

HMCL:ICK:11/14A:SECT:16

February 11, 2016

Fax/Speed Post/Courier

The Secretary,
BSE Limited,
25th Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Asst. Vice President,
Listing Department,
National Stock Exchange of India,
"Exchange Plaza",
Bandra Kurla Complex, Bandra (East),
Mumbai - 400 051

Dear Sir,

Re: Outcome of Board Meeting and Press Release

Kindly refer our letter no. HMCL:ICK:11:SECT:16 dated February 1, 2016 intimating you about the meeting of the Board of Directors ("Board") to be held on Thursday, February 11, 2016. In this connection we wish to inform you that the Board in its said meeting has considered and adopted the Un-audited financial results for the third quarter and nine months period ended December 31, 2015 as reviewed by the Statutory Auditors and taken on record the Limited Review Report of the Statutory Auditors thereon, copies of the same are annexed herewith.

We are also enclosing herewith a copy of the Press Release.

Kindly make a note of the same.

Thanking You,

Yours faithfully,
For Hero MotoCorp Ltd.


Ilam C. Kamboj
Asso. V. P. Legal & Company Secretary

Encl: As above

Email ID: secretarialho@heromotocorp.com

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



New Delhi, February 11, 2016:

**HERO MOTOCORP REPORTS STRONG QUARTERLY
TURNOVER OF RS 7,295 CRORE FOR Q3 FY'16**

HEALTHY OPERATING MARGIN

**INCREASES MARKET SHARE IN THE GROWING
SCOOTER SEGMENT WITH NEW LAUNCHES**

Financial Results: Q3 (October-December), FY'16:

- Total two-wheeler sales for the quarter stands at 16,90,354 units
- Total turnover (Net sales and other operating income) Rs. 7,295 Crore (7% growth over the corresponding period last year)
- Earnings Before Interest Depreciation Tax & Amortization (EBIDTA) for the Quarter at Rs. 1,140 Crore reflecting 15.63% EBITDA margin (vs. 12.02% for the corresponding period last year)
- Profit Before Tax (PBT) at Rs. 1,110 Crore & Net Profit After Tax (PAT) at Rs. 796 Crore

Financial Results: (Apr 2015-December 2015) YTD December 2015:

- Total turnover for the nine-month period at Rs. 21,087 Crore
- EBIDTA for the period at Rs. 3,271 Crore reflecting 15.51% EBITDA margin (vs. 13.0% for the corresponding period last year)
- PBT stands Rs. 3,232 Crore & PAT at Rs. 2,318 Crore

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: 2 :

“The third quarter (October-December) of financial year (FY) 2015-16 was significant for HMCL, as we achieved two important milestones. We successfully launched Maestro Edge and Duet scooters – the first of the products developed by our own in-house R&D team. Both of these new scooters have received positive response from the customers. Secondly, in the festive quarter, we set yet another benchmark by surpassing the million-mark in retail sales during the 35-day festive period.

“The domestic two-wheeler market continues to be sluggish; we expect sentiments to remain subdued for the next couple of quarters. Demand in rural markets has been severely impacted due to two consecutive sub-normal monsoons. We may see a positive turn-around towards the second half of the next fiscal if we have a good monsoon and sentiments change in the rural market.”

Pawan Munjal
Chairman, Managing Director and Chief Executive Officer

Hero MotoCorp Ltd. (HMCL), the world’s largest two-wheeler manufacturer, today reported the financial performance for the third quarter (*October–December’15*) of FY’16.

Backed by its winning brands, including Splendor, Passion, Glamour, HF Deluxe, Super Splendor and the recently introduced new scooters – Maestro Edge & Duet - HMCL reported sales of 16,90,354 units in Q3 FY’16.

Hero MotoCorp’s first completely in-house developed products – Maestro Edge and Duet - helped HMCL cross the landmark figure 1 lakh scooter despatches in October 2015. This also helped in improving the company’s scooter market share to around 20% in December 2015.

For more information:

Please visit: www.heromotocorp.com | FB: [/HeroMotoCorpIndia](https://www.facebook.com/HeroMotoCorpIndia) | Twitter: [@HeroMotoCorp](https://twitter.com/HeroMotoCorp)

Press Contact:

corporate.communication@heromotocorp.com

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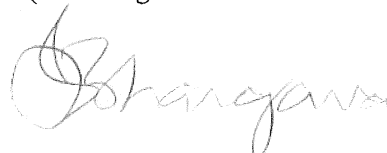
**INDEPENDENT AUDITORS' REVIEW REPORT ON REVIEW OF INTERIM
FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF
HERO MOTOCORP LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of Hero MotoCorp Limited ("the Company") for the quarter and nine months ended December 31, 2015 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS**

Chartered Accountants
(Firm Registration No. 015125N)



Jaideep Bhargava
(Partner)
(Membership No. 90295)

New Delhi, February 11, 2016



HERO MOTORCORP LIMITED

Regd. office :- 34, Community Centre, Basant Lok, Vasant Vihar, New Delhi-110057

Statement of Standalone Financial Results for the Quarter and Nine months ended December 31, 2015

(Rupees in Lacs)

S. No.	Particulars	Standalone						Year ended March 31, 2015 Audited (6)				
		Quarter ended December 31, 2015 Unaudited (1)		Quarter ended September 30, 2015 Unaudited (2)		Quarter ended December 31, 2014 Unaudited (3)			Nine Months ended December 31, 2015 Unaudited (4)		Nine Months ended December 31, 2014 Unaudited (5)	
	No. of Two wheelers sold	16,90,354	15,74,861	16,48,548	49,11,082	50,56,325	66,31,826					
1	Income from Operations											
	(a) Net sales/ Income from Operations (Net of excise duty)	7,17,416	6,74,511	6,79,251	20,77,525	20,65,541	27,35,060					
	(b) Other Operating Income	12,062	9,198	4,674	31,188	13,602	23,470					
	Total Income from operations (net)	7,29,478	6,83,709	6,83,925	21,08,713	20,79,143	27,58,530					
2	Expenses											
	(a) Cost of materials consumed	4,92,128	4,63,017	4,96,129	14,42,088	15,02,304	19,78,388					
	(b) Change in inventories of finished goods and work-in-progress	(3,797)	3,602	(5,889)	(6,085)	(3,872)	(2,997)					
	(c) Employees benefits expenses	34,450	30,982	31,611	96,871	86,890	1,17,287					
	(d) Depreciation and amortisation expenses	11,394	10,905	8,375	32,595	45,023	53,997					
	(e) Other expenses	92,704	77,766	79,895	2,48,719	2,23,440	3,11,634					
	Total Expenses	6,26,879	5,86,272	6,10,121	18,14,188	18,53,785	24,58,309					
3	Profit from Operations before Other Income, Finance costs and exceptional item (1-2)	1,02,599	97,437	73,804	2,94,525	2,25,358	3,00,221					
4	Other Income	8,417	10,259	9,360	28,868	39,986	49,274					
5	Profit from ordinary activities before finance cost and exceptional item (3+4)	1,11,016	1,07,696	83,164	3,23,393	2,65,344	3,49,495					
6	Finance costs	55	54	242	162	1,034	1,109					
7	Profit from ordinary activities after finance cost but before exceptional item (5-6)	1,10,961	1,07,642	82,922	3,23,231	2,64,310	3,48,386					
8	Exceptional item-Provision for diminution in value of non current investment (Refer note 4)	-	-	-	-	-	15,504					
9	Profit from ordinary activities before tax (7-8)	1,10,961	1,07,642	82,922	3,23,231	2,64,310	3,32,882					
10	Tax expense	31,380	30,436	24,624	91,410	73,399	94,318					
11	Net Profit from ordinary activities after tax (9-10)	79,581	77,206	58,298	2,31,821	1,90,911	2,38,564					
12	Paid-up Equity Share Capital	3,994	3,994	3,994	3,994	3,994	3,994					
	Face value of the share (Rs.)	2,00	2,00	2,00	2,00	2,00	2,00					
13	Reserves excluding Revaluation Reserve						6,50,139					
14	Earnings per share (face value Rs. 2/- each) (not annualised) (In Rupees)											
	a) Basic	39.85	38.66	29.19	116.08	95.60	127.23					
	b) Diluted	39.85	38.66	29.19	116.08	95.60	119.46					

HERO MOTOCORP LIMITED

Notes:-

- 1 The above results for the third quarter and nine months ended December 31, 2015 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors ("Board") in their respective meetings held on Thursday, February 11, 2016.
- 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. 2,002 lacs as part of capital contribution in the wholly owned subsidiary HMCL Netherlands B.V. The subsidiaries would act towards furtherance of business interest of the Company.
- 4 During the previous year, the Company has made a provision of Rs. 1504 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) (alongwith 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
February 11, 2016

PAWAN MUNJAL
Chairman, Managing Director & CEO
DIN : 00004223