



HERO MOTOCORP REPORTS STRONG TOP LINE GROWTH & PROFIT

**NET PROFIT JUMPS 9.5% TO RS. 3,697.36 CRORE, YOY RIDING ON RECORD
SALES OF 7.59 MILLION UNITS (APR'17-MAR'18)**

**VOLUME GROWTH 13.8% AS COMPARED TO 6.66 MILLION UNITS (APR'16-
MAR'17)**

**ANNOUNCES DIVIDEND OF 4750% (INCLUDING INTERIM DIVIDEND OF
2750%) FOR FY '18**

- **REGISTERED HIGHEST EVER MONTHLY SALES ACHIEVED BY A SINGLE TWO-WHEELER COMPANY (730,473 UNIT SALES IN MARCH, 2018)**
- **HERO MOTOCORP INTENSIFIES COMMITMENT IN ELECTRIC VEHICLE SEGMENT**
- **MARKS ENTRY IN PREMIUM MOTORCYCLE SEGMENT WITH XTREME 200R & XPULSE IN FY'19**
- **FIRST SINGLE TWO-WHEELER COMPANY IN THE WORLD TO REGISTER TWO-MILLION UNIT SALES (20,22,805 UNITS) IN A QUARTER (JUL'17-SEP'17)**
- **FIRST SINGLE TWO-WHEELER COMPANY TO SURPASS THE SEVEN LAKH SALES MARK IN ANY MONTH (720,739 UNIT SALES IN SEP'17)**
- **REGISTERED RECORD RETAIL SALES OF OVER TWO MILLION UNITS DURING THE FESTIVE PERIOD**
- **RECORDED HIGHEST-EVER SINGLE-DAY RETAIL SALES OF OVER THREE LAKH VEHICLES ON DHANTERAS (OCTOBER 17, 2017)**

New Delhi, May 2, 2018; With strong sales of 20,01,595 units in the 4th quarter of FY'18 (January-March 2018), Hero MotoCorp Ltd. (HMCL), the world's largest two-wheeler manufacturer, today reported Revenue from operations (net of excise duty) of Rs.8,564.04 Crore (vs. Rs 6,922.80 Crore in the corresponding quarter last year); a growth of 23.7%. The EBIDTA margin for the quarter stood at 16.0%. Profit after tax (PAT) for the 4Q-FY'18 was Rs. 967.40 Crore (vs. Rs 717.75 Crores in corresponding quarter FY'17).

Riding on its highest-ever sales of 7,587,154 units in a financial year (FY), the Company registered revenue from operations (net of excise duty) of Rs. 32,230.49 Crore, as compared to Rs. 28,500.46 Crore; a growth of 13.1%.

Hero MotoCorp delivered profit after tax (PAT) FY'18 of Rs. 3,697.36 Crore (vs. Rs 3377.12 Crore) and EBIDTA margin at 16.4% (vs. 16.3% in the previous year).

On this occasion, Pawan Munjal, Chairman, Managing Director & Chief Executive Officer, Hero MotoCorp Ltd, said, "The fiscal year 2018 proved to be yet another year of record performances and landmark achievements – be it domestic sales, global expansion or in the field of research & development, manufacturing excellence and technological innovations at Hero MotoCorp and its alliances. We are clearly focused on sustaining our leadership in the market and consistently keep increasing wealth for our investors. The Company posted record sales numbers throughout the year, the first ever global 2-wheeler company to record 7.59 million unit sales in the period and registered highest-ever monthly sales (730,473 unit sales in March 2018).

"Hero MotoCorp, a company strongly driven by customer preference and technological innovation, recognised the growing future environmental demands ahead of its times, and thus have made strategic investments in the electric vehicles segment. Development is underway on the strategic priorities of engaging with the external ecosystem, including start-ups in a meaningful way. As part of this focus, Hero MotoCorp has made an investment of Rs. 201 crore in Ather Energy to acquire about 30% equity. Ather will soon start retailing its smart electric scooter S340."

"Another big leap, catering to popular customer demand, Hero MotoCorp, marked its entry in the premium motorcycle segment as we unveiled two new 200cc motorcycles – 'XPulse' and 'Xtreme 200R', at Auto Expo 2018. The sales will begin in FY '19. At the same time, we will continue to build and explore new age technology solutions to be future ready"

Hero MotoCorp's manufacturing facilities are based on the core principle of sustainable development, as the Company remains committed to maintaining the highest ecological standards in its manufacturing. All of the Company's seven state-of-the-art manufacturing facilities its world-class R&D center, the Centre of Innovation and Technology (CIT) at Jaipur and the Global Parts Center (GPC), at Neemrana demonstrate Hero's environmental aspirations.

The Company's manufacturing facility at Neemrana, in the state of Rajasthan, has been aptly called the 'Garden Factory', for its various measures, which have redefined green manufacturing. Home to one of the largest roof-top solar projects in the country, the Garden Factory offsets 1600 tons of carbon dioxide per annum by producing 1460 KW green energy through solar panels spread across 60,000 sq. meters.

The Garden Factory and the GPC, the CIT, and the Hero manufacturing facility at Halol in Gujarat also produce their own organic fruits and vegetables using advanced 'hydroponic' technique, which are used for internal consumption at the canteens.

Other key measures spread across the facilities for Water and Energy Optimization are - 'Big Foot' air handlers, which provide an optimal energy efficient operation, Efficient Building envelope and orientation that ensures reduced load on cooling systems, rainwater harvesting, a 'Green wall' to generate oxygen equivalent to the daily requirement of 3700 people.

Highlights of the Year (April'17-March'18):

Expansion of Manufacturing Facilities

- Commenced the construction of its eighth world-class manufacturing facility in Chittoor, Andhra Pradesh
- Commenced commercial production at its second manufacturing facility outside India, in Bangladesh

New Products

- Unveiled India's first 200cc adventure motorcycle – 'XPulse' at Auto Expo
- Forayed into 125cc scooter segment with unveiling of 'Maestro Edge 125' & 'Duet 125' at Auto Expo
- Unveiled 'Xtreme 200R' to strengthen its presence in the premium motorcycle segment
- Launched the new 'Passion PRO', 'Passion XPRO' and 'Super Splendor' to augment leadership in 100-125cc motorcycle segments

Sales Milestone - New Global heights:

- First single two-wheeler company in the world to register two million sales (20,22,805 units) in a quarter (Jul'17-Sep'17)
- First single two-wheeler company to surpass the 'seven lakh sales mark' in any month (720,739 unit sales in Sep'17)
- Registered highest-ever monthly sales achieved by an automobile company (730473 unit sales in Mar'18)
- Registered record retail sales of over two million units during the festive period
- Recorded highest ever single-day retail sales of over three lakh vehicles on Dhanteras on October 17, 2017.

Industry Recognition:

- Pawan Munjal-led Hero MotoCorp recognised as 'Indian MNC of the Year' by the All India Management Association (AIMA)

Strategic Sports Initiatives

- Registered best-ever finish at Dakar Rally with Oriol Mena securing seventh position and CS Santosh becoming the first and the only Indian rider to finish Dakar Rally thrice and attained 35th position
- 'National Supporter' for the FIFA U-17 World Cup, held in India
- Hosted Hero World Challenge, a Tiger Woods Invitational PGA sanctioned Golf tournament in the Bahamas for the fourth consecutive year
- Extended 'Hero Challenge' - the innovative Golf competition under lights, by three years to multiple events on the European Tour
- Continued to promote football in the country with title sponsorship of Hero Indian Super League and all other domestic football leagues
- Sponsors the Indian national football team for both men and women across age groups

Corporate Social Responsibility (CSR) Initiatives

- CSR projects in the area of education, skill development, safety, health, and hygiene alleviating the conditions of more than 150,000 girls
- 1.03 Crore units of electricity saved annually by installing more than 50,000 LED bulbs in 28 villages in Uttarakhand
- 6,265 Solar streetlights installed in 120 villages
- Ten two-wheeler riding training centers set-up to impart riding skills and empower girls across nine Women Industrial Training Institutes and one women's university in Haryana
- Association extended with State Police Departments of eight states across the country to empower female police officers by providing them over 600 Hero motorcycles and scooters
- More than 1000 girls trained in various aspects of two-wheeler repairing
- Career counseling to more than 29,000 students

New Technology

- Developments under way on the strategic priorities of engaging with the external ecosystem, including start-ups in a meaningful way. As part of this focus, Hero MotoCorp has made an investment of Rs. 201 crore in Ather Energy to acquire about 30% equity. Ather will soon start retailing its smart electric scooter S340.

For more information, please visit:

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