993.19	38.45
ExxonMobil Asia Pacific Pte. Ltd.	1,297.19	12.49
Indian Oil Corporation Limited	1,248.77	12.02
Toyota Tsusho Corporation	928.89	8.94
Laugfs Holdings Limited	707.26	6.81
Valvoline LLC	452.02	4.35
BP Middle East LLC	389.70	3.75
Ceylon Petroleum Corporation	361.02	3.48
Shell Markets (Middle East) Limited	321.15	3.09
Bharat Petroleum Corporation Limited	320.71	3.09
Lubricant Company Sinopec Corporation	276.38	2.66
Gulf Oil Middle East Limited	48.94	0.47
Motul	40.56	0.39
<b>Total</b>	<b>10,385.79</b>	<b>100</b>

### Nominee wise Lubricant Sales Values

Nominee	LUBRICANT SALES VALUES - 2021 FIRST QUARTER	
	LKR Million	%
Chevron Lubricants Lanka PLC	3,993.19	38.45
McLarens Lubricants Limited	1,297.19	12.49
Lanka IOC PLC	1,248.77	12.02
Toyota Lanka (Pvt) Limited	928.89	8.94
Laugfs Lubricants Limited	707.26	6.81
United Motors Lanka PLC	452.02	4.35
Associated Motorways Limited	389.70	3.75
Ceylon Petroleum Corporation	361.02	3.48
N. M. Distributors (Pvt) Limited	321.15	3.09
TVS Automotives (Pvt)Ltd	320.71	3.09
Interocean Lubricants (Private) Limited	276.38	2.66
Gulf Synergy Lanka (Private) Limited	48.94	0.47
Spectrum Trading Company Pvt Ltd	40.56	0.39
<b>Total</b>	<b>10,385.79</b>	<b>100.00</b>

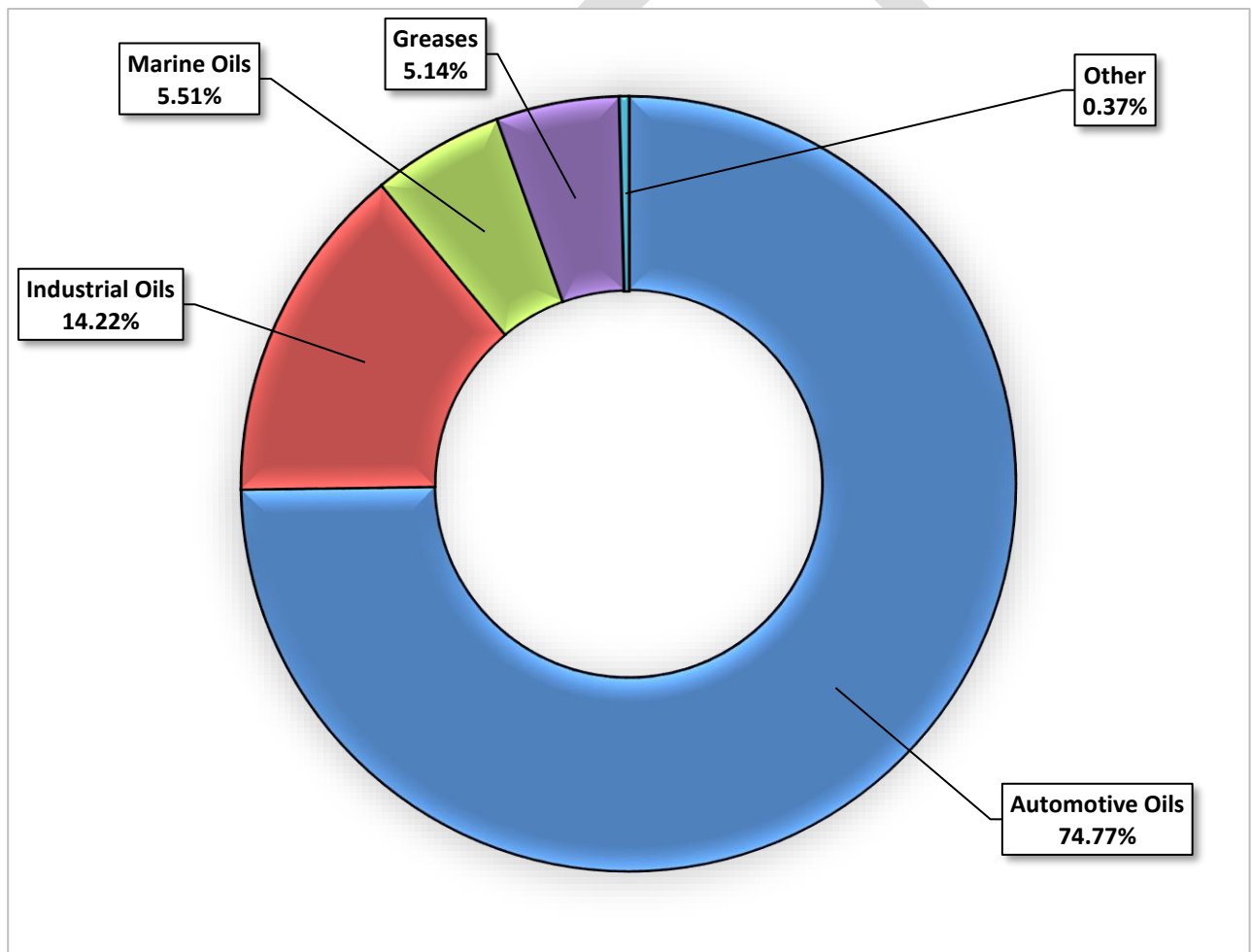
### Type of Lubricant wise Lubricant Sales Quantity

Type of Lubricant	LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER	
	KI	%
Automotive Oils	14,385.29	71.04
Industrial Oils	3,763.63	18.59
Marine Oils	1,321.68	6.53
Greases	761.62	3.76
Other	16.74	0.08
<b>Total</b>	<b>20,248.96</b>	<b>100</b>



### Type of Lubricant wise Lubricant Sales Values

Type of Lubricant	LUBRICANT SALES VALUES - 2021 FIRST QUARTER	
	LKR Million	%
Automotive Oils	7,765.26	74.77
Industrial Oils	1,476.63	14.22
Marine Oils	572.22	5.51
Greases	533.39	5.14
Other	38.29	0.37
<b>Total</b>	<b>10,385.79</b>	<b>100.00</b>

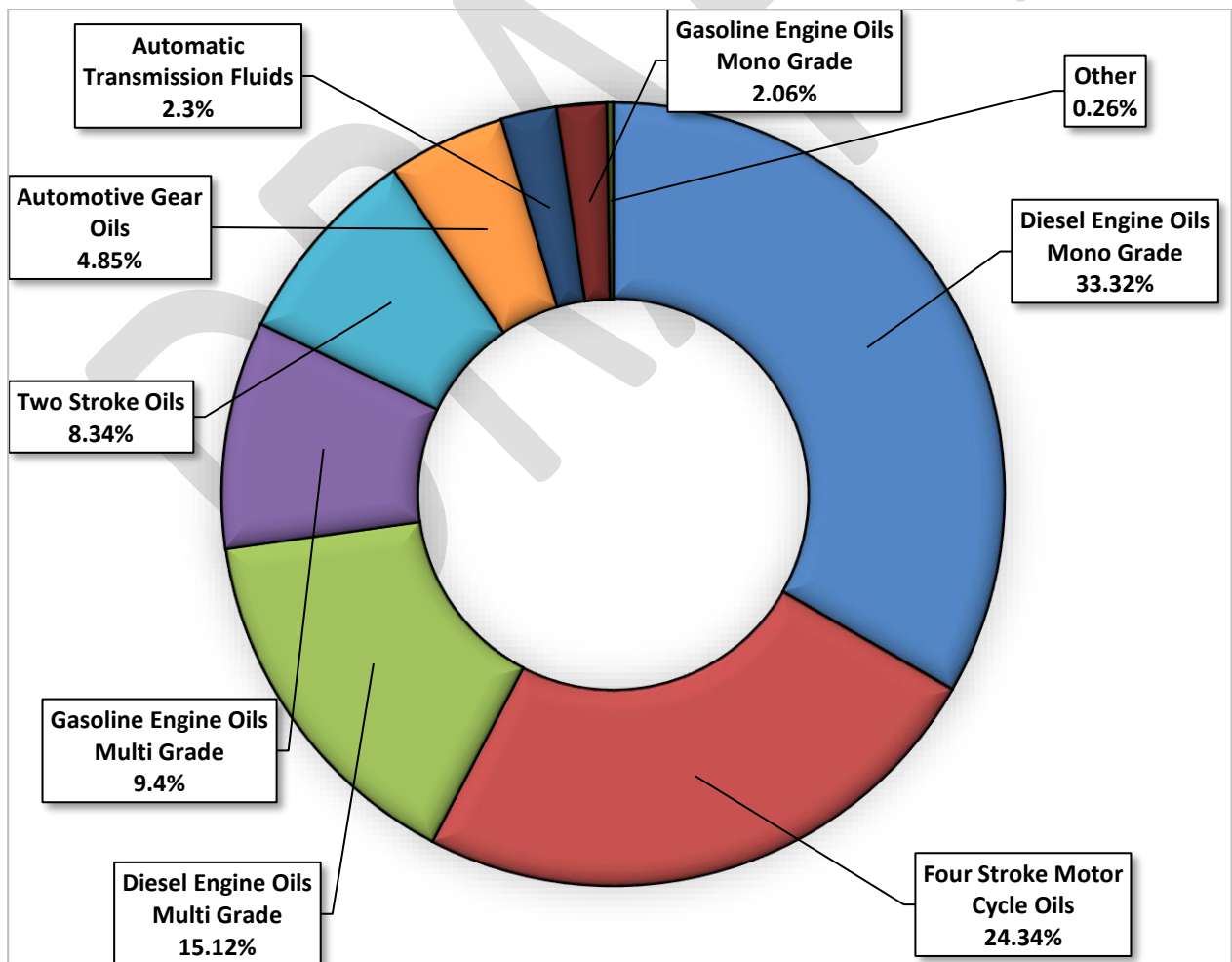


### Nominee wise and Type of Lubricant wise Lubricant Sales Quantity

Nominee	LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER (kL)					
	Automotive Oils	Greases	Industrial Oils	Marine Oils	Other	Total
Chevron Lubricants Lanka PLC	5,797.73	383.60	1,640.94	573.41	-	8,395.68
Lanka IOC PLC	2,548.28	27.64	995.86	198.00	-	3,769.78
Laugfs Lubricants Limited	1,309.89	44.01	530.67	-	-	1,884.57
McLarens Lubricants Limited	1,047.84	20.78	202.30	297.73	-	1,568.65
Ceylon Petroleum Corporation	920.00	29.00	11.40	-	6.20	966.60
United Motors Lanka PLC	705.00	17.38	42.43	-	-	764.81
Toyota Lanka (Pvt) Limited	748.17	0.43	-	-	10.53	759.13
Interocean Lubricants (Private) Limited	272.93	179.96	121.84	5.80	-	580.53
TVS Automotives (Pvt)Ltd	411.44	49.10	82.43	-	-	542.97
N. M. Distributors (Pvt) Limited	251.75	8.23	101.57	61.56	0.01	423.12
Associated Motorways Limited	344.40	1.49	34.19	23.47	-	403.55
Spectrum Trading Company Pvt Ltd	27.86	-	-	-	-	27.86
Gulf Synergy Lanka (Private) Limited	-	-	-	161.71	-	161.71
<b>Total</b>	<b>14,385.29</b>	<b>761.62</b>	<b>3,763.63</b>	<b>1,321.68</b>	<b>16.74</b>	<b>20,248.96</b>

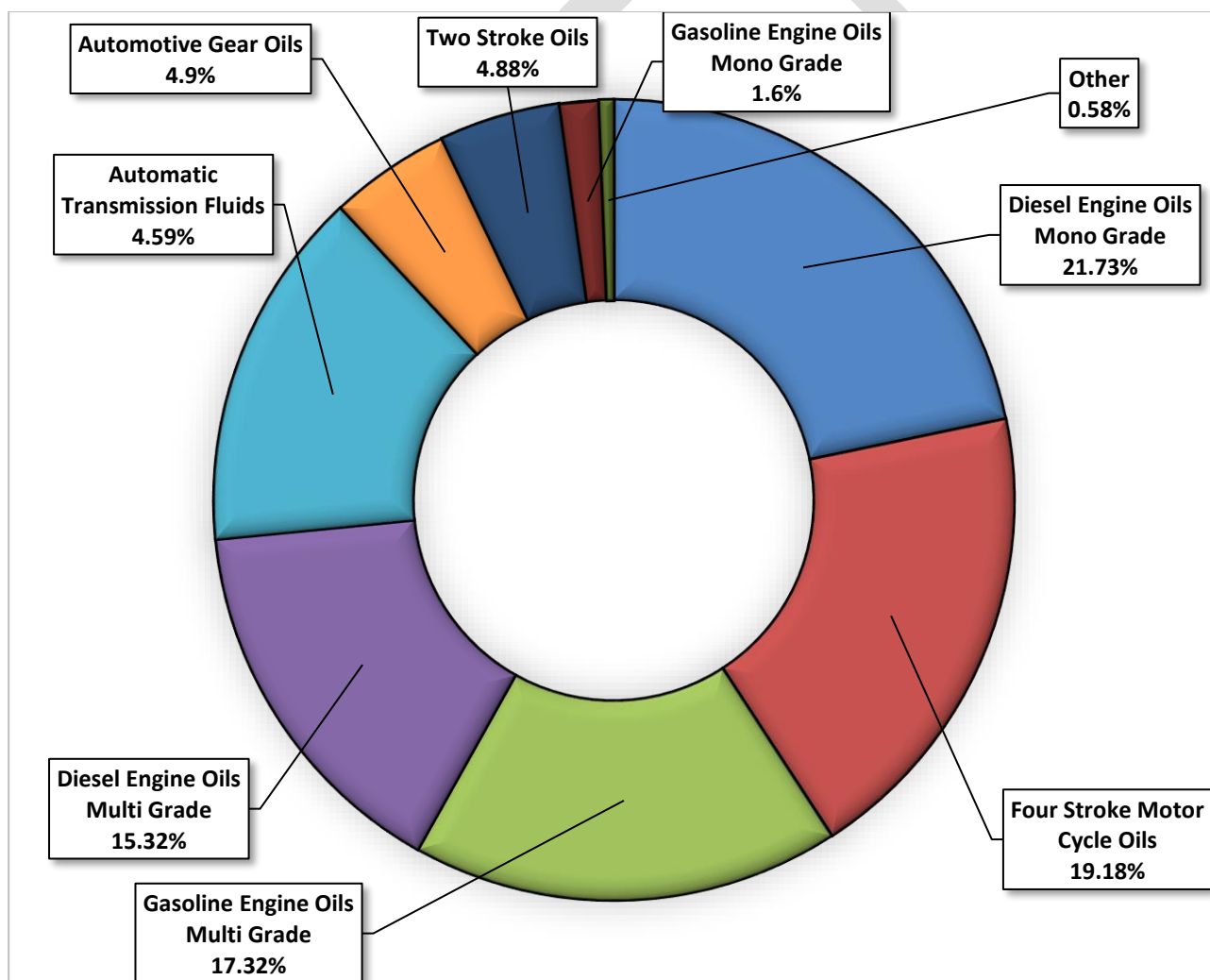
### Automotive Lubricant Sales Quantity

Automotive Oil Type	LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER	
	kL	%
Diesel Engine Oils Mono Grade	4,791.90	33.31
Diesel Engine Oils Multi Grade	2,175.77	15.13
Gasoline Engine Oils Mono Grade	296.43	2.06
Gasoline Engine Oils Multi Grade	1,352.04	9.40
Automotive Gear Oils	698.35	4.85
Automatic Transmission Fluids	331.50	2.30
Four Stroke Motor Cycle Oils	3,501.94	24.34
Two Stroke Oils	1,199.94	8.34
Other	36.80	0.26
<b>Total</b>	<b>14,384.67</b>	<b>100.00</b>



## Automotive Lubricant Sales Values

Automotive Oil Type	LUBRICANT SALES VALUES - 2021 FIRST QUARTER	
	LKR Million	%
Diesel Engine Oils Mono Grade	1,880.58	24.22
Diesel Engine Oils Multi Grade	1,326.12	17.08
Gasoline Engine Oils Mono Grade	138.49	1.78
Gasoline Engine Oils Multi Grade	1,498.55	19.30
Automotive Gear Oils	424.29	5.46
Automatic Transmission Fluids	373.79	4.81
Four Stroke Motor Cycle Oils	1,651.07	21.26
Two Stroke Oils	421.90	5.43
Other	50.47	0.65
<b>Total</b>	<b>7,765.26</b>	<b>100.00</b>



### Nominee wise Automotive Lubricant Sales Quantity

Automotive Oil Type	QUARTERLY LUBRICANT SALES QUANTITY – 2021 FIRST QUARTER (kl)												
	Chevron Lubricants Lanka PLC	Lanka IOC PLC	Laugfs Lubricants Limited	McLarens Lubricants Limited	Ceylon Petroleum Corporation	Toyota Lanka (Pvt) Limited	United Motors Lanka PLC	TVS Automotives (Pvt)Ltd	Associated Motorways Limited	Interocean Lubricants (Private) Limited	N. M. Distributors (Pvt) Limited	Spectrum Trading Company Pvt Ltd	TOTAL
Diesel Engine Oils Mono Grade	2,322.36	1,048.63	472.51	107.01	350.00	27.40	172.60	69.22	28.13	183.04	11.00	-	<b>4,791.90</b>
Diesel Engine Oils Multi Grade	1,090.04	197.56	64.12	303.01	24.20	51.81	187.45	35.42	38.16	32.23	151.26	0.51	<b>2,175.77</b>
Gasoline Engine Oils Mono Grade	215.53	18.16	49.06	-	9.10	-	-	4.57	-	-	-	-	<b>296.43</b>
Gasoline Engine Oils Multi Grade	172.16	8.76	22.34	292.06	36.00	551.38	81.32	12.46	115.85	3.70	44.08	11.94	<b>1,352.04</b>
Automotive Gear Oils	318.30	166.72	45.64	32.68	36.60	15.05	12.61	39.38	2.20	27.58	1.59	-	<b>698.35</b>
Automatic Transmission Fluids	119.71	6.35	9.34	59.87	1.70	102.52	11.77	7.46	2.04	9.55	1.19	-	<b>331.50</b>
Four Stroke Motor Cycle Oils	1,265.30	884.95	419.16	253.14	3.00	-	239.25	237.25	126.19	16.84	42.62	14.25	<b>3,501.94</b>
Two Stroke Oils	294.33	216.16	226.65	0.02	453.80	-	-	1.76	7.21	-	-	0.02	<b>1,199.94</b>
Other	-	0.99	1.09	0.05	5.00	-	-	3.91	24.62	-	0.00	1.14	<b>36.80</b>
<b>Total</b>	<b>5,797.73</b>	<b>2,548.28</b>	<b>1,309.89</b>	<b>1,047.84</b>	<b>919.40</b>	<b>748.16</b>	<b>705.00</b>	<b>411.43</b>	<b>344.40</b>	<b>272.94</b>	<b>251.74</b>	<b>27.86</b>	<b>14,384.67</b>