May 2, 2018

Asst. Vice President, Listing Deptt.
National Stock Exchange of India Ltd.,
Exchange Plaza, Plot C/1, G Block
Bandra Kurla Complex,
Bandra (E),
MUMBAI - 400 051
Scrip Code: HEROMOTOCO

The Secretary,
BSE Limited
25th Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI - 400 001
Scrip Code: 500182

Sub: Compliances under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations)

Re.: Outcome of Board Meeting held on May 2, 2018

Dear Sirs,

The Board of Directors at its meeting held today, viz May 2, 2018, has considered and approved the following matters:

1. The audited standalone and consolidated financial results for the quarter and year ended March 31, 2018. A copy of duly signed audited financial results, along with audit report and declaration in respect of audit report with unmodified opinion under Regulation 33 of Listing Regulations, is enclosed.

   Press Release issued in this regard, is also enclosed.

2. Convening of 35th Annual General Meeting (AGM) of the Company on Tuesday, July 24, 2018.

3. Recommendation of final dividend subject to approval of members @2000% viz. INR 40 per equity share of INR 2/- each for the financial year 2017-18. The dividend, if declared at the ensuing AGM, will be paid by August 23, 2018.

4. Pursuant to Regulation 42 of the SEBI (Listing Obligations and Disclosure Requirements), 2015, the Register of Members and Share Transfer Books of the Company will remain closed from Friday, July 13, 2018 to Tuesday, July 24, 2018 (both days inclusive) for the purpose of 35th AGM and determining entitlement of the members to the final dividend (if declared at the AGM). Kindly display the same on the website of your exchanges.

Hero MotoCorp Ltd. New Delhi

Symbol	Type of security	Book Closure both days inclusive		Record Date	Purpose
		From	To		
NSE - HEROMOTOCO BSE - 500182	Equity Shares	Friday, July 13, 2018	Tuesday, July 24, 2018	Not applicable	35th AGM and final dividend (if declared at the AGM)

The meeting of the Board of Directors commenced at 10.00 A.M. and concluded at 2.00 P.M.

Kindly take the aforesaid information on your records.

Thanking you,

For Hero MotoCorp Ltd.

(Neerja Sharma)
Company Secretary

Encl: a/a.

Hero MotoCorp Ltd.
Regd. Office: 34,Community Centre, Basant Lok, Vasant Vihar, New Delhi-110057, India
Tel. +91-11-26142451, 46044100, Fax +91-11-26143321, 26143198
HeroMotoCorp.com CIN: L35911DL1984PLC017354 PAN NO.: AAACH0812J

B S R & Co. LLP
Chartered Accountants

Building No.10, 8th Floor, Tower-B
DLF Cyber City, Phase - II
Gurugram - 122 002, India

Telephone: + 91 124 719 1000
Fax: + 91 124 235 8613

INDEPENDENT AUDITOR'S REPORT

TO THE BOARD OF DIRECTORS OF HERO MOTOCORP LIMITED

We have audited the accompanying annual standalone financial results of Hero MotoCorp Limited ('the Company') for the year ended 31 March 2018, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that the figures for the quarter ended 31 March 2018 and the corresponding quarter ended in the previous year as reported in these standalone financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

These standalone financial results have been prepared on the basis of the annual standalone financial statements and reviewed quarterly financial results upto the end of the third quarter which are the responsibility of the Company's management. Our responsibility is to express an opinion on these standalone financial results based on our audit of the annual standalone financial statements which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

The comparative financial results of the Company for the quarter and year ended 31 March 2017, included in these standalone financial results have been prepared from annual standalone financial statements audited by the predecessor auditor (vide their unmodified audit report of 10 May 2017).

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

B S R & Co. (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

Registered Office:
5th Floor, Lodha Excelus
Apollo Mills Compound
N.M. Joshi Marg, Mahalakshmi
Mumbai - 400 011

In our opinion and to the best of our information and according to the explanations given to us these standalone financial results:

(i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and

(ii) give a true and fair view of the net profit and other comprehensive income and other financial information for the year ended 31 March 2018.

For **B S R & Co. LLP**
Chartered Accountants
Firm registration No.: 101248W/W-100022

Jiten Chopra

Jiten Chopra
Partner
Membership No.: 092894

Place: New Delhi
Date: 2 May 2018

B S R & Co. LLP
Chartered Accountants

Building No.10, 8th Floor, Tower-B
DLF Cyber City, Phase - II
Gurugram - 122 002, India

Telephone: + 91 124 719 1000
Fax: + 91 124 235 8613

INDEPENDENT AUDITOR'S REPORT

TO THE BOARD OF DIRECTORS OF HERO MOTOCORP LIMITED

We have audited the annual consolidated financial results of ("the Statement") of Hero MotoCorp Limited (hereinafter referred to as 'the Holding Company') and its subsidiaries (collectively referred to as "the Group") and its associates for the year ended 31 March 2018, attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

These consolidated annual financial results have been prepared from consolidated annual financial statements which are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such consolidated annual financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion

We did not audit the financial statements of five subsidiaries included in the consolidated annual financial results, whose annual financial statements reflect total assets of Rs. 622.87 crores as at 31 March 2018 as well as the total revenue of Rs. 664.97 crores for the year ended 31 March 2018. The consolidated financial results also include the Group's share of net profit of Rs. 24.20 crores and other comprehensive income of Rs. 0.27 crores for the year ended 31 March 2018 in respect of two associates. These annual financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the annual financial results, to the extent they have been derived from such annual financial statements is based solely on the report of such other auditors. Our opinion is not modified in respect of this matter.

The comparative financial results of the Company for the year ended 31 March 2017, included in these consolidated financial results have been prepared from annual consolidated financial statements audited by the predecessor auditor (vide their unmodified audit report of 10 May 2017).

B S R & Co. (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

Registered Office:
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Mumbai - 400 011

In our opinion and to the best of our information and according to the explanations given to us and based on consideration of reports of other auditors on separate financial statements and on other information of the subsidiaries and associates as aforesaid, these consolidated annual financial results:

(i) include the annual financial results of the following entities;

Subsidiaries
HMC MM Auto Limited;
HMCL (NA) Inc.;
HMCL Americas Inc.;
HMCL Netherlands B.V.;
HMCL Colombia S.A.S; and
HMCL Niloy Bangladesh.

Associates
Hero FinCorp Limited; and
Arther Energy Private Limited.

(ii) have been presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and

(iii) give a true and fair view of the consolidated net profit and other comprehensive income and other financial information for the year ended 31 March 2018.

For **B S R & Co. LLP**
Chartered Accountants
Firm registration No.: 101248W/W-100022

Jiten Chopra
Partner
Membership No.: 092894

Place: New Delhi
Date: 2 May 2018

Hero

HERO MOTOCORP LIMITED
CIN NO. L35911DL1984PLC017354
Regd. office :- 34, Community Centre, Basant Lok , Vasant Vihar, New Delhi-110057
Statement of Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2018

Rupees In Crores

S. No.	Particulars	Standalone					Consolidated	
		Quarter ended			Year ended		Year ended	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
		Audited (Refer note 6)	Unaudited	Audited (Refer note 6)	Audited	Audited	Audited	Audited
1	**No. of Two wheelers sold**	**2,001,595**	**1,709,107**	**1,621,805**	**7,587,154**	**6,664,240**		
2	**Income**							
	[a] Revenue from Operations	8,564.04	7,314.21	7,495.68	32,871.82	30,871.59	33,100.94	30,983.66
	[b] Other income	166.50	110.02	118.23	525.82	522.43	523.17	521.95
	Total Income	**8,730.54**	**7,424.23**	**7,613.91**	**33,397.64**	**31,394.02**	**33,624.11**	**31,505.61**
3	**Expenses**							
	[a] Cost of materials consumed	5,721.05	5,025.45	4,576.32	21,857.79	18,974.11	21,995.94	19,019.34
	[b] Change in inventories of finished goods and work-in-progress	72.03	(94.71)	167.40	(23.15)	63.17	(110.12)	96.74
	[c] Excise duty on sales	-	-	572.88	641.33	2,371.13	642.57	2,373.23
	[d] Employees benefits expenses	380.86	401.94	328.07	1,540.13	1,396.01	1,583.71	1,432.49
	[e] Finance cost	1.54	1.57	1.48	6.25	6.05	30.80	27.28
	[f] Depreciation and amortisation expenses	148.34	138.28	135.30	555.60	492.73	574.98	502.25
	[g] Other expenses	1,019.51	823.54	893.45	3,575.53	3,432.36	3,663.79	3,485.89
	Total Expenses	**7,343.33**	**6,296.07**	**6,674.90**	**28,153.48**	**26,735.56**	**28,381.67**	**26,937.22**
4	**Profit from ordinary activities before share of Profit / (Loss) of associates (2-3)**	**1,387.21**	**1,128.16**	**939.01**	**5,244.16**	**4,658.46**	**5,242.44**	**4,568.39**
5	**Profit/ (loss) from associates**							
	Share in net profit / (loss) of associates	-	-	-	-	-	49.66	54.92
	Gain on dilution of interest in an associate	-	-	-	-	-	-	262.09
6	**Profit from ordinary activities before tax**	**1,387.21**	**1,128.16**	**939.01**	**5,244.16**	**4,658.46**	**5,292.10**	**4,885.40**
7	**Tax expense**							
	Current tax	380.87	316.67	164.80	1,446.95	1,082.08	1450.99	1,082.24
	Deferred tax	38.94	6.06	56.46	99.85	199.26	118.94	256.86
	Total tax	**419.81**	**322.73**	**221.26**	**1,546.80**	**1,281.34**	**1,569.93**	**1,339.10**
8	**Net Profit from ordinary activities after tax (6-7)**	**967.40**	**805.43**	**717.75**	**3,697.36**	**3,377.12**	**3,722.17**	**3,546.30**
9	Other comprehensive income /(expense) (net of tax)							
	Items that will not be reclassified to profit or loss	(2.03)	4.36	(3.56)	(4.71)	(14.08)	(4.39)	(14.20)
	Items that will be reclassified to profit or loss	-	-	-	-	-	(2.87)	(4.51)
10	**Total comprehensive income for the period (8-9)**	**965.37**	**809.79**	**714.19**	**3,692.65**	**3,363.04**	**3,714.91**	**3,527.59**
11	**Net Profit / (loss) attributable to**							
	a) Owners of the Company	**967.40**	**805.43**	**717.75**	**3,697.36**	**3,377.12**	**3720.40**	**3,584.27**
	b) Non controlling interest	-	-	-	-	-	1.77	(37.97)
12	**Other comprehensive income attributable to**							
	a) Owners of the Company	**(2.03)**	**4.36**	**(3.56)**	**(4.71)**	**(14.08)**	**(5.89)**	**(16.71)**
	b) Non controlling interest	-	-	-	-	-	(1.37)	(2.00)
13	**Total comprehensive income attributable to**							
	a) Owners of the Company	**965.37**	**809.79**	**714.19**	**3,692.65**	**3,363.04**	**3714.51**	**3,567.56**
	b) Non controlling interest	-	-			-	0.40	(39.97)
14	**Paid-up equity share capital**	39.94	39.94	39.94	39.94	39.94	39.94	39.94
	Face value of the share (Rs.)	2.00	2.00	2.00	2.00	2.00	2.00	2.00
15	**Total Reserves**	-	-	-	**11,728.94**	**10,071.35**	**11,931.52**	**10,275.57**
16	**Basic & diluted earning per equity share on Net profit from ordinary activities after tax (face value Rs. 2/- each)(In Rupees)**							
	Basic	48.44	40.33	35.94	185.14	169.12	186.30	179.49
	Diluted	48.44	40.33	35.94	185.13	169.12	186.29	179.49

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Notes:-

1 The Board at its meeting held on May 02, 2018 considered and recommended a final dividend @ 2000% i.e. Rs.40 per equity share of Rs. 2.00 each for the financial year 2017-18. The dates of the Book Closure for the entitlement of such dividend and Annual General Meeting shall be decided and informed in due course of time. This dividend together with the Interim dividend @ 2750% i.e. Rs. 55 per equity share of Rs. 2.00 each already paid to the members would aggregate to @ 4750%.

2 During the quarter ended, the Company has accrued incentive pertaining to Central Government share of CGST/IGST amounting to Rs. 64.40 crores (Previous year quarter Rs. Nil) and for the year ended Rs. 176.76 Crores (Previous Year Rs. Nil) in Haridwar Plant pertaining to "Scheme of Budgetary Support under GST" issued by Ministry of Commerce and Industry on October 05, 2017.

3 Based on the guiding principles given in Ind AS-108 on 'Operating Segments', the Group business activity fall within a single operating segment, namely automotive segment. Accordingly, the disclosure requirements of Ind AS 108 are not applicable.

4 Particulars of subsidiaries and associate as on
a) Subsidiaries (held directly) - HMCL (NA) Inc, HMCL Netherlands B.V., HMC
b) Subsidiaries (held indirectly) - HMCL Colombia S.A.S., HMCL Niloy
c) Associates - Hero FinCorp Limited & Ather Energy Private Limited(effective January 3, 2017)

5 During the quarter and year ended, the Company has further invested in subsidiaries and associates. Details are as follows:-

Name of Company	Nature	Quarter ended 31-03-2018	Quarter ended 31-03-2017	Year ended 31-03-2018	Year ended 31-03-2017
HMCL Netherlands B.V.	Subsidiary	70.44	18.18	70.44	50.79
HMC MM Auto Ltd	Subsidiary	-	-	3.00	6.60
Total (Rs in crores)		**70.44**	**18.18**	**73.44**	**57.39**
Hero Fincorp Limited	Associate	70.03	-	70.03	36.40
Ather Energy Private Limited	Associate	-	180.52	20.06	180.52
Total (Rs in crores)		**70.03**	**180.52**	**90.09**	**216.92**

6 The figures of the last quarter are the balancing figures between the audited figures in respect of full year and the unaudited published figures up to the third quarter ended December 31.

7 Previous periods' / year's figures have been regrouped/ reclassified wherever necessary, to make them comparable.

8 The above results for the quarter and year ended March 31, 2018 have been reviewed and recommended by the Audit Committee meeting held on May 01, 2018 and approved by the Board of Directors in their meeting held on May 02, 2018. These results have been subjected to audit by the statutory auditors.

9 The above results of the Company are available on the Company's website www.heromotocorp.com and also on www.bseindia.com and www.nseindia.com

For and on behalf of the board

PAWAN MUNJAL
Chairman, Managing Director & CEO
DIN : 00004223

New Delhi
May 2, 2018

Statement of Assets and Liabilities

Rupees in crores

	Particulars	Standalone		Consolidated	
		As at March 31, 2018	As at March 31, 2017	As at March 31, 2018	As at March 31, 2017
	ASSETS	Audited	Audited	Audited	Audited
1	**Non-current assets**				
	(a) Property, plant and equipment	4,485.89	4,310.73	4,771.39	4,495.03
	(b) Capital work-in-progress	203.78	270.72	239.02	386.50
	(c) Intangible assets	168.65	84.86	189.57	103.82
	(d) Intangible assets under development	114.61	194.33	116.46	194.46
	(e) Equity accounted investment in associates	-	-	1159.63	1,025.37
	(f) Financial assets				
	(i) Investments	1,934.08	1,349.00	918.49	496.94
	(ii) Loans	45.68	48.36	45.85	48.52
	(g) Income tax assets (net)	379.26	331.94	394.51	332.50
	(h) Other non-current assets	558.67	651.14	559.58	658.35
	Total Non - Current Assets	**7,890.62**	**7,241.08**	**8,394.50**	**7,741.49**
2	**Current assets**				
	(a) Inventories	823.58	656.31	962.68	708.58
	(b) Financial assets				
	(i) Investments	5,591.12	4,540.85	5,591.12	4,544.06
	(ii) Trade receivables	1,520.18	1,561.87	1,426.97	1,551.75
	(iii) Cash and cash equivalents	34.38	15.40	130.61	74.06
	(iv) Bank balances other than (iii) above	106.96	121.33	106.96	121.33
	(v) Loans	27.56	24.18	28.50	24.93
	(vi) Others	539.37	144.95	543.28	145.02
	(c) Other current assets	205.03	388.29	212.11	400.78
	Total Current Assets	**8,848.18**	**7,453.18**	**9,002.23**	**7,570.51**
	Total Assets	**16,738.80**	**14,694.26**	**17,396.73**	**15,312.00**
	EQUITY AND LIABILITIES				
1	**Equity**				
	(a) Equity Share capital	39.94	39.94	39.94	39.94
	(b) Other equity	11,728.94	10,071.35	11,931.52	10,275.57
	Total Equity attributable to owners of the Company	**11,768.88**	**10,111.29**	**11,971.46**	**10,315.51**
2	**Non-controlling interests**	-	-	93.21	67.38
	Total Equity	**11,768.88**	**10,111.29**	**12,064.67**	**10,382.89**
	LIABILITIES				
3	**Non-current liabilities**				
	(a) Financial liabilities-borrowings	-	-	149.63	207.90
	(b) Provisions	114.94	75.30	119.18	75.62
	(c) Deferred tax liabilities (net)	511.66	414.34	581.89	468.90
	Total Non - Current Liabilities	**626.60**	**489.64**	**850.70**	**752.42**
4	**Current liabilities**				
	(a) Financial liabilities				
	(i) Borrowings	-	-	75.37	40.08
	(ii) Trade payables	3,318.81	3,247.27	3,375.26	3,266.20
	(iii) Other financial liabilities	202.14	352.77	205.49	371.21
	(b) Other current liabilities	762.58	454.28	764.95	456.63
	(c) Provisions	59.79	39.01	60.29	42.57
	Total Current Liabilities	**4,343.32**	**4,093.33**	**4,481.36**	**4,176.69**
	Total Equity and Liabilities	**16,738.80**	**14,694.26**	**17,396.73**	**15,312.00**

Hero MotoCorp Ltd.
Regd. Office: 34,Community Centre, Basant Lok, Vasant Vihar, New Delhi-110057, India
Tel. +91-11-26142451, 46044100, Fax +91-11-26143321, 26143198
HeroMotoCorp.com CIN: L35911DL1984PLC017354 PAN: AAACH0812J

May 2, 2018

Asst. Vice President, Listing Deptt.
National Stock Exchange of India Ltd.,
Exchange Plaza, Plot C/1, G Block
Bandra Kurla Complex,
Bandra (E),
MUMBAI - 400 051
Scrip Code: HEROMOTOCO

The Secretary,
BSE Limited
25th Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI - 400 001
Scrip Code: 500182

Sub.: Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Declaration in respect of Audit Reports with unmodified opinion for the financial year ended March 31, 2018

Dear Sir,

Pursuant to SEBI Circular no. CIR/CFD/CMD/56/2016 dated May 27, 2016; we hereby declare that the Statutory Auditors of the Company, M/s. B S R & Co. LLP, Chartered Accountants have issued an Audit Report with unmodified opinion on audited financial results of the Company (standalone & consolidated) for the quarter and year ended March 31, 2018.

Kindly take this declaration on your records.

For Hero MotoCorp Limited

Niranjan Gupta
Chief Financial Officer

Hero MotoCorp Ltd.
Regd. Office: 34,Community Centre, Basant Lok, Vasant Vihar, New Delhi-110057, India
Tel. +91-11-26142451, 46044100, Fax +91-11-26143321, 26143198
HeroMotoCorp.com CIN: L35911DL1984PLC017354 PAN NO.: AAACH0812J

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 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 & X-PULSE 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 (SPECIFY DATE & YEAR)**

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 quarter 'FY18 was Rs. 967.40 Crore (vs. Rs 717.75 Crores in corresponding quarter 'FY17).

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) 'FY18 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 well over 7.5 million unit sales in the period and registered highest-ever monthly sales in India (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 it unveiled India's first 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 and its world-class R&D center, the Centre of Innovation and Technology (CIT), demonstrate Hero's environmental aspirations.

The Company's manufacturing facility in 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 Global Parts Centre (GPC) at Neemrana, 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 two-wheeler company in the world to register two million sales (20,22,805 units) in a quarter (Jul'17-Sep'17)
- First 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 in India (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

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
- Was the '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.

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For more information, please visit:

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