



HERO MOTOCORP RIDES ON GLOBAL MILESTONES TO REPORT BEST-EVER QUARTER VOLUME GROWTH 10.9%, UNDERLYING NET REVENUE UP BY 11.5%, EBITDA MARGIN AT 17.4%, PAT OF RS. 1010 Cr

New Delhi, November 01, 2017

Highlights Q2 (Jul-Sep), FY'18	Highlights H1 (Apr-Sep), FY'18
• Highest-ever Quarterly Sales of 20,22,805 units [<i>robust double digit growth of 10.9% over corresponding period last year (Jul'16-Sep'16: 18,23,498 units)</i>] • Net Revenue from Operations Rs. 8362 cr, a growth of 7.3% over corresponding period last year. • Net Revenue from Operations on like-for-like basis (adjusted for GST accounting change on Haridwar sales) have grown by 11.5% over corresponding period last year. • Earnings Before Interest, Tax, Depreciation, & Amortization (EBITDA) for the Quarter stood at Rs. 1456 cr reflecting 17.4% EBITDA margin (vs. 17.6% for the corresponding period last year). • Profit Before Tax (PBT) at R.1436 cr and Net Profit After Tax (PAT) stands at Rs.1010 cr. (vs. Rs. 1400 cr & Rs. 1004 crs in the corresponding period last year) • Total comprehensive income stood at Rs.1007 cr (vs. Rs. Rs.995 cr for the corresponding period last year)	• Highest-ever half-yearly sales: 38,76,452 units [strong growth of 8.6% over corresponding period last year (Apr'16-Sep'16: 35,68,887 units)] • Net Revenue from Operations Rs. 16334 cr, a growth of 7.5% over corresponding period last year. • Revenue from Operations on like-for-like basis (adjusted for GST accounting change on Haridwar sales) have grown by 9.6% over corresponding period last year. • Earnings Before Interest, Tax, Depreciation, & Amortization (EBITDA) for the Half year stood at Rs.2752 cr reflecting 16.8% EBITDA margin (vs. 17.1% for the corresponding period last year). • Profit Before Tax (PBT) at R.2729 cr and Net Profit After Tax (PAT) stand at Rs.1925 cr. (vs. Rs. 2634 cr & Rs. 1887 crs in the corresponding period last year) • Total comprehensive income stood at Rs.1918 cr (vs. Rs. 1877 cr for the corresponding period last year)

Company has accounted for 58% of the GST incentive in Hardwar plant pertaining to Central Government share of CGST/IGST in accordance with the "Scheme of Budgetary Support under GST" issued by Ministry of Commerce and Industry on October 05, 2017 and await state notification on the balance 42%.

The effective tax rate for the quarter is higher on account of phasing out of investment allowance and reduction in allowable deduction of R&D expenditure leading to lower PAT growth versus EBITDA growth.

"The July-September period of FY'18 has been a historic quarter for us. Within a span of just three months, we successfully created several new global benchmarks, further augmenting our market leadership. Having surpassed 75 million units in cumulative sales, we followed it up with multiple record performances in quick succession. We clocked two million unit sales in a quarter for the first time, which also included the 7 lakh-plus sales in September – both global records.

The all-time high sales in the quarter have translated into strong financial growth, reflecting the customers' unwavering preference for our products and trust in the brand. This has also set a new benchmark in our bottom line. This performance is reflective of the immense teamwork at Hero with contributions from all stakeholders including dealer partners, suppliers and all associates.

The first half of the year has been exciting for us. The industry rebounded in the festive quarter largely aided by the positive sentiment in the urban and rural markets. With a series of new product launches and significant brand building initiatives in the global markets, we are confident of carrying forward the momentum in the second half of the year as well."

Pawan Munjal

Chairman, Managing Director and Chief Executive Officer

Hero MotoCorp Ltd.

In keeping with its commitment to the promotion of sports across various disciplines, Hero MotoCorp was a National Supporter of the just concluded FIFA U-17 World Cup India 2017.

As part of this association, the Company organised a nation-wide Trophy Experience Tour across the host cities – Goa, Mumbai, Guwahati, Kolkata, New Delhi and Kochi, giving an opportunity to football fans to see the actual trophy.

As part of its partnership with the European Tour, Hero MotoCorp also hosted the innovative one-hole knock-out event - 'The Hero Challenge' – at the British Masters 2017 and the Aberdeen Asset Management Scottish Open 2017. The events on both the occasions attracted record spectators

For more information:

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Statement of Standalone Financial Results for the quarter and half year ended September 30, 2017

(Rupees in Crores)

S. No.	Particulars	Quarter ended			Half year ended		Year ended
		September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016	March 31, 2017
		Un-Audited	Un-Audited	Un-Audited	Un-Audited	Un-Audited	Audited
1	No. of Two wheelers sold	20,22,805	18,53,647	18,23,498	38,76,452	35,68,887	66,64,240
2	Income						
	(a) Revenue from operations	8,361.99	8,612.91	8,448.74	16,974.90	16,459.40	30,846.12
	(b) Other income	117.60	131.70	152.36	249.30	272.74	522.43
	Total Income	8,479.59	8,744.61	8,601.10	17,224.20	16,732.14	31,368.55
3	Expenses						
	(a) Cost of materials consumed	5,625.83	5,466.79	5,119.06	11,092.62	10,152.72	18,948.64
	(b) Change in inventories of finished goods and work-in-progress	72.23	(72.70)	64.19	(0.47)	(4.06)	63.17
	(c) Excise duty on sales	-	641.33	652.46	641.33	1,264.21	2,371.13
	(d) Employee benefits expense	383.66	373.67	357.48	757.33	693.67	1,396.01
	(e) Finance costs	1.56	1.58	1.55	3.14	3.05	6.05
	(f) Depreciation and amortisation expenses	136.03	132.95	119.25	268.98	234.49	492.73
	(g) Other expenses	824.57	907.91	886.68	1,732.48	1,753.91	3,432.36
	Total Expenses	7,043.88	7,451.53	7,200.67	14,495.41	14,097.99	26,710.09
4	Profit before tax (2-3)	1,435.71	1,293.08	1,400.43	2,728.79	2,634.15	4,658.46
5	Tax expense						
	Current tax	394.36	355.05	362.73	749.41	677.99	1,082.08
	Deferred tax	30.86	23.99	33.48	54.85	68.84	199.26
		425.22	379.04	396.21	804.26	746.83	1,281.34
6	Profit after tax (4-5)	1,010.49	914.04	1,004.22	1,924.53	1,887.32	3,377.12
7	Other comprehensive income /(expense) [net of tax]						
	Items that will not be reclassified to profit or loss:-	(3.52)	(3.52)	(9.50)	(7.04)	(10.52)	(14.08)
	Items that will be reclassified to profit or loss:-	-	-	-	-	-	-
8	Total comprehensive income (6+7)	1,006.97	910.52	994.72	1,917.49	1,876.80	3,363.04
9	Paid-up equity share capital	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
10	Total Reserves	-	-	-	-	-	10,071.35
11	Basic & diluted earning per equity share on profit after tax (face value Rs. 2/- each)[In Rupees]	50.60	45.77	50.29	96.37	94.51	169.12

Statement of Assets and Liabilities

Rupees in crores

Particulars		As at September 30, 2017	As at March 31, 2017
	ASSETS	Un-Audited	Audited
1	Non-current assets		
	(a) Property, plant and equipment	4,352.26	4,310.73
	(b) Capital work-in-progress	329.80	270.72
	(c) Intangible assets	106.24	84.86
	(d) Intangible assets under development	191.68	194.33
	(e) Financial assets		
	(i) Investments	1,240.88	1,349.00
	(ii) Loans	20.51	23.13
	(iii) Others	28.18	25.23
	(f) Income tax assets (net)	185.85	331.94
	(g) Other non-current assets	558.84	651.14
	Total Non - Current Assets	7,014.24	7,241.08
2	Current assets		
	(a) Inventories	776.12	656.31
	(b) Financial assets		
	(i) Investments	5,659.35	4,540.85
	(ii) Trade receivables	2,281.23	1,561.87
	(iii) Cash and cash equivalents	28.73	15.40
	(iv) Bank balances other than (iii) above	102.90	121.33
	(v) Loans	21.20	21.73
	(vi) Others	23.66	24.35
	(c) Other current assets	511.22	511.34
	Total Current Assets	9,404.41	7,453.18
	Total Assets	16,418.65	14,694.26
	EQUITY AND LIABILITIES		
1	Equity		
	(a) Equity Share capital	39.94	39.94
	(b) Other equity	11,270.10	10,071.35
	Total Equity	11,310.04	10,111.29
2	LIABILITIES		
	Non-current liabilities		
	(a) Provisions	85.99	75.30
	(b) Deferred tax liabilities (net)	465.47	414.34
	Total Non - Current Liabilities	551.46	489.64
3	Current liabilities		
	(a) Financial liabilities		
	(i) Trade payables	3,798.27	3,247.27
	(ii) Other financial liabilities	182.91	352.77
	(b) Other current liabilities	532.25	454.28
	(c) Provisions	43.72	39.01
	Total Current Liabilities	4,557.15	4,093.33
	Total Equity and Liabilities	16,418.65	14,694.26





Notes:-

- 1 During the quarter and half year ended, the Company has invested Rs. 3 crores as part of capital contribution in subsidiary Company i.e HMC MM Auto Ltd . Further in previous quarter, the Company has invested Rs. 20.05 crores in associate Company i.e Ather Energy Pvt Ltd - (India), a technology start-up engaged in the business of designing and manufacturing smart Electric vehicles and associated charging infrastructure. The subsidiary and associate would act towards furtherance of business interest of the Company.
- 2 The above results for the quarter and half year ended September 30, 2017 have been reviewed and recommended by the Audit Committee meeting held on October 31, 2017 and approved by the Board of Directors in their meeting held on November 01, 2017. These results have been subjected to limited review by the statutory auditors.
- 3 After applicability of Goods and Services Tax- (GST) w.e.f July 01, 2017, sales are required to be disclosed net of GST . Accordingly, the figures of revenue from operations for the quarter and half year ended September 30, 2017 are not comparable with the previous periods.
- 4 During the quarter ended, the Company has accrued incentive pertaining to Central Government share of CGST/IGST amounting to Rs. 70.64 crores in Haridwar Plant pertaining to "Scheme of Budgetary Support under GST" issued by Ministry of Commerce and Industry on October 05, 2017
- 5 Based on the guiding principles given in Ind AS-108 on 'Operating Segments', the Company's business activity fall within a single operating segment, namely automotive segment. Accordingly, the disclosure requirements of Ind AS 108 are not applicable.
- 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.

New Delhi
November 1, 2017

For and on behalf of the board

PAWAN MUNJAL
Chairman, Managing Director & CEO
DIN : 00004223

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