

Date: May 28, 2024

To

BSE Limited,
Listing Department,
P.J. Towers, Dalal Street,
Mumbai - 400001.
Scrip Code: 503101

NSE Limited,
Listing Department,
Exchange Plaza, Plot No. C/1, G Block,
BKC, Bandra (East), Mumbai - 400051
NSE Code: MARATHON

Sub: Investor Presentation - Fourth Quarter and Year ended March 31, 2024.

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the Fourth Quarter and year ended March 31, 2024.

The copy of Investor Presentation shall be uploaded on the Company's website viz.,
<https://www.marathonnextgen.com/>

This is for your information and record.

Yours Truly,

Marathon Nextgen Realty Limited

CHETAN
RAMNIKAL
SHAH

Digitally signed by
CHETAN RAMNIKAL
SHAH
Date: 2024.05.28 19:40:57
+05'30'

Chetan Shah

Managing Director

DIN: 00135296



INVESTOR UPDATE
FOR THE QUARTER ENDED 31st MARCH 2024



Marathon Group at a *Glance*

Who We Are	03
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Geographical Presence (Ongoing Projects)	05



Who We Are

Established
in 1969.
Listed in 1978.

Portfolio includes
commercial, luxury
residential,
townships,
affordable housing
and retail

Projects ongoing
at Panvel, Byculla,
Lower Parel,
Dombivli and
Bhandup

52+

Years of Real
estate experience

100+

Projects
delivered

4 Mn Sq.ft

Of land under
development

15,000+

Homes in the
pipeline

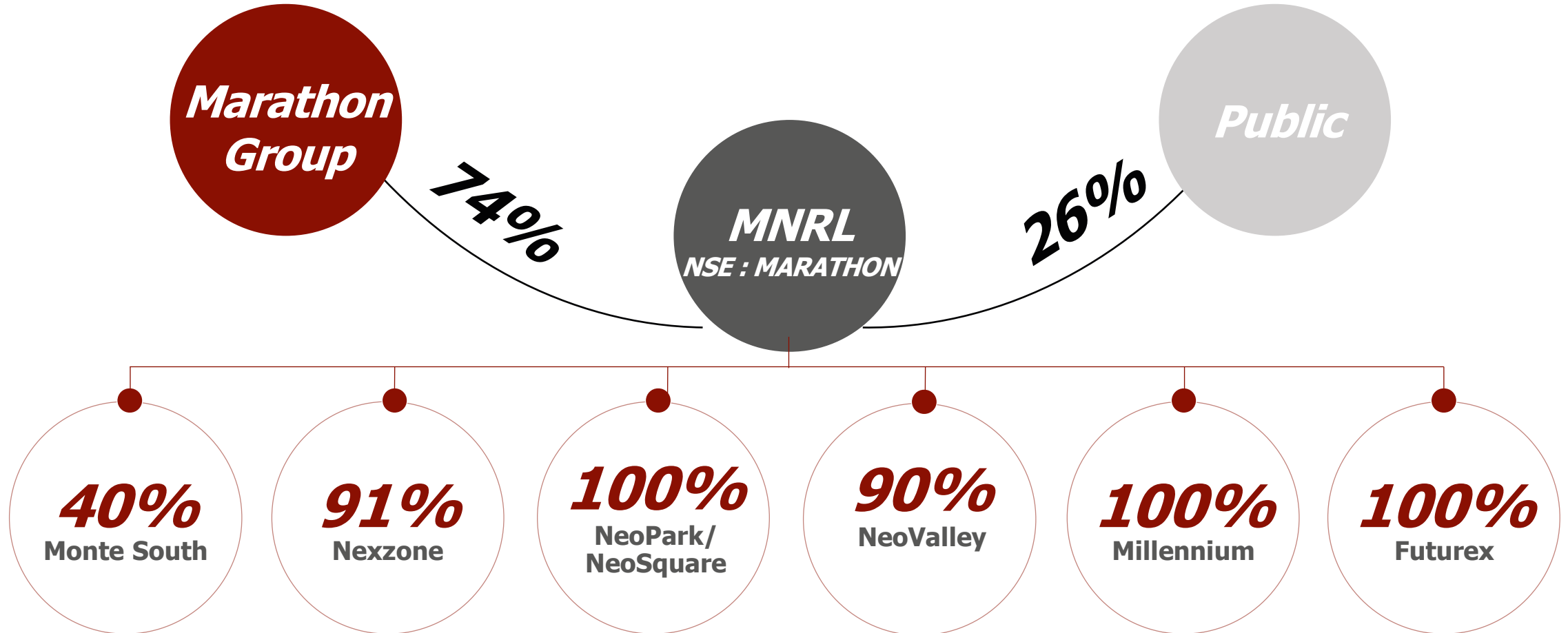
10,000+

Happy families

Elevation of Marathon
NeoValley



Marathon *NextGen Realty Limited*



Geographical Presence

(Ongoing Projects)

- 1 **Millennium**, LBS, Mulund (W)
Futurex, Lower Parel
- 2 **NeoHomes**, Bhandup (W)
- 3 **Nexzone**, Panvel
- 4 **Monte South**, Byculla

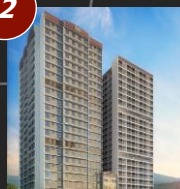
1



Commercial

Corporate offices & Small business offices

2



Affordable Housing

NeoPark, NeoSquare and Neo Valley (Neo series)

4



Highrise Luxury Residential

Monte South (Monte series)

3



Townships

Townships in high growth regions (NEX Series)

02

Quarterly & Annual Highlights

Business Highlights – FY24	07
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Business Highlights – FY24

1. Acquired 14 acres land in Bhandup with total development potential of 2.1 Mn sq.ft. and GDV of Rs. 2250 Crores.
2. Marathon Futurex, one of the biggest commercial tower of Mumbai, received occupation certificate up to the 38th floor (top floor).
3. Monte South wing A received occupation certificate up to 51st floor.
4. Marathon Millennium one of the biggest commercial tower in Mulund received Occupancy Certificate till 20th Floor.
5. Monte south received the Best Ultra Luxury Project of the year by Real Estate & Business Excellence - Zee business.



Results Highlights (Consolidated) – FY24

5,61,475 Sq. ft.
area sold



Amenities in Luxury Residential

₹ 817 Crore
Booking Value
(Registered)

₹ 705 Crore
Revenue
-2% YoY

₹ 309 Crore
EBITDA*
41.45% EBITDA Margin*

Booking Value, Area Sold and Collections data includes 40% share from Monte South project

₹ 695 Crore
Collections

₹ 180 Crore
PBT
15% YoY increase
25.6% PBT Margin

₹ 169 Crore
PAT
36% YoY increase
24.0% PAT Margin

Elevation of Marathon Nexzone



Realization Per Sq.ft.

₹ 19,069 (Commercial)
₹ 12,209 (Residential)

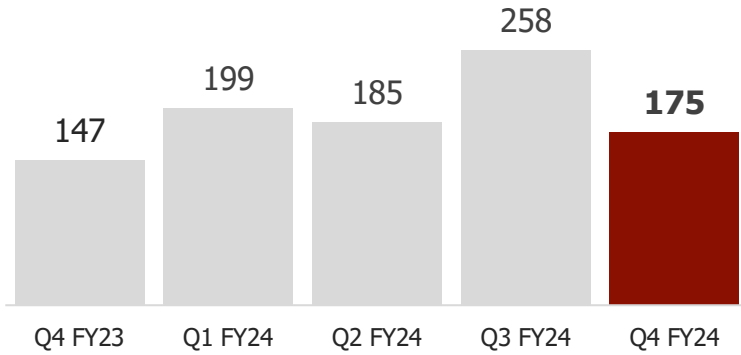
*EBITDA includes Share of Profit / (Loss) of Joint Ventures

Sales & Collections *(Consolidated)* – FY24

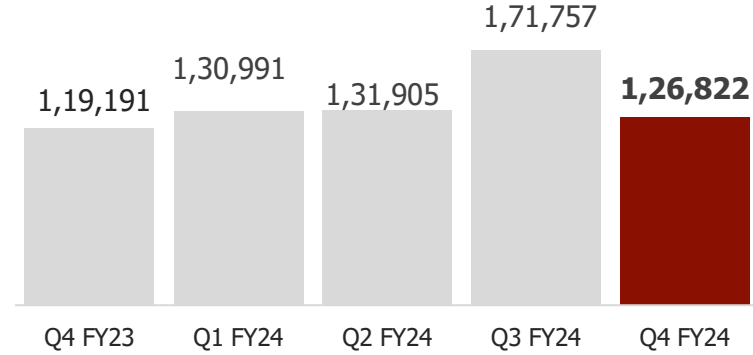
PROJECT	PROJECT TYPE	LOCATION (MUMBAI)	AREA SOLD	BOOKING VALUE (REGISTERED)	REALIZATION	COLLECTIONS
			(Sq.ft.)	(₹ Cr)	(₹/Sq.ft.)	(₹ Cr)
MONTE SOUTH*	Residential	Byculla	1,10,670	251	22,659.18	166
MARATHON NEXZONE	Residential	Panvel	1,76,111	118	6,687.47	153
MARATHON NEOPARK	Residential	Bhandup	31,235	30	9,585.01	16
MARATHON NEOSQUARE	Residential	Bhandup	2,104	1.7	8,198.67	12
MARATHON NEO VALLEY	Residential	Bhandup	49,829	51	10,325.20	17
MARATHON FUTUREX	Commercial	Lower Parel	88,498	231	26,156.04	231
MARATHON MILLENNIUM	Commercial	Mulund	1,03,029	134	12,980.96	100
TOTAL			5,61,475	817		695

Quarterly (Consolidated)

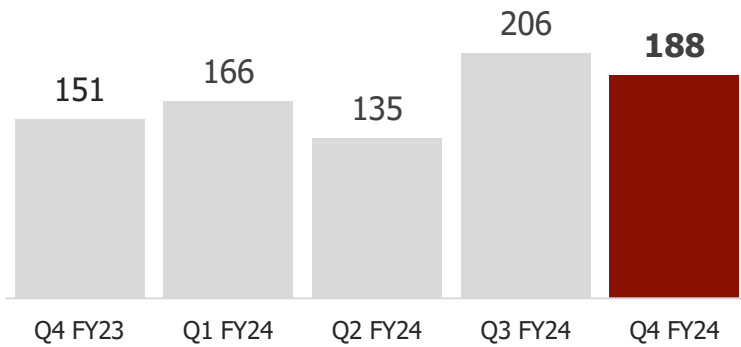
Booking Value (₹ IN CRORES)



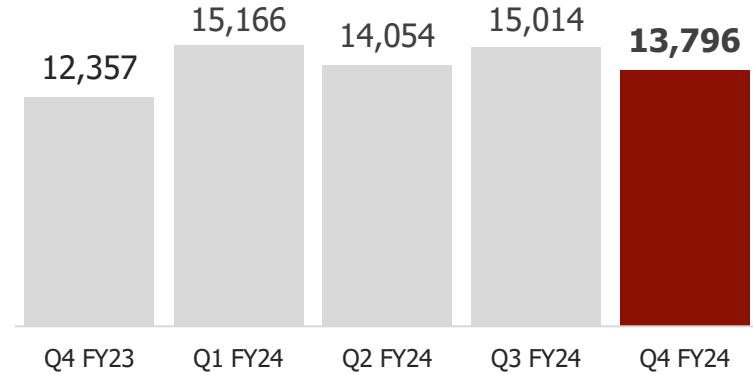
Area Sold (IN SQ. FT.)



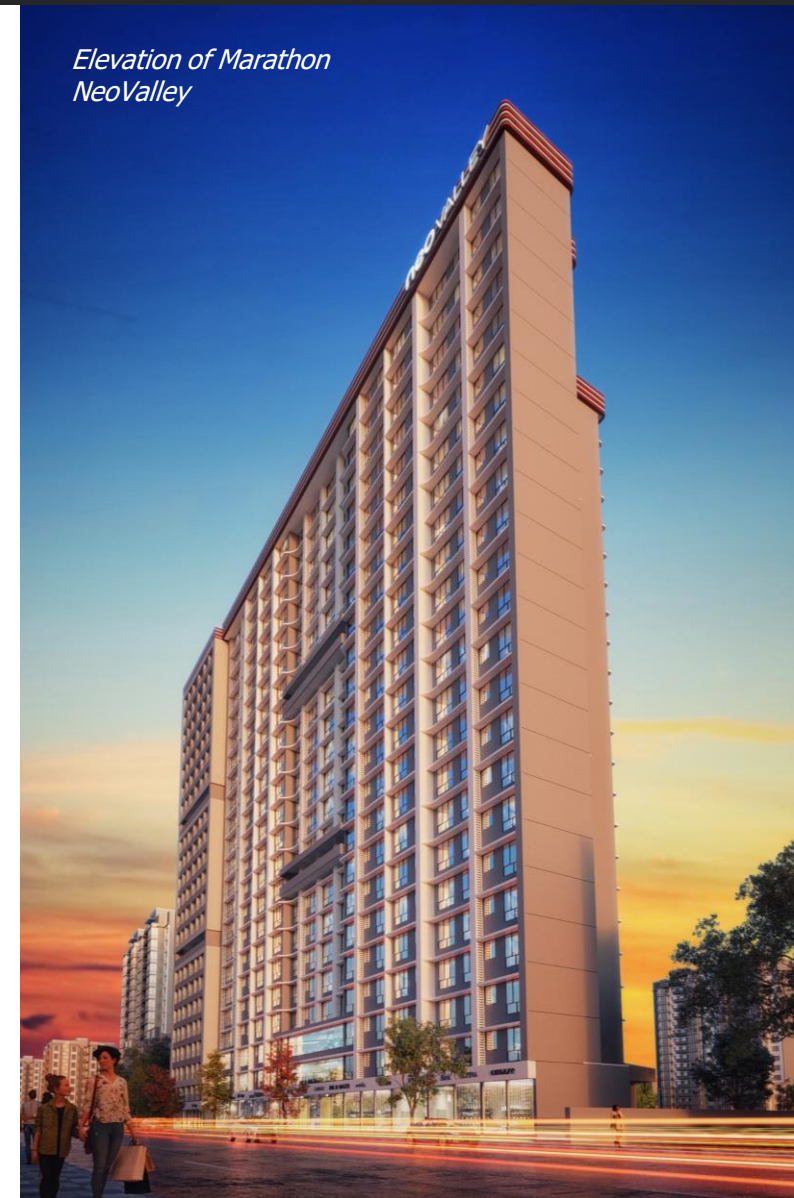
Collections (₹ IN CRORES)



Realization (IN ₹ PER SQ. FT.)



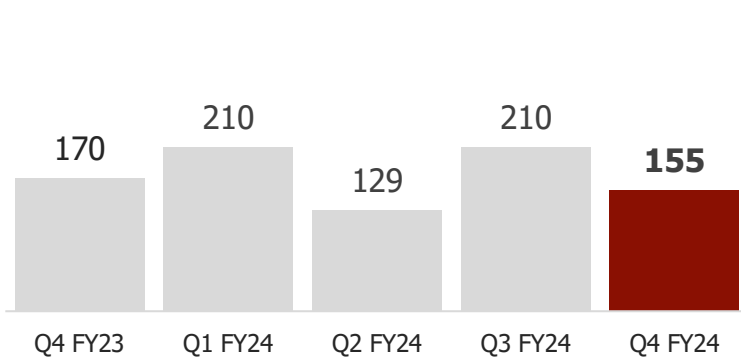
* Based on 40% share for Monte South project



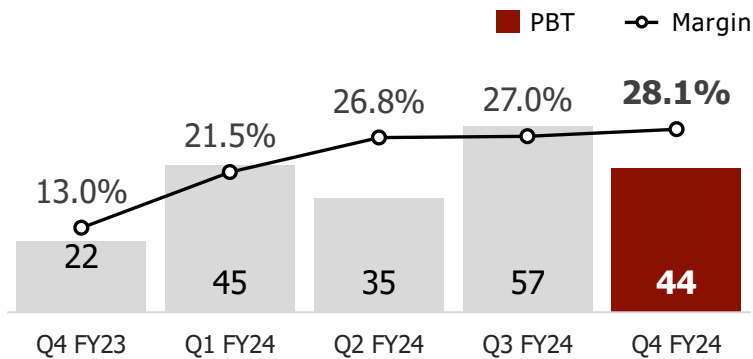
QUARTERLY HIGHLIGHTS

Quarterly (Consolidated)

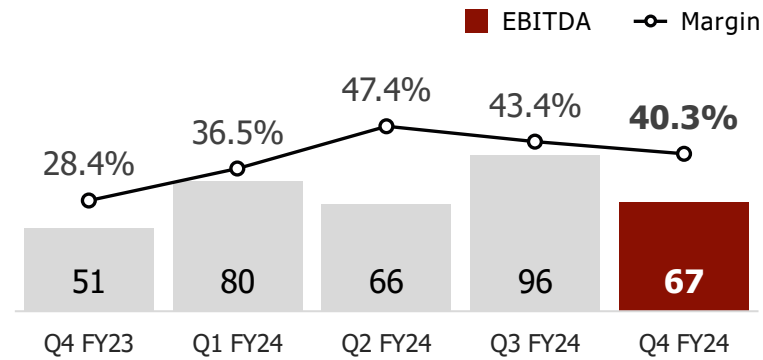
Revenue from Operations (₹ IN CRORES)



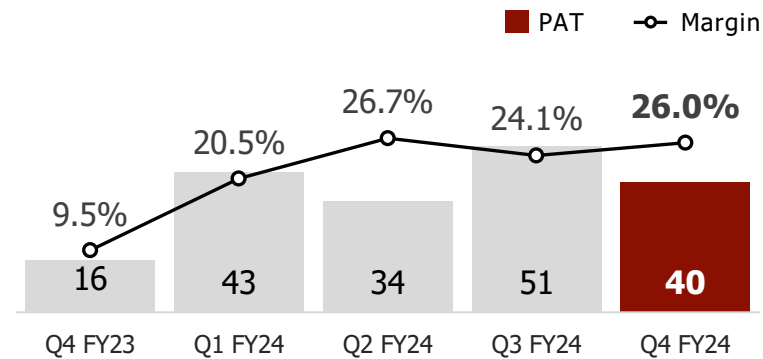
PBT (₹ IN CRORES)



EBITDA* (₹ IN CRORES)



PAT (₹ IN CRORES)



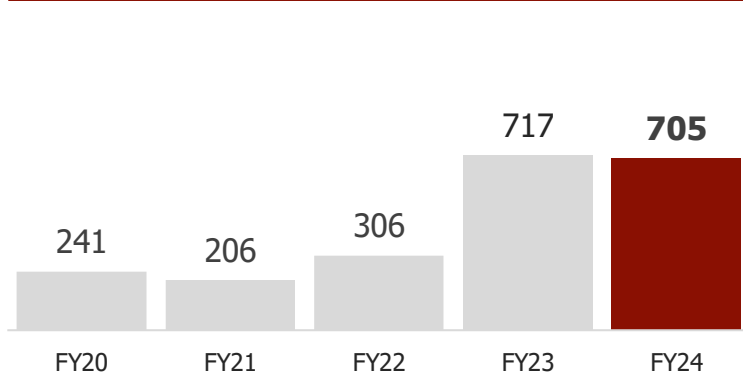
* EBITDA includes Share of Profit / (Loss) of Joint Ventures



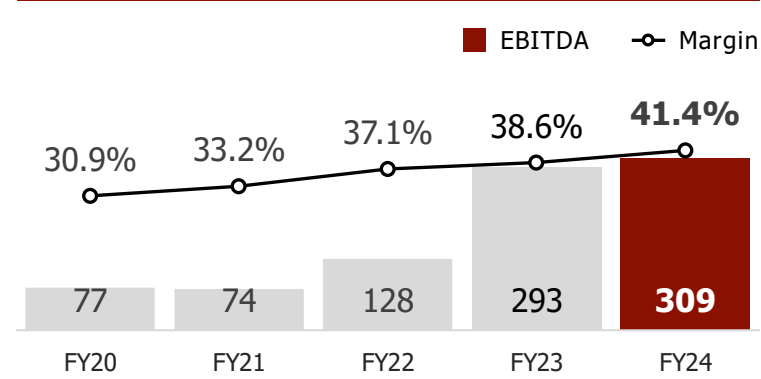
Elevation of Marathon Nexzone

Annual *(Consolidated)*

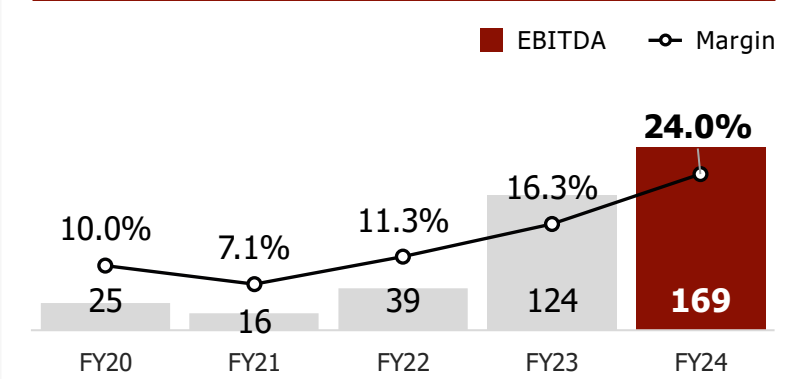
Revenue from Operations (₹ IN CRORES)



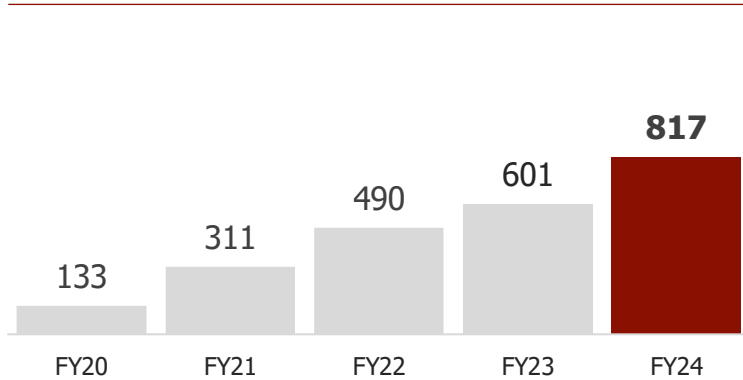
EBITDA* (₹ IN CRORES)



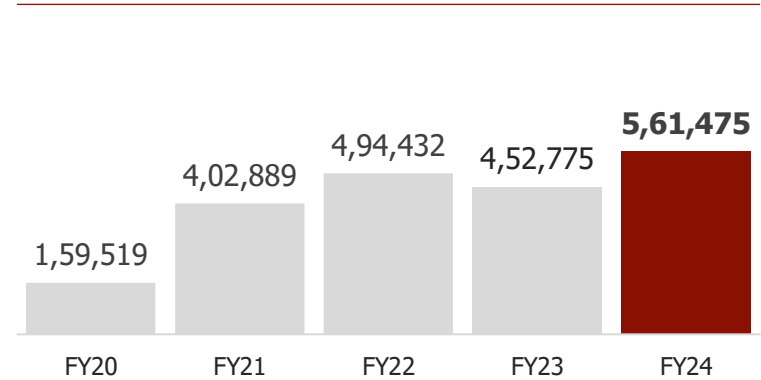
PAT (₹ IN CRORES)



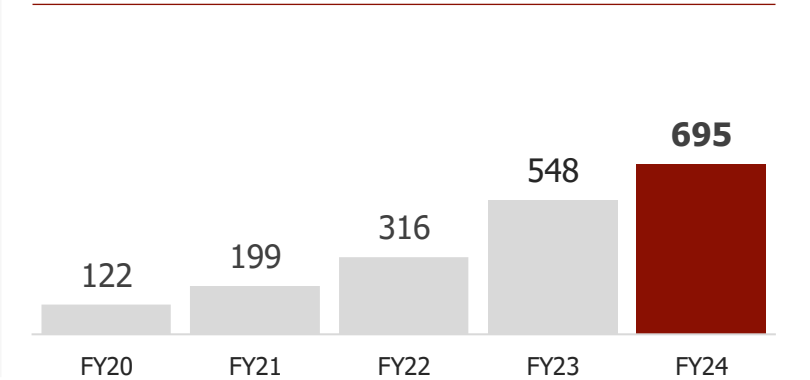
Booking Value (₹ IN CRORES)



Area Sold (IN SQ. FT.)



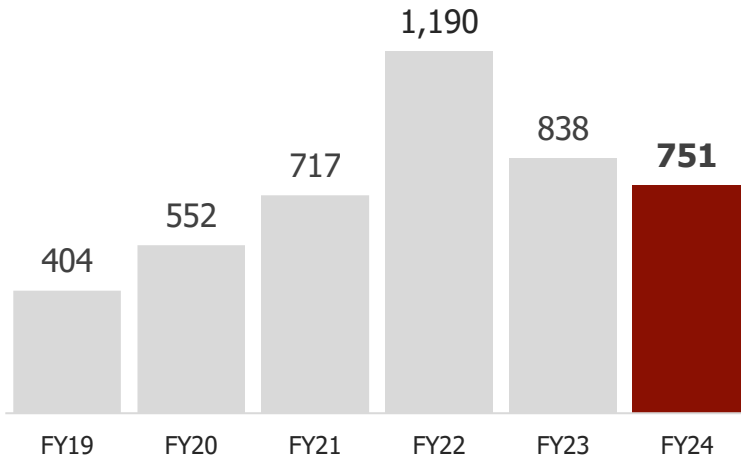
Collections (₹ IN CRORES)



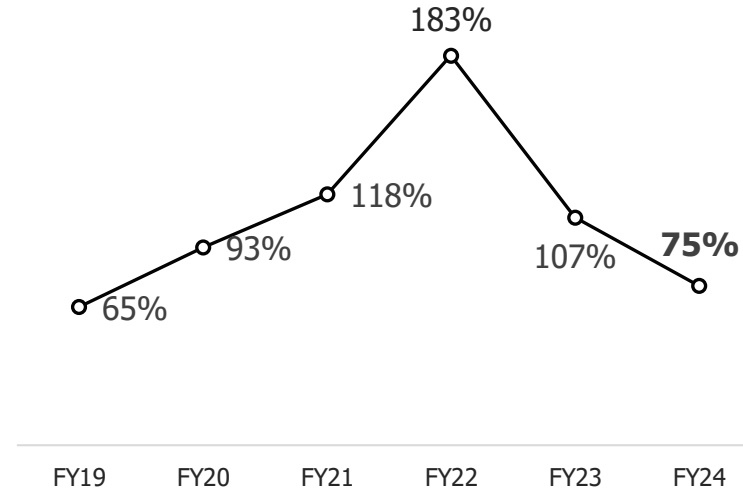
* EBITDA includes Share of Profit / (Loss) of Joint Ventures | Booking Value, Area Sold and Collections based on 40% share for Monte South project

Debt Profile

Net Debt (₹ IN CRORES)



Net Debt to Equity Ratio (IN %)



- Net debt decreased to ₹751 crores in FY24.
- Debt level and average cost of debt are expected to come down in the coming years
 - ✓ Net Cash inflow from sold units (completed + ongoing) and expected net inflow from unsold inventory to be utilized in bringing down debt
 - ✓ The Company will opt for asset light model like Joint Development Agreement (JDA)

Elevation of Marathon Futurex



Land Bank & Portfolio

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Key Ongoing Projects	15
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Ongoing *Projects*

PROJECT NAME	PROJECT TYPE	LOCATION	OWNERSHIP %	TOTAL SALE AREA	COMPLETION %	AREA SOLD IN SQ.FT.	SALE VALUE OF REGISTERED UNITS	COLLECTION FOM SOLD AREA	ESTIMATED REVENUE FROM UNSOLD AREA	ESTIMATED MONTH / YEAR OF COMPLETION
				(sq.ft.)		(Registered Units)	(in Cr.)		(in Cr.)	
MONTE SOUTH (TOWER A)	Residential	Byculla	40%	8,01,400	94%	5,48,574	1,019	892	556	Dec-24
MONTE SOUTH (TOWER B)	Residential	Byculla	40%	6,26,500	53%	3,31,296	692	294	649	Dec-27
MONTE SOUTH (TOWER C) PT 1	Residential	Byculla	40%	1,73,332	28%	57,954	125	38	254	Jun-26
MARATHON NEXZONE (PHASE 1)	Residential	Panvel	91%	28,57,700	98%	25,98,715	1,543	1,370	161	Dec-25
MARATHON NEXZONE (PHASE 2)	Residential	Panvel	91%	6,74,700	55%	5,00,487	310	215	106	Jun-27
MARATHON NEOSQUARE	Residential	Bhandup	100%	97,900	86%	50,699	46	30	42	Dec-23
MARATHON NEOPARK	Residential	Bhandup	100%	1,70,984	33%	1,15,742	111	32	52	Dec-25
NEO VALLEY - KAVERI	Residential	Bhandup	90%	1,86,458	43%	1,29,726	128	27	56	Jun-26
NEO VALLEY - NARMADA	Residential	Bhandup	90%	1,88,901	20%	69,262	71	19	120	Dec-27
MARATHON FUTUREX	Commercial	Lower Parel	100%	4,39,100	100%	3,13,143	711	714	290	Completed
MARATHON MILLENNIUM	Commercial	Mulund	100%	2,83,100	78%	1,44,453	185.6	141	166	Dec-25
Total				65,00,075		48,60,051	4,942	3,771	2,453	

Key Ongoing Projects (1/2)



Monte South

- 2, 2.5, 3 and 3.5 BHK ultra-spacious homes
- Award-winning luxury homes near South Mumbai nestled on a massive 12.5-acre plot with 4 proposed towers featuring the most unique amenities
- Tower 1 Titlis OC received up to 51 floors

A joint venture by



Futurex

- Flagship commercial Grade A spaces in Lower Parel
- Spaces ranging from 800 sq.ft. to 2,00,000 sq.ft.
- Iconic, award-winning commercial high-rise structure, with Grade A spaces in the heart of the business district of Lower Parel
- Launched Sky offices starting 800 sq.ft. last year - OC received for floors up to 38 floors
- Notable Tenants – Zee, L’Oreal, Nykaa, CDSL, Invesco, SBI Capital, HPCL, etc



Millennium

- Flexible spaces starting from 350 sq.ft. to 10,000+sq.ft.
- Premium Metro-adjacent Offices on LBS Road, Mulund (W) with ideal location adjacent to upcoming metro, perfect floor plans, and flawless execution
- Received OC up to 20th Floor

Key Ongoing Projects (2/2)



NeoPark, Neo Square and Neo Valley (Bhandup West)

- Residential Apartments Affordable housing project in Bhandup West, Mumbai
- Wide range of amenities for the entire family to maintain an active lifestyle – there’s something for everyone.
- **1 & 2 BHK Smart & Studio** - NEO, a new product brand in low budget value flats in the range of 40 L to 60 L within Mumbai
- **3 projects launched under NextGen** – NeoPark, NeoSquare and NeoValley



Marathon Nexzone (Panvel)

- 1, 2 & 2.5 BHK homes across 19 towers spread across 25 acres
- A complete township experience – world-class amenities, retail promenade for daily needs, and more
- Total of 16 towers launched – 2 towers launched in the last year
- OC received for 2000+ units – OC received for 750 units in the last year

Upcoming *Projects*

PROJECT NAME	PROJECT TYPE	LOCATION	OWNERSHIP %	TOTAL SALEABLE AREA	ESTIMATED SALE VALUE
				(Sq.ft.)	(In ₹ Cr)
MONTE SOUTH PHASE 3	Residential	Byculla	40%	6,50,000	1,300
MONTE SOUTH PHASE 3	Commercial	Byculla	40%	12,00,000	2,400
MARATHON NEXZONE PHASE 3	Residential	Panvel	91%	5,00,000	300
MARATHON NEXZONE PHASE 3	Commercial	Panvel	91%	2,00,000	120
MARATHON NEOPARK PHASE 3,4,5	Residential	Bhandup	100%	6,00,000	540
TOTAL				31,50,000	4.660

Note: Timeline for the start of projects may vary from 12 months - 36 months
Total Saleable Area and Estimated Sale value on basis of 100% revenue share

Land Bank

Marathon Group has extensive land banks across the Mumbai Metropolitan Region (MMR).

100+

acres
Panvel

100+

acres
Thane

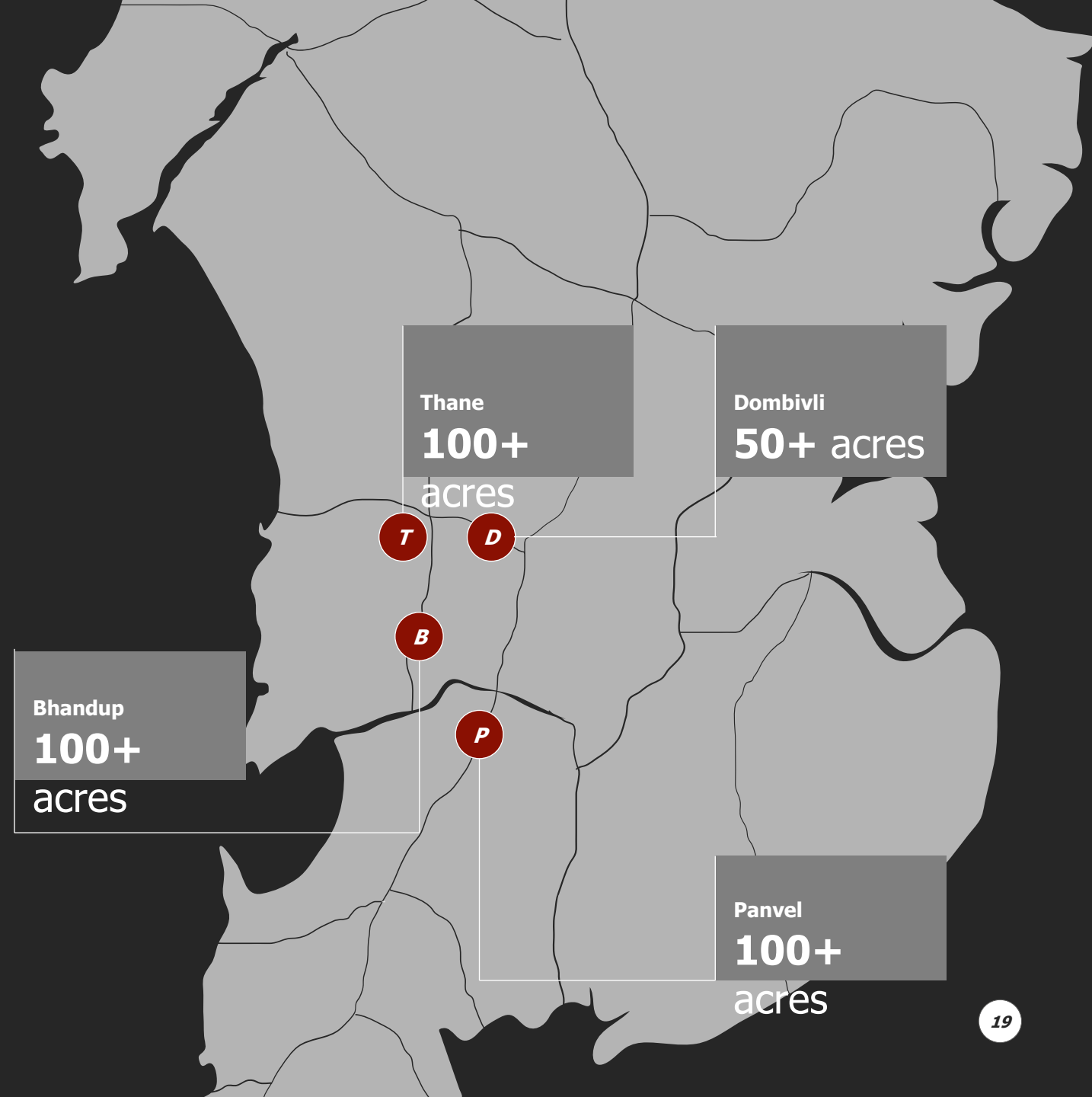
100+

acres
Bhandup

50+ acres

Dombivli

MNRL intends to utilize the vast available land bank of the Group for development by way of JDA, etc and drive future growth.



Company Profile

Leadership & Management

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Marathon Group Leadership

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Leadership & *Management*



Mr. Chetan R. Shah
Chairman & MD

- B. Tech. (Civil Engineering) from IIT Bombay and M.S. (Structural Engineering) from University of Houston
- 40+ years of experience in planning, operations, quality assurance and execution of large projects



Mr. Mayur R. Shah
President

- Civil Engineer from University of Bombay and M.S. in Structural Engineering from Oklahoma State
- Visionary leader and has over 30 years of rich and varied experience in the Real Estate & construction
- Served as the President of MCHI – CREDAI



Mrs. Shailaja Shah
Director

- Part of Promoter Group
- Involved in various activities which imparts the values and uplifts many lives in the vicinity of the Group Projects

Marathon Group *Leadership*



Mr. Kaivalya Shah
Director

- BE - Structural Engineering, University of California, San Diego



Mr. Parmeet Shah
Director

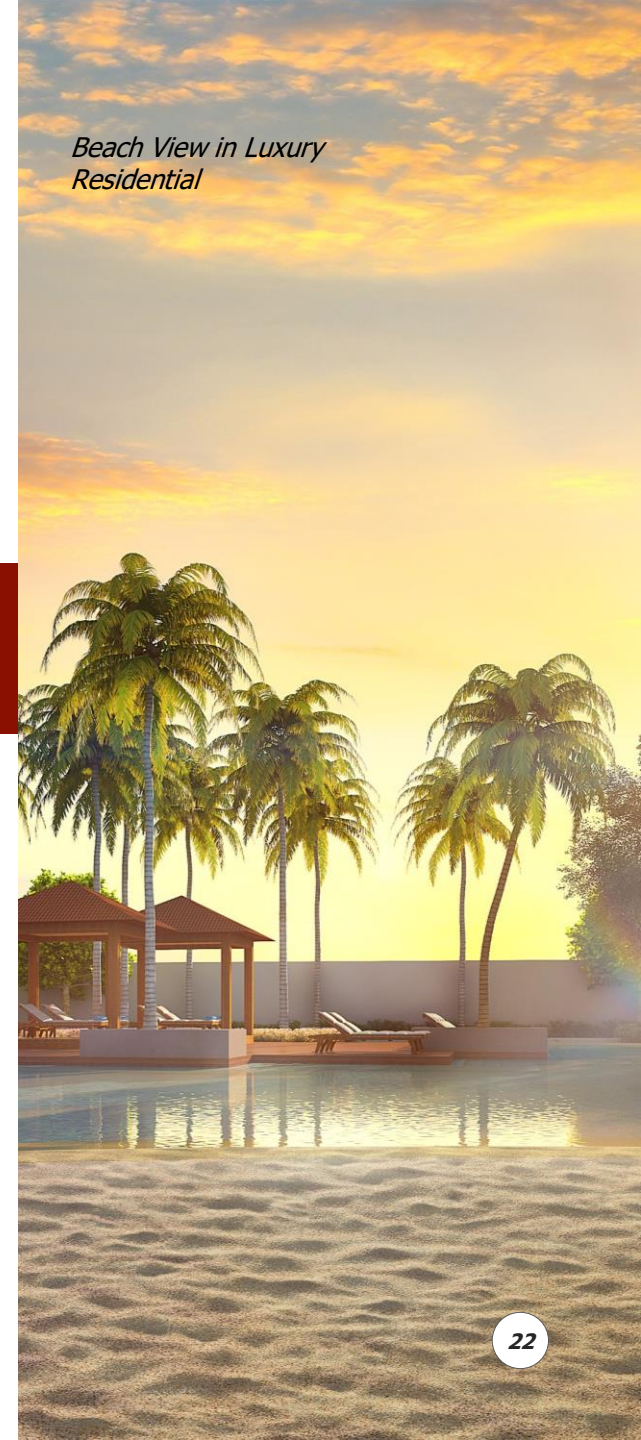
- BA - Economics, Yale University and MS, Columbia University



Mr. Samyag Shah
Director

- BA - Economics, University of California, San Diego

Beach View in Luxury Residential



Marathon Group

05

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Shaping the skyline.... Since 1969 – Our Completed projects	24
Marathon Group - Redefining Real Estate.....Since 1969	25
Our Growth Strategy	26
How Marathon creates Value	27
Awards and Recognitions	28



About the *Marathon Group*

8.4 Mn Sq.ft
Completed Projects

6.2 Mn Sq.ft
Existing Portfolio

15 Mn Sq.ft
Upcoming Projects

26.60 Mn Sq.ft
Total Portfolio



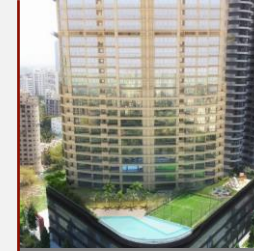
Futurex
Lower Parel



Nextown
Kalyan-Shil Rd



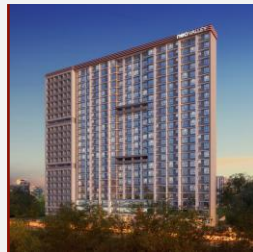
Nexzone
Panvel



**Monte Carlo &
Monte Plaza**
Mulund West



Monte South
Byculla West



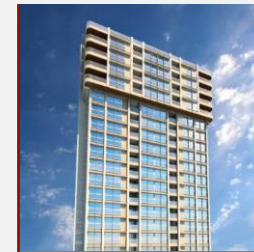
NeoHomes
Bhandup West



Nexworld
Dombivli East



Millennia
LBS, Mulund West



Emblem
Mulund West



Eminence
Mulund West

Shaping the skyline Since 1969 - *Our Completed projects*



Marathon Group – *Redefining Real Estate since 1969*

Marathon Group is a Mumbai based 50 year old real estate development company.

We are a design driven organisation, that excels at delivering the best construction quality and strongly believes in operating with the highest levels of transparency and integrity.

*Elevation of Marathon
NeoValley*

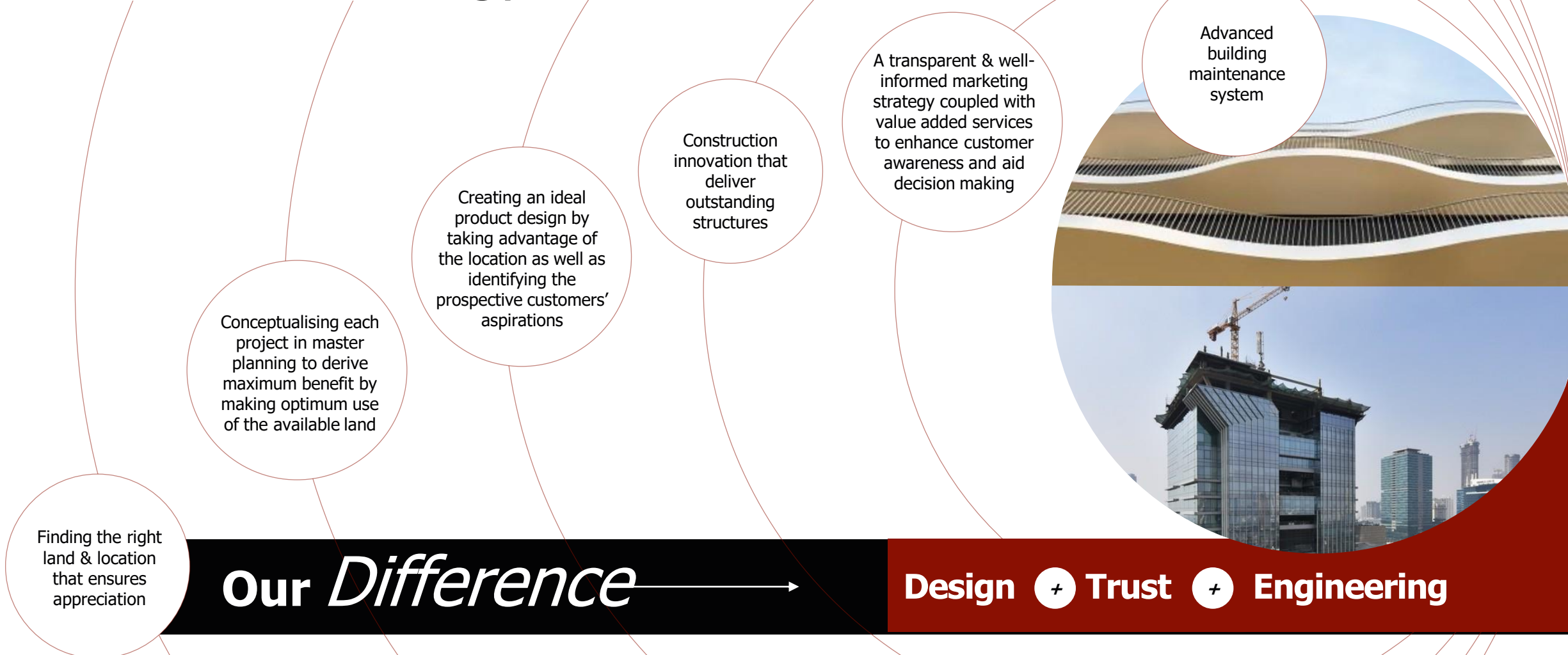


We are currently building several townships in the fastest growing neighborhoods, ultra luxury skyscrapers in the heart of the city, affordable housing projects, small offices and large business centers.

Our projects are spread across the Mumbai Metropolitan Region (MMR)



Our Growth Strategy



Our *Difference* →

Design + Trust + Engineering

How Marathon *creates value*



*Amenities inside
Residential apartments*

"One of our core strengths has been identifying the potential of land parcels early. We have done this at Lower Parel, Byculla, Panvel, Bhandup and Dombivli"

Mill land at Lower Parel and Byculla

One of the first to identify the tremendous potential of mill land at Lower Parel. We built the award winning Nextgen mixed use campus on mill land. Futurex, our flagship commercial project is also built on mill land.

We are also developing Monte South on one of the largest mill plots in South Mumbai - Khatau Mills at Byculla.

High growth regions of Panvel and Dombivli

We secured land parcels in Panvel and Dombivli much before large-scale development started in these regions. We were one of the first large developers to launch in Panvel and our project is the closest to the upcoming airport. Projects like the Trans-Harbor sea link and the metro are set to provide a further boost.

Large scale SRA projects and affordable housing in Bhandup

We have a potential pipeline of over 100 acres in Bhandup where we have launched our NeoHomes series of projects. Our aim is to address the biggest unmet need in the Mumbai market - affordable, high quality homes inside Mumbai city, built by a trusted name.

Early entrant in Mulund premium commercial market

We launched Monte Plaza and Millennium in Mulund anticipating the need for high quality commercial spaces in a suburb where 16000 premium homes are set to be delivered in just the next 2 years and with the metro set to change the commercial landscape.

Awards and *Recognitions*



→ **Top Challenger**
Construction World Global Awards, 2022

→ **Affordable Housing of the Year 2019**
Estrate Awards

→ **The extraordinaire-Brand (Real Estate Category) 2018-19**
Brand Vision by Nexbrands, Marathon Group

→ **Developer of the Year 2019**
Local Icons, Mid-day

→ **Developer of the Year**
DNA Real Estate & Infrastructure, Round table awards 2018, Marathon Group

→ **Developer of the Year**
ET Now Real Estate 2018, Marathon Group

Annexure

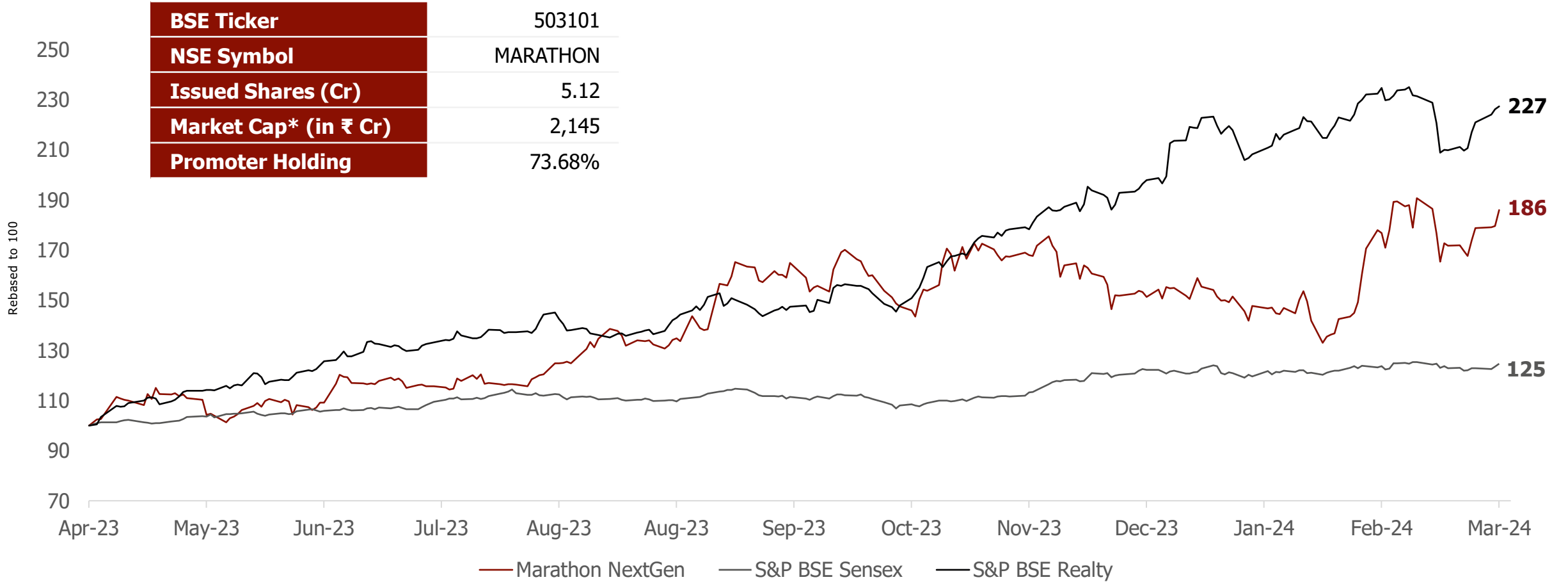
Shareholding & Price movement

30



Shareholding & Price movement

BSE Ticker	503101
NSE Symbol	MARATHON
Issued Shares (Cr)	5.12
Market Cap* (in ₹ Cr)	2,145
Promoter Holding	73.68%



*As on 24th MAY 2024

Marathon Nextgen Realty Limited

**Townships |
Luxury Projects |
Affordable Homes
| Business Spaces
| Retail**

*Byculla | Lower Parel |
Mulund | Bhandup |
Panvel*

Thank *you*

CONTACT
US

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Director - Marathon
Nextgen Realty Limited

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 **MARATHON**

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