



Hero

HERO MOTOCORP REPORTS PAT OF RS 476.53 CRORE IN Q4 (JANUARY-MARCH) IN FY'15

CLOCKS REVENUES (NET SALES & OTHER OPERATING INCOME) OF Rs 6793.87 CRORE

LINES UP AN INVESTMENT OF OVER Rs. 3000 CRORES IN THE NEXT TWO YEARS

Financial Results: Q4, FY'15	Financial Results: FY'15
– Total sales for Q4 stands at 15,75,501 units – Total turnover (Net sales and other operating income) Rs 6793.87 crore – Net profit after tax (PAT) stands at Rs 476.53 crore – EBIDTA margin for the quarter 12.34 per cent	– Total unit sales of 66,31,826 two-wheelers – Total turnover (Net sales and other operating income) of Rs 27585.30 crore – Net profit after tax stands at Rs 2385.64 crore – Final dividend of Rs 30 per share – EBIDTA margin for the year 12.84 per cent – EPS of Rs 119.46

Our technologically refined and performance driven products have caught the imagination of our customers and allowed us to post growth of over 6% in FY'15 over the corresponding year. Last year, we focused on further strengthening our in-house capabilities and the results of that are for all to see with products like the Splendor iSmart which has set the bar higher for others to follow.

The industry has, however, remained sluggish due to the slowing rural economy on account of poor crop realization and moderating wages in the rural markets. Going forward, we remain cautiously optimistic in our near to medium term outlook. An overall improvement in the economy and positive market sentiments are required for the industry to get back to the trend of healthy double digit growth. On our part, we will continue to focus on our strengths and keep providing the best of products to our customers in India and across the globe.

PAWAN MUNJAL

VICE CHAIRMAN, CHIEF EXECUTIVE OFFICER & MANAGING DIRECTOR

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Hero MotoCorp Ltd. (HMCL) has lined up an investment of over Rs. 3000 crores in adding capacities and brand building initiatives in domestic and global markets over the next two years. This is in keeping with the company's vision of expanding its global footprint to 50 countries and total annual sales of 12 million units by the year 2020.

Hero MotoCorp Ltd. (HMCL), today reported its sales and financial results for the 4th quarter of FY '15 (January-March 2015).

With quarterly sales of **15,75,501** units of two-wheeler for the period, the company's total turnover (Net Sales & other Operating Income) in the quarter stood at Rs.6793.87 Crore. Hero MotoCorp had reported a turnover of Rs. 6512.96 crore in the corresponding quarter in previous fiscal.

EBIDTA margin for the quarter stood at 12.34 %.

Profit before exceptional item and tax stood at Rs 840.76 crores. Profit after Tax (PAT) after exceptional item for the quarter stood at Rs 476.53 crores. This is after impairment of Rs 155.04 crores (US\$ 25 million) of equity investment in Erik Buell Racing, Inc. a Delaware corporation ("**EBR**") through HMCL NA Inc, subsidiary of Hero Motocorp Limited. EBR has filed an Assignment for Benefit of Creditors under Chapter 128 of the Wisconsin Statutes, which is similar to the federal bankruptcy law of the United States of America.

Fuelled by the record sales of over **66,31,826** units in this fiscal, Hero MotoCorp registered a total turnover (Net Sales & Other Operating income) of Rs 27585.30 crore for the full financial year of 2014-15, as compared to Rs 25275.47 crore reported in FY'14. The company reported profit after tax (PAT) of Rs.2385.64 crore and EBIDTA stood at 12.84% per cent for the financial year.

Based on strength of the operations and the resultant strong financial position the Company has declared a final dividend of Rs 30 per share, over and above interim dividend of Rs 30 per share paid in August 2015, this translates into a total dividend of Rs 60 (excluding dividend distribution tax) for the year

Hero MotoCorp reported earnings per share (EPS) before exceptional item Rs 127.23 and after exception item Rs. 119.46 for the year.

In the month of April, HMCL announced record mileage for its recently launched 'Splendor iSmart' motorcycle. As per the latest (March, 2015) Fuel Efficiency (FE) values, the i3S technology-enabled Splendor iSmart delivered a mileage of 102.50 kilometer per litre of petrol, thereby setting a new global benchmark in fuel efficiency.

These FE values are certified by the iCAT (International Centre for Automotive Technology) and obtained in the mandatory emission test specified in Rule 115 of the Central Motor Vehicle Rules (CMVR) 1989, under controlled conditions using a reference fuel at an agency authorized by Rule 126 of the said Rules. iCAT is a division of NATRIP Implementation Society (NATIS) of the government of India.

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In the month of March, HMC-MM Auto Ltd., the Joint Venture between Hero MotoCorp Ltd. and Milan (Italy)-based Magneti Marelli, also inaugurated its first autonomous 'Production and Development Centre' at Manesar (Haryana). With the commencement of operations at the Development Centre, HMCL is set to become India's first two-wheeler manufacturer to have its own EFI Product-line.

Business Highlights: FY '15

Global foray	– Launch of brand 'Hero' and its range of products in Colombia, Bangladesh, Nicaragua, Democratic Republic of Congo, Mozambique, Angola and Ethiopia. – The company formed a wholly-owned subsidiary in Colombia and commenced construction of a state-of-the-art manufacturing plant in the country. – HMCL is also building a plant in Bangladesh as part of a joint venture with the Nitol Niloy Group
New facilities	– In Oct 2014, the state-of-the-art platinum-class manufacturing plant - 'Garden Factory' - of Hero MotoCorp Ltd went on stream at Neemrana in Rajasthan. – In June 2014, HMCL also made its Global Parts Centre (GPC) at Neemrana operational.
New Product launches	– Launches the new Karizma, ZMR, Xtreme, Passion Pro TR, Splendor Pro Classic, Splendor iSmart, HF Deluxe Eco, and the Pleasure Scooter
Sales Performance	– Retailer a whopping more than One Million (10 Lakh) two-wheelers during the 37-day festive period, which started on 25th September (first day of Navratras) and lasted until 31st October 2014. – On Dhanteras, for the first time, HMCL's total sales to end-customers across the country surpass the 200,000 mark, which is a growth of over 80 per cent over Dhanteras day last year. – In September 2014, HMCL clocks a record 6,04,052 units of two-wheelers. Hero MotoCorp had crossed the figure of 6-lakh plus in monthly sales in only two previous occasions – in October 2013 when it sold 6.25 units – In May 2014, HMCL sells 602,483 units – all-time high dispatch sales in a non-festive month – Record sales for a financial year with 66,31,826 units sold in FY '15

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