

# HERO MOTOCORP LIMITED

February 14, 2024



**Hero**

Current Price:

₹ 4743.55

## STOCK DATA

BSE Code	500182
NSE Symbol	HEROMOTOCO
Reuters	HROM.BO
Bloomberg	HMCL IN

## VALUE PARAMETERS

52 W H/L(Rs)	4979.95/2246.75
Mkt. Cap.(Rs Cr)	94833.88
Latest Equity(Subscribed)	39.98
Latest Reserve (cons.)	17634.00
Latest EPS (cons.) -Unit Curr.	186.53
Latest P/E Ratio -cons	25.43
Latest Bookvalue (cons.) -Unit Curr.	884.05
Latest P/BV - cons	5.37
Dividend Yield -%	2.11
Face Value	2.00

## SHARE HOLDING PATTERN (%)

Description as on	% of Holding 31/12/2023
Foreign	28.69
Institutions	28.10
Non Promoter Corp. Hold.	0.63
Promoters	34.76
Public & Others	7.82

## Consolidated Financials Results

In Cr.

Particulars	Qtr Ended Dec. 23	Qtr Ended Dec. 22	Var. (%)
Total Income	9787.86	8118.33	21
OPM (%)	14.15	11.60	255bps
OP	1384.88	941.73	47
Other income	287.86	264.98	9
PBIDT	1672.74	1206.71	39
Net Finance Charges	22.74	24.19	-6
PBDT	1650.00	1182.52	40
Depreciation	193.92	171.97	13
PBT before EO	1456.08	1010.55	44
Tax expense	364.96	289.31	26
PAT	1091.12	721.24	51
Minority Interest	-2.29	-4.79	-52
Profit after Minority Interest and Share of profit of Associates	1093.41	726.03	51
EPS (Rs)	54.71	36.33	

### PAT beats estimates, jumps 51% YoY; sales volume at 14.60 lakh units

The company's consolidated revenue and PAT for the quarter was Rs 9,788 crore (up 21% YoY) and Rs 1,091 crore (up 51% YoY), respectively. EBITDA improved by 47% year-over-year (YoY) to Rs 1,385 crore and EBITDA margin rose by 255 basis points YoY to 14% in the third quarter, aided by commodity cost, leap savings, premiumisation and judicious price changes.

Hero MotoCorp sold 14.60 lakh units of motorcycles and scooters sold in Q3 FY24, up by 18% from 12.40 lakh units sold in Q3 FY23.

Hero MotoCorp's focus on parts accessories & merchandise (PAM) business has led to the business crossing annualised revenue of Rs 5,000 crore. To support growth in this business, the company has planned for an expansion of its capacity with an outlay of Rs 600 crore.

The company declared an interim dividend of Rs 75 per share and a special dividend of Rs 25 per share, taking the overall Interim dividend to Rs 100 per share, commemorating the centennial year of chairman emeritus Dr. Brijmohan Lal Munjal. The record date for the same is 21 February 2024 and the dividend shall be paid on or before 09 March 2024.

### Management Comment

**Niranjan Gupta, Chief Executive Officer (CEO), Hero MotoCorp, said:** "Our recent launches in premium segment have met with early success, and we are ramping up capacity of our upper premium models. At the Hero World event in the month of January, we unveiled 2 more premium motorcycles- the Xtreme 125 R, and Mavrick 440. We will keep fortifying our premium portfolio backed by strong brand building and best in class 'phygital' customer experience. Moving forward, our Margin shape will allow us to fuel our growth even more. We have now expanded our EV presence to 100 cities in the country and we are rapidly building the charging infrastructure in collaboration with Ather. In coming fiscal, we will be launching new products in mid and affordable segment as well. We believe we are well placed to accelerate growth and increase our market shares as we move forward."

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