

TotalEnergies Lubricants — WW Performance Dashboard

83M
Turnover

▲ 4.8%
Turnover YoY %

16M
Volume

▲ 3.7%
Volume YoY %

5,24
UTurn CY

31M
GMVC

37.63%
GMVC %

4,57 %
GMVC Yoy %

1,96
Unit GMVC (\$/t)

▲ 0.2 %
UTurn YoY %

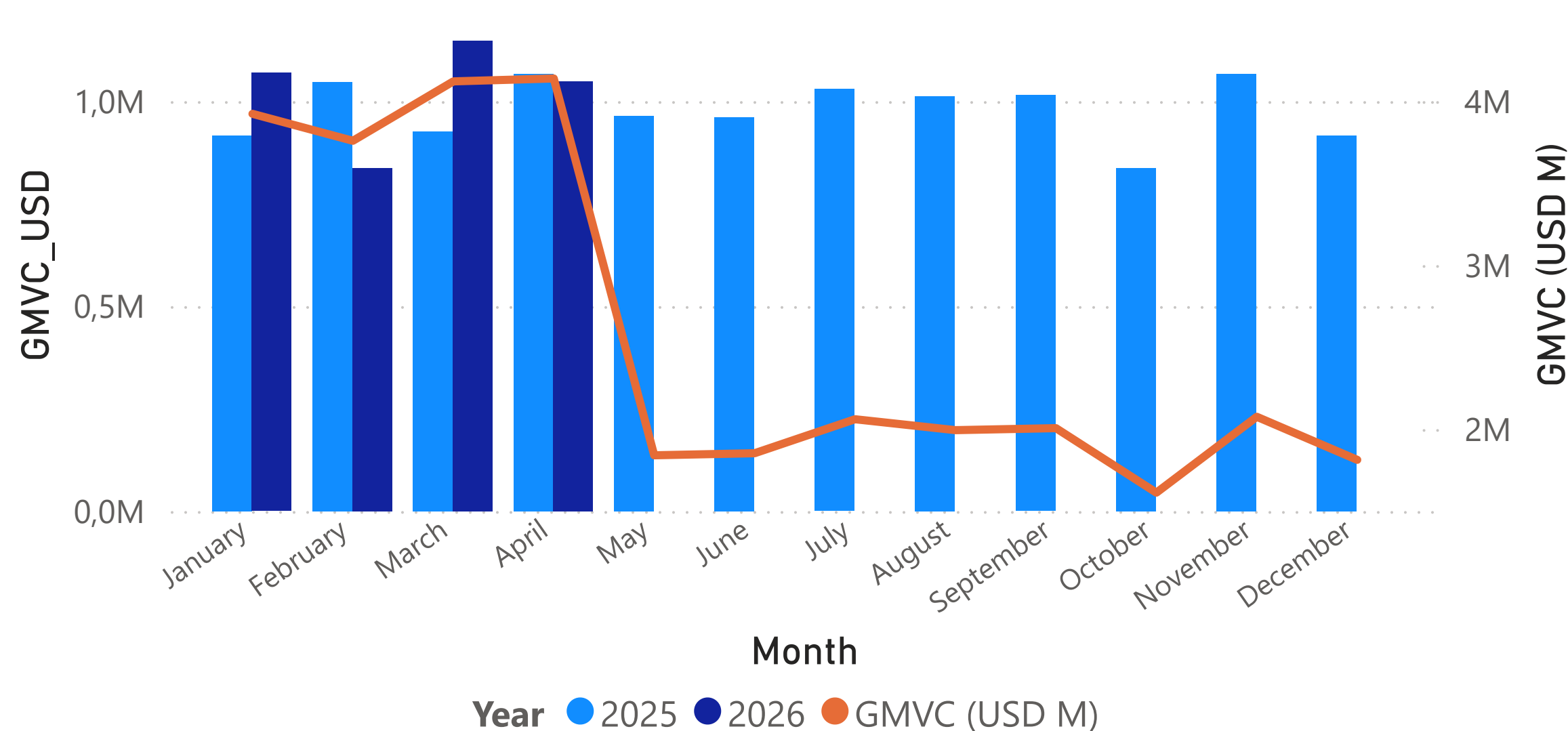
3,27
UCOGS CY (\$/t)

▲ 0.1 %
UCOGS YoY %

1,98
UGMVC CY

▲ 0.4 %
UGMVC YoY %

Volume & GMVC vs previous year



Performance by Zone

Zone	% of Total Volume	Volume	Volume YoY %	Turnover	Turnover YoY %	Unit Turnover	GMVC
Asia	33,75 %	5352456	▲ 3.4%	27982172	▲ 7.3%	5,22	10525
Middle East	33,56 %	5322039	▲ 6.0%	27732432	▲ 5.7%	5,22	10401
South America	32,68 %	5182753	▲ 1.6%	27162802	▲ 1.0%	5,26	10263
Total	100,00 %	15857248	▲ 3.7%	82877406	▲ 4.8%	5,23	31190

Country breakdown

Country	% of Total Volume	Volume	Volume YoY %	Turnover	Turnover YoY %	GMVC	GMVC %
Oman	7,76 %	1230242	▼ 2.8%	6503363	▼ 0.5%	2478298	38,11 %
Colombia	7,00 %	1109434	▲ 1.2%	5858765	▲ 1.5%	2236777	38,18 %
India	6,99 %	1109042	▲ 30.1%	5806226	▲ 41.8%	2185032	37,63 %
Brazil	6,90 %	1094560	▼ 7.1%	5784726	▼ 7.4%	2178858	37,67 %
South Korea	6,77 %	1073358	▼ 11.2%	5631531	▼ 9.6%	2114704	37,55 %
Qatar	6,75 %	1070999	▲ 2.6%	5519599	▼ 0.1%	2069367	37,49 %
Peru	6,73 %	1067254	▼ 6.5%	5636770	▼ 10.8%	2143377	38,02 %
Thailand	6,72 %	1066034	▼ 14.3%	5532259	▼ 14.6%	2081163	37,62 %
Japan	6,68 %	1059663	▲ 3.9%	5539961	▲ 15.4%	2083206	37,60 %
China	6,59 %	1044359	▲ 19.0%	5472195	▲ 16.6%	2061474	37,67 %
Kuwait	6,39 %	1012791	▲ 8.2%	5208768	▲ 4.4%	1931032	37,07 %
Total	100,00 %	15857248	▲ 3.7%	82877406	▲ 4.8%	31190293	37,63 %

Sales by Packaging

Packaging	% of Total Volume	Volume	Volume YoY %	Turnover	Turnover YoY %	GMVC
Box 5L	20,65 %	3274688	▼ 0.6%	16943110	▲ 0.7%	6345302
Box 20L	19,95 %	3163259	▲ 2.2%	16590026	▲ 0.3%	6270298
Drum 60L	19,94 %	3161164	▼ 10.1%	16554118	▼ 8.7%	6225467
Total	100,00 %	15857248	▲ 3.7%	82877406	▲ 4.8%	31190293

Product

- ☐ ACA 100
- ☐ ACA 46
- ☐ CER AD
- ☐ CER GEP
- ☐ CER HRM
- ☐ CER MS
- ☐ CER XM1
- ☐ CER XM2

Packaging

- ☐ Box 20L
- ☐ Box 4L
- ☐ Box 5L
- ☐ Drum 20L
- ☐ Drum 60L

Country

- ☐ Argentina
- ☐ Brazil
- ☐ Chile
- ☐ China
- ☐ Colombia

Zone

- ☐ Asia
- ☐ Middle East
- ☐ South America

Category

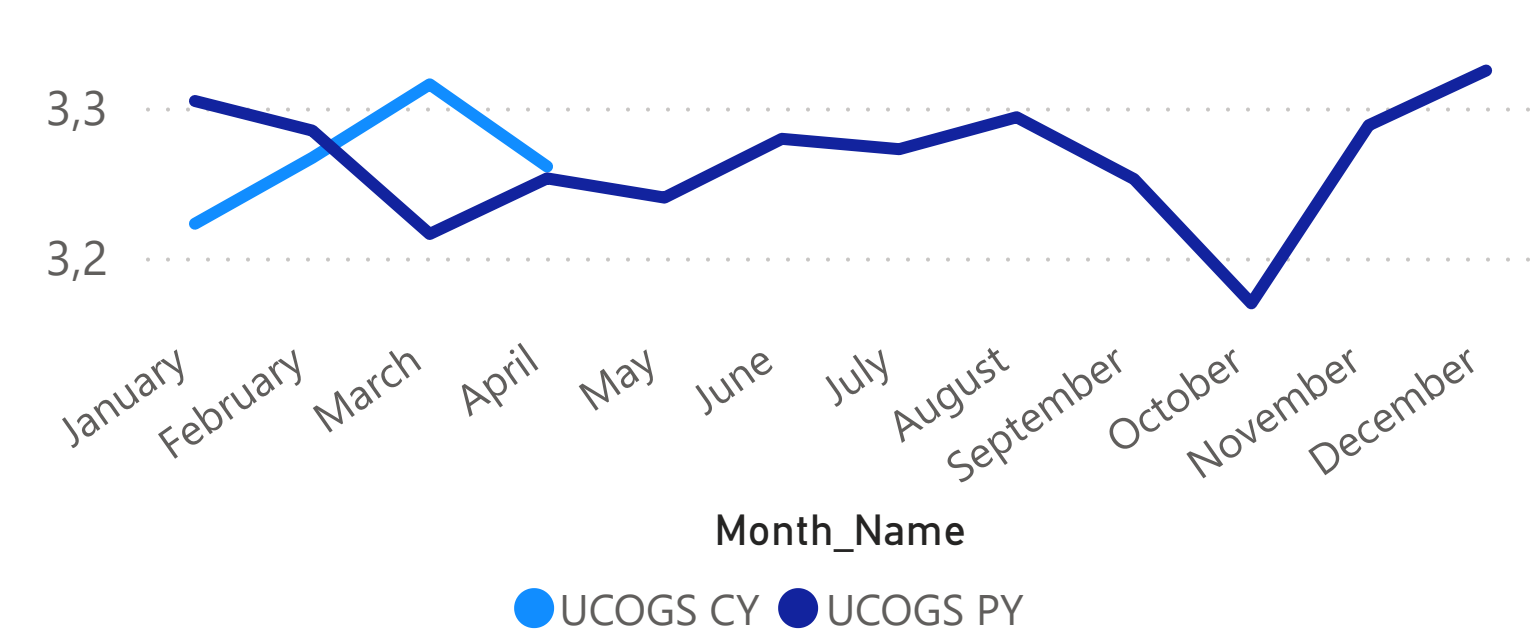
- Industry
- Automotive

Month_Name

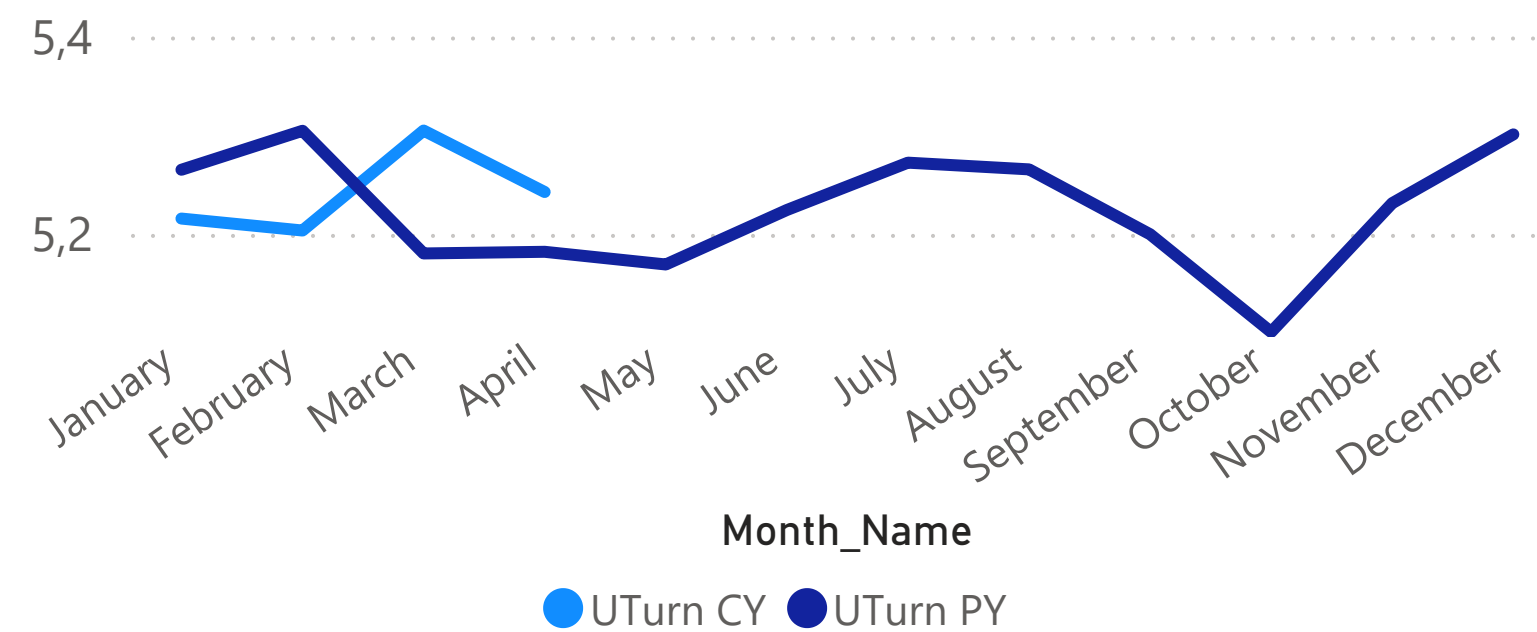
Tout

▼

Unit COGS vs Y-1 (\$/t)



Unit Turnover vs Y-1 (\$/t)



UGMVC vs Y-1 (\$/t)

