

HERO MOTOCORP LIMITED

Notes:-

- 1 The above results for the second quarter and half year ended September 30, 2015 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors ("Board") in their respective meetings held on Monday, October 19, 2015 and Tuesday, October 20, 2015.
- 2 As the Company's business activity falls within a single primary business segment viz 'Two-wheelers, its parts and ancillary services' and is a single geographical segment, the disclosure requirements of Accounting Standard (AS-17) "Segment Reporting", are not applicable.
- 3 During the quarter, the Company has invested Rs. 1655 lacs and Rs. 2222 lacs as part of capital contribution in the wholly owned subsidiary HMCL Netherlands B.V. and a new wholly owned subsidiary HMCL Americas Inc. respectively. Further, the Company has invested in its associate Rs. 19719 lacs pursuant to rights issue by Hero FinCorp Limited. The subsidiaries and associate would act towards furtherance of business interest of the Company.
- 4 During the previous year, the Company has made a provision of Rs. 15504 lacs being the diminution in value of its investment held in HMCL (NA) Inc. under the head "Exceptional item" in the Statement of Profit and Loss in view of bankruptcy filing by Erik Buell Racing Inc. (EBR) (along with its subsidiary Erik Buell Racing, LLC), an associate of HMCL (NA) Inc. a wholly owned subsidiary of the Company.
- 5 Previous period/year figures have been regrouped/ reclassified wherever necessary, to make them comparable.
- 6 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

New Delhi
October 20, 2015

PAWAN MUNJAL
Chairman, Managing Director & CEO
DIN : 00004223

HERO MOTOCORP LIMITED

Statement of Assets and Liabilities as per Clause 41 of the Listing Agreement (Rupees in lacs)

Sr.no.	Particulars	Standalone	
		As at September 30, 2015	As at March 31, 2015
		Unaudited (1)	Audited (2)
A	EQUITY AND LIABILITIES		
1	Shareholders' Funds:		
	a) Share Capital	3,994	3,994
	b) Reserves and Surplus	8,02,432	6,50,139
	Sub-total - Shareholders' funds	8,06,426	6,54,133
2	Non-current liabilities		
	a) Deferred tax liabilities (Net)	1,392	-
	b) Long-term liabilities	3,243	3,133
	c) Long-term provisions	8,291	6,562
	Sub-total - Non-current liabilities	12,926	9,695
3	Current liabilities		
	a) Trade payables	2,83,838	2,84,187
	b) Other current liabilities	58,811	30,749
	c) Short-term provisions	1,478	73,406
	Sub-total - Current liabilities	3,44,127	3,88,342
	TOTAL EQUITY AND LIABILITIES	11,63,479	10,52,170
B	ASSETS		
1	Non-current assets		
	a) Fixed assets	3,93,070	3,62,524
	b) Non-current investments	1,00,581	86,378
	c) Deferred tax assets (Net)	-	7,354
	d) Long-term loans and advances	73,721	61,682
	e) Other non-current assets	6,694	6,019
	Sub-total - Non-current assets	5,74,066	5,23,957
2	Current assets		
	a) Current investments	2,35,570	2,29,033
	b) Inventories	84,857	81,549
	c) Trade receivables	1,87,990	1,38,959
	d) Cash and cash equivalents	14,186	15,925
	e) Short-term loans and advances	55,109	56,766
	f) Other current assets	11,701	5,981
	Sub-total - Current assets	5,89,413	5,28,213
	TOTAL -ASSETS	11,63,479	10,52,170



New Delhi, October 20, 2015:

HERO MOTOCORP SETS NEW LANDMARKS IN Q2'16

**REPORTS PAT OF RS.772.06 CRORE & TURNOVER OF RS 6837.09 CRORE
FOR JUL-SEPT QUARTER**

**FIRST GLOBAL MANUFACTURING FACILITY BECOMES OPERATIONAL IN
COLOMBIA**

**LAUNCHES TWO NEW SCOOTERS DEVELOPED THROUGH IN-HOUSE
TECHNOLOGY**

**COMMENCES SECOND HALF OF FY'16 WITH NEW PRODUCT LAUNCHES
AND AGGRESSIVE SALES DRIVE**

Hero MotoCorp Ltd. the world's largest two-wheeler manufacturer, at a meeting of its Board of Directors today took on record the unaudited results for the Quarter and Half Year ended September 30, 2015 ("Q2'15" and "H1'15" respectively).

Key financial highlights:

Financial performance (standalone) for the Quarter ended September 30, 2015 (Q2 FY'16)

- Total sales for the quarter stands at **15,74,861** units
- EBIDTA margin for the quarter at **15.85 %** (vs. 13.52% in Q2' FY'15)
- Profit Before Tax (PBT) stands at **Rs. 1076.42 Crore** (vs. Rs.1048.43 Crore in Q2' FY'15)
- Net Profit After Tax (PAT) stands at **Rs 772.06 Crore** (vs. Rs.763.37 Core in Q2' FY'15)

Financial performance (standalone) for the Half Year ended September 30, 2015 (H1 FY'16)

- Total sales for H1 stands at **32,20,728** units
- EBIDTA margin for the first half of fiscal year at **15.45%** (vs. 13.49% in H1 FY'15)
- Profit Before Tax (PBT) stands at **Rs. 2122.70 Crore** (vs. Rs.1813.88 Crore in H1 FY'15)
- Net Profit After Tax (PAT) stands at **Rs 1522.40 Crore** (vs. Rs. 1326.13 Crore in H1' FY'15)

"This was a historic quarter for us, as we crossed several significant milestones on our journey. During the quarter, we unveiled two new scooters, Maestro Edge and Duet, the first products designed and developed by our in-house R&D team at Hero – a testimony to our commitment to produce world-class products in India, for the world. Going forward, we will further develop our R&D eco system. Our global expansion efforts also received a major boost with the inauguration of our first overseas manufacturing facility at Colombia; which is also the first two-wheeler plant in South America by an Indian company.

"The Quarter also saw the beginning of a sales revival and we are cautiously optimistic that this trend will continue in the second half of the fiscal year. The festive season could lead to positive sentiment in the market, which may help maintain the momentum in the coming months."

**PAWAN MUNJAL
CHAIRMAN, MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER**

With sales of 15,74,861 two-wheeler units in Q2 FY'16, Hero MotoCorp registered a total turnover (Net Sales & other Operating Income) of Rs. 6837.09 crore, an improvement in EBITDA margin to 15.85% and an increased Profit after tax (PAT) at Rs. 772.06 Crore.

The company began the festive quarter with aggressive product launches to consolidate its leadership position in the two-wheeler market.

Hero MotoCorp unveiled its two new scooters Maestro Edge and Duet, with the Maestro Edge priced at Rs. 49,500/- (ex-showroom Delhi). Duet will be launched in the market at a later stage.

During the Quarter, the company's first overseas manufacturing facility also became operational at Villa Rica in Colombia; a major landmark in the global journey of Hero MotoCorp. With a project cost of US\$70 million, the plant will initially produce 80,000 units of two-wheelers, which will go up to 150,000 units in the second phase of expansion.

The Splendor franchise, the largest-selling motorcycle brand in the world, surpassed yet another milestone by clocking 25 million (2.5 crore) units mark in cumulative sales since its launch in 1994. Over the years, the bike has been regularly upgraded to meet customers' evolving preferences. Currently the Splendor family has a range of five variants - suited to varied customer needs – the Splendor PRO, Splendor+, Splendor iSmart, Splendor PRO Classic and Super Splendor.

Moving into Q3, the company has continued its aggressive product strategy. Consolidating its market leadership, Hero MotoCorp further strengthened the Splendor franchise by rolling-out the **new Splendor PRO**. Priced at Rs. 46,850/- (ex-showroom Delhi), the new Splendor PRO is the flagship bike of the iconic Splendor franchise that now comes with youthful design and bold styling.

Adding to the festive cheer for customers, Hero MotoCorp has also introduced a variant of the highly successful Splendor+, which now comes with a 'Self-Start' feature, thus adding to the convenience and comfort of riding a Splendor.

(Reuters: HROM.NS, Bloomberg: HMCL:IN, NSE: HEROMOTOCO, BSE: 500182)

For more information, please visit:

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