

August 13, 2020

Asst. Vice President, Listing Deptt.,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot C-1, Block G,
Bandra Kurla Complex,
Bandra (E),
MUMBAI - 400 051
Scrip Code: HEROMOTOCO

The Secretary,
BSE Limited
25th Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI - 400 001
Scrip Code: 500182

Sub: Compliances under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Re: Outcome of Board Meeting held on August 13, 2020

Dear Sirs,

The Board of Directors at its meeting held today, viz. August 13, 2020, has considered and approved the following matters:

1. The unaudited standalone and consolidated financial results for the quarter ended June 30, 2020. A copy of the said results along with the limited review report, is enclosed.

A press release issued in this regard, is also enclosed.

2. Appointment of Air Chief Marshal (Retd.) Birender Singh Dhanoa as an Additional and Independent Director, with effect from October 1, 2020, for a tenure of five years. In this regard, we wish to confirm that Mr. Dhanoa is not disqualified/debarred from being appointed to the office of Director by virtue of any order of SEBI or any such other authority. The disclosure pursuant to Regulation 30 of the Listing Regulations is enclosed as Annexure A.

The meeting of the Board of Directors commenced at 6:15 p.m. and concluded at 9:00 p.m.

Kindly take the aforesaid information on your records.

Thanking you,

For Hero MotoCorp Limited



(Neerja Sharma)
Company Secretary & Chief Compliance Officer

Encl.: As above

New Delhi, August 13, 2020

HERO MOTOCORP DELIVERS PROFIT OF Rs. 61 CRORE WITH JUST 40 OPERATING DAYS IN Q1 OF FY'21 DUE TO LOCKDOWN

Highlights for Q1'21 (April-June '20)

- 5.65 Lacs units sold in Q1'21 (April-June'20)
- Market share for the Q1'21 at 34.6%, a gain of 333 bps on y/y basis
- Net Revenue from operations – Rs. 2,972 Cr.
- Earnings Before Interest, Tax, Depreciation & Amortization (EBITDA) for the Quarter stood at Rs. 108 Cr.
- Profit Before Tax (PBT) - Rs. 79 Cr.
- Profit After Tax (PAT) - Rs. 61 Cr.

Hero MotoCorp, the world's largest two-wheeler manufacturer, today reported its financial performance for the first quarter (April-June 2020) of the FY' 2021.

The Company reported an EBITDA of Rs. 108 Cr. and PAT of Rs. 61 Cr. for Q1, recording significant volume market share gains of 333 bps. Delivering a positive bottom line, despite only 25% capacity utilization, reflects the resilience of the portfolio and ability to optimize costs and improve productivity.

The financial results are not comparable with corresponding quarter and not a reflection of underlying performance, as the quarter was impacted by lockdown for most parts of the three months' period. The reported EBITDA margins were at 3.6 %; excluding the fixed cost for the lockdown period, the EBITDA margins for the Quarter would have been 12 %.

Consolidated Revenue from operations and PAT stood at Rs. 2,969 Cr. and Rs. 58 Cr. respectively for the quarter.

Hero MotoCorp sold a total of **5.65 Lacs units** of motorcycles and scooters in the first quarter of Financial Year (April-June) 2020-21. Sequential monthly sales of the Company kept improving during the quarter as markets in several parts of the country gradually re-opened, thereby leading the revival of the domestic two-wheeler sector.

Mr. Niranjan Gupta, Chief Financial Officer (CFO), Hero MotoCorp, said *“The Covid-19 period has been an unprecedented challenge for the automotive industry, as indeed for several other sectors and economies around the world. Hero MotoCorp was quick to begin work on cost control and efficiencies that enabled us to limit the impact of the unprecedented times during the first quarter of the financial year. Cash conservation efforts and rationalization of expenses, along with productivity enhancement measures, have helped us pass through the uncertain period as we now enter the phase of rapid recovery and return of demand. We are already seeing green shoots, and expect them to sustain and get stronger as we move towards the festive season. Our July month sales were more than 95% of pre-covid sales and we do see positive trend moving forward”*

With strict safety measures and protocols in place, about 95% of the customer touch points of Hero MotoCorp are fully operational and the company’s eight production facilities - six in India and two in global markets have resumed manufacturing.

Highlights for Q1’21 (April-June 2020)	
Product Launch	<ul style="list-style-type: none"> Hero MotoCorp commenced the dispatches of its much-awaited motorcycle – the Hero Xtreme 160R. The Xtreme 160R further strengthens Hero MotoCorp’s presence in the premium motorcycle segment.
Strengthening of Leadership Team	<ul style="list-style-type: none"> Hero MotoCorp further strengthened its leadership team. As part of this effort, Rajat Bhargava has been appointed as the Chief of Staff in the office of Chairman and CEO, Dr. Pawan Munjal. Malo Le Masson has been appointed as Head of Strategy and Ravi Pisipaty as the Head of Plant Operations, while Mahesh Kaikini, has been appointed Chief Quality Officer. Ashutosh Varma has been appointed the new Head of National Sales. These changes are effective from October 1, 2020.
Strategic Investments	<ul style="list-style-type: none"> Hero MotoCorp made an additional investment of Rs. 84 Crore (US\$11million) in Ather Energy, taking up its shareholding in the Company to 34.58%, up from 31.27%. Hero MotoCorp has been a part of Ather’s growth story since 2016, when it first invested as a part of Series B funding.
Customer Outreach Programs	<ul style="list-style-type: none"> Hero MotoCorp launched a new innovative initiative - Hero CoLabs – The Design Challenge, an ideal platform for enthusiasts, brand fans, students and professionals to showcase their creativity and design skills. This initiative is based on our mission philosophy to Create, Collaborate and Inspire.

	<ul style="list-style-type: none"> • Hero MotoCorp launched an integrated online sales platform – eSHOP. The website enables a seamless buying experience for the customers – completely digital. All the purchase related information and actions are built into the system, allowing customers to purchase their preferred motorcycle or scooter directly from the company website, in an easy and transparent manner.
<p>CSR Initiatives</p>	<ul style="list-style-type: none"> • Contributed Rs 100 Cr, along with other Hero Group companies, for COVID-19 Relief Work • Distributed 14 lakhs meals, 37,000 litres of sanitizers, 30 lakhs face masks and 15,000 PPE kits to Government Hospitals, Police Department and other agencies • 100 Hero scooters – Destini 125 & Maestro Edge 125 were handed over to the women police officers of Gorakhpur Police Department in presence of Shri Yogi Adityanath, Hon'ble Chief Minister of Uttar Pradesh • First-responder vehicles were presented to authorities at the Community Health Centres in Neemrana and Mundawar, in the Alwar district of Rajasthan and to the Civil Hospital in Gurugram in Haryana. These unique and utilitarian vehicles will be useful for reaching out to patients in rural and remote areas and comfortably moving them to the nearest hospitals.
<p>Strategic Sports Initiatives</p>	<ul style="list-style-type: none"> • With the just concluded Hero Cup in Birmingham, Hero MotoCorp became the first Indian company to sponsor a full-fledged professional golf event in Europe. Earlier known as the English Open, the marquee tournament is part of the European Tour's new 'Golf Swing'. • Hero MotoSports Team Rally introduced a one-of-a-kind digital initiative - The Rally Life Navigator. An experiential boot-camp, the initiative introduced rally enthusiasts to the skill of rally-navigation and provided them with the essence of the exciting rally racing world, from the safety of their homes.

For more information, please visit:

www.heromotocorp.com | FB: /HeroMotoCorpIndia | Twitter: @HeroMotoCorp

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