

April 02, 2018

Asst. Vice President, Listing Deptt.
National Stock Exchange of India Ltd.,
Exchange Plaza, Plot C/1, G Block
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: Press Release

Dear Sirs,

Please find enclosed herewith a copy of the Press Release being issued by the Company.

Kindly place the same on your records.

Thanking you,

For Hero MotoCorp Ltd.

A handwritten signature in blue ink, appearing to read 'Neerja Sharma', with a horizontal line underneath.

(Neerja Sharma)
Company Secretary

Encl.: as above

Hero MotoCorp Ltd.

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HeroMotoCorp.com CIN: L35911DL1984PLC017354 PAN NO.: AAACH0812J



New Delhi, April 2, 2018

**HERO MOTOCORP CREATES HISTORIC SALES
RECORD IN THE FISCAL YEAR (FY'18) WITH
7,587,130 UNIT TWO-WHEELER SALES**

**REGISTERS 14% GROWTH OVER THE PREVIOUS
YEAR**

**RECORDS HIGHEST-EVER MONTHLY SALES OF
730,473 LAKH UNITS IN MARCH 2018, REGISTERING
A GROWTH OF 20%**

"The financial year 2017-18 has been a period of high growth where Hero MotoCorp achieved significant milestones, and set new benchmarks in the two-wheeler industry.

"Achieving the landmark 7 million annual sales milestone - in both the calendar year 2017 and fiscal year 2017-18 - is a clear indication that Hero continues to be the preferred choice of customers across markets. Our overall global sales growth has given further impetus to our global expansion plans.

"We are determined and focused on bringing technologically-advanced products for our customers across the globe, building our production capacities and expanding our customer touch points."

Pawan Munjal
Chairman, Managing Director & CEO, Hero MotoCorp

Hero MotoCorp Ltd., the world's largest two-wheeler manufacturer, today **announced the landmark 7.59 million (75 lakh) unit sales of motorcycles and scooters in a financial year (FY'18)** - a feat recoded for the first time ever in the two-wheeler industry.

Hero MotoCorp clocked its **highest-ever annual sales of 7,587,130** units in FY'18 (April 2017-March 2018), which translates to a **strong double-digit growth of 14%** (rounded) over the corresponding fiscal (FY'17) with sales of 66,64,240 units of two-wheelers.

Hero MotoCorp closed the fiscal on a strong note of growth, clocking its **highest-ever monthly sales of 730,473 units in the month of March 2018, registering a growth of 20%**. The company had sold 609,951 units in March 2017.

With an eye on future market demand, Hero MotoCorp invested in ramping up its production capacity during the fiscal. In March 2018, it commenced construction at its eighth manufacturing facility in Chittoor in Andhra Pradesh. With this additional facility, the Company will have a cumulative capacity of 11 million units annually. The company currently has an installed capacity of 9.2 million units per annum.

Fortifying its leadership in the commuter segment, the Company launched three new bikes - Passion PRO, Passion XPRO and Super Splendor, in the third quarter of the fiscal. It has also lined up a slew of new launches for the fiscal 2018-19, where the Company plans to launch four new products in the premium motorcycle and scooter categories – Xtreme 200R and XPulse motorcycles and Duet 125 and Maestro Edge 125 scooters.

Hero MotoCorp continues to command more than 50% market share in the domestic motorcycle segment.

Highlights of the Year (April'17-March'18):

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| Expansion of Manufacturing Facilities | <ul style="list-style-type: none"> - Commenced the construction of its eighth world-class manufacturing facility in Chittoor, Andhra Pradesh in March' 18 - Commenced commercial production at its second manufacturing facility outside India, in Bangladesh, in May'17 |
| New Products | <ul style="list-style-type: none"> - Unveiled India's first 200cc adventure motorcycle – XPulse at Auto Expo 2018 - Forayed into 125cc scooter segment with unveiling of 'Maestro Edge 125' & 'Duet 125' at Auto Expo 2018 - Unveiled Xtreme 200R with aim to strengthen Hero's presence in the premium motorcycle segment - Launched the new Passion PRO, Passion XPRO and Super Splendor |
| Sales Milestone | <ul style="list-style-type: none"> - Surpassed 80 million units in cumulative sales since inception - New Global Landmarks: <ul style="list-style-type: none"> o First two-wheeler company in the world to register two million sales (20,22,805 units) in a quarter (Jul'17-Sep'17) o First two-wheeler company to surpass the 'seven lakh sales mark' in any month (720,739 unit sales in September, 2017) - Registered record retail sales of over two million units during the festive period - Recorded highest ever single-day retail sales of over three lakh vehicles on Dhanteras |
| Industry Recognition | <ul style="list-style-type: none"> - Awarded with the title of 'Indian MNC of the Year' by the All India Management Association (AIMA) |
| Strategic Sports Initiatives | <ul style="list-style-type: none"> - Registered best-ever finish at Dakar Rally 2018 with Oriol Mena secured seventh position and CS Santosh became first and the only Indian rider to finish Dakar Rally thrice and attained 35th position - Became the 'National Supporter' for the FIFA U-17 World Cup India 2017, held in India in Oct'17 - Hosted Hero World Challenge, a Tiger Woods Invitational PGA |

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| | sanctioned Golf tournament in the Bahamas for the fourth consecutive year - Extended the innovative night-golf competition, 'Hero Challenge' by three years to multiple events on the European Tour |
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For more information:

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Press Contact:

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