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HERO MOTOCORP REPORTS Q4 REVENUE OF RS.9,519 CRORE, UP 15% AND PAT AT RS.1,016 CRORE, UP 18%

RECORDS HIGHEST EVER REVENUE AND PAT FOR THE YEAR

DECLARES FINAL DIVIDEND OF RS. 40 PER SHARE TOTAL DIVIDEND (INTERIM+FINAL) RS. 140 PER SHARE i.e. 7000%

Highlights for Q4 FY'24 (Jan-Mar'24)	Highlights for FY'24 (April-March'24)
<ul style="list-style-type: none"> • Volume – 13.92 lakh units of motorcycles and scooters sold in Q4 FY'24 (Vs 12.70 lakh units Q4 FY'23) • Revenue from operations – Rs.9,519 Crore, a growth of 15% over the corresponding quarter in the previous fiscal • Earnings before Interest, Tax, Depreciation & Amortization (EBITDA) for Q4 FY'24 stands at Rs. 1,359 Crore, growth of 25% • Profit before tax (PBT) at Rs. 1,350 Crore, growth of 18% • Net Profit After Tax (PAT) – Rs.1,016 Crore, growth of 18% 	<ul style="list-style-type: none"> • Volume – 56.21 lakh units of motorcycles and scooters sold in FY'24 (Vs 53.29 lakh units FY'23) • Revenue from operations – Rs 37,456 Crore, a growth of 11% over the previous year • Earnings before Interest, Tax, Depreciation, & Amortization (EBITDA) for FY'24 stands at Rs. 5,256 Crore, growth of 32% • Profit Before Tax (PBT) before exceptional item at Rs.5,418 Crore, growth of 40% • Net Profit After Tax (PAT) – Rs. 3,968 Crore, growth of 36%

Hero MotoCorp, the world's largest manufacturer of motorcycles and scooters, today reported its financial results for the fourth quarter (January – March 2024) of FY'24.

The company declared a **final dividend** of Rs. 40/- per share. This dividend together with interim & special dividend, marking the centennial year of Chairman Emeritus Dr Brijmohan Lall Munjal, of Rs.100 per equity share, takes the aggregate total dividend for the year 2023-24 to Rs. 140 per equity share i.e. 7000%

The company's **Revenue from Operations** for the quarter stood at Rs. 9,519 Crore, (vs Rs 8,307 Crore) reflecting a growth of 15%.

EBIDTA margin for the quarter was at 14.3%, reflecting an improvement of 120 bps y/y basis, driven by product mix, lower commodity costs, higher savings, and judicious price increases.

Net Profit for the quarter was at Rs. 1,016 Crore, reflecting a growth of 18% over Rs 859 Crore reported in previous year.

Consolidated Revenue for the quarter stood at Rs.9,617 Crore, a growth of 14% over previous year and PAT at Rs.943 Crore, a growth of 16% over previous year.

Mr. Niranjana Gupta, Chief Executive Officer (CEO), Hero MotoCorp, said, *“The financial year 2024 has been a remarkable period for Hero MotoCorp. During the year, our focus on product launches, network upgrade and customer satisfaction drove us to new heights. From the highest number of product launches, to the expansion of new format retail outlets and upgrade at super speed, to a digital-first approach in premium, we set the building blocks in place for accelerated growth in future. Our fiscal prudence and strategic actions ensured that our financial performance has been robust, resulting in highest ever annual revenue and Profits.*

“Moving forward, we expect the macro-economic factors to aid the industry’s growth. With commodity prices remaining stable, expectations of normal monsoons, and government spending expected to increase, we see multiple tailwinds for the sector over the upcoming quarters. We will be driving market share gains on the back of our launches in premium and 125 cc segment done in FY 24. Further, we are going to boost scooter portfolio by launching Xoom 125 cc and Xoom 160 cc in first half of the fiscal. Coming year will see us taking big strides in EV, through product launches in mid and affordable segment. Overall, we see a very positive outlook for upcoming years.”

During the year, Hero MotoCorp made a huge impression in the premium motorcycle segment by launching as many as six new products – Xtreme 125R, Xtreme 200S, Xtreme 160R 4V, Harley-Davidson X440, Karizma XMR and the Mavrick 440. Additionally, with multiple launches in other categories, it created an exciting portfolio of motorcycles and scooters for the customers. The company also upgraded its retail network with new-age Premia outlets and the launch of over 400 Hero 2.0 stores.

In keeping with its aggressive product strategy, the company also unveiled its exciting future roadmap at the EICMA Motor Show in Milan and at its own bi-annual event Hero World. The Company showcased the world's first class-convertible vehicle - Surge S32, path-breaking EV concepts - Lynx and Acro – flex-fuel options for popular motorcycle models and its upcoming range of scooters - Xoom (125 & 160), new VIDA V1 and V1 Coupe.

The company expanded its emerging mobility brand, VIDA, Powered by Hero, to over 100 cities in the country and along with Ather Energy has also expanded the charging network to over 2000 charging points in over 100 cities. Hero MotoCorp bolstered some of its key international markets such as Nepal, Costa Rica, by appointing new distributor partners.

In a historic achievement for Indian manufacturing and sports, Hero MotoSports Team Rally, the rally-racing team of Hero MotoCorp, clinched the second position at the famed Dakar Rally 2024. This is the first time an Indian team has made it to the podium of Dakar.

Highlights April 2023 - March 2024	
Product Strategy	<p>Launches -</p> <ul style="list-style-type: none"> • Debut of the Mavrick 440 in the upper-premium segment • First motorcycle with Harley-Davidson – Harley-Davidson X440 • Iconic Karizma in its all-new avatar – the Karizma XMR • Invigorated the 125cc segment with the launch of Hero Xtreme 125R • New Xtreme 160R 4V • Highest-ever festive retail sales, clocking more than 14 lakh (1.4 million) units during the 32-day festive period • Expansion of Premia outlets and Hero 2.0 stores
Electric Mobility	<ul style="list-style-type: none"> • Expanded presence of VIDA to over 100 cities • Set-up country’s largest Charging Infrastructure, along with Ather Energy, with 2000 charging points across 100 cities • Unveiled world’s first class-convertible vehicle - Surge S32
Leadership appointments	<ul style="list-style-type: none"> • Appointed Vivek Anand as Chief Financial Officer • Appointed Rachna Kumar as Chief Human Resources Officer
Global Business	<ul style="list-style-type: none"> • Appointed CG Motors as distributor in Nepal and established an assembling facility • Appointed Motorsport SA as its distributor in Costa Rica
CSR Initiatives	<ul style="list-style-type: none"> • Gurugram manufacturing facility received the prestigious CII National Award for Excellence in Water Management under ‘Within the Fence’ category • Partnered with the Navy Welfare and Wellness Association (NWWA) to support their community development initiatives
Sports Initiatives	<ul style="list-style-type: none"> • Hero MotoSports Team Rally Secured second place at the Dakar Rally 2024 • Aaron Marè secured a spectacular victory for Hero MotoSports marking the first triumph at a World Championship race • Company hosts the Hero World Challenge, Hero Dubai Desert Classic, Hero Indian Open and Hero Women’s Indian Open

For more information on Hero MotoCorp:



Press Contact:

corporate.communication@heromotocorp.com