

Date: August 11, 2023

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- First Quarter ended on June 30, 2023

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 Unaudited Financial Results (Standalone and Consolidated) of the Company for the First Quarter ended on June 30, 2023.

The copy of Press Release 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



K Raghavan
Company Secretary and Compliance Officer
Membership No.: A8269





INVESTOR UPDATE
FOR THE QUARTER ENDED 30th JUNE 2023



Marathon Group at a *Glance*

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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

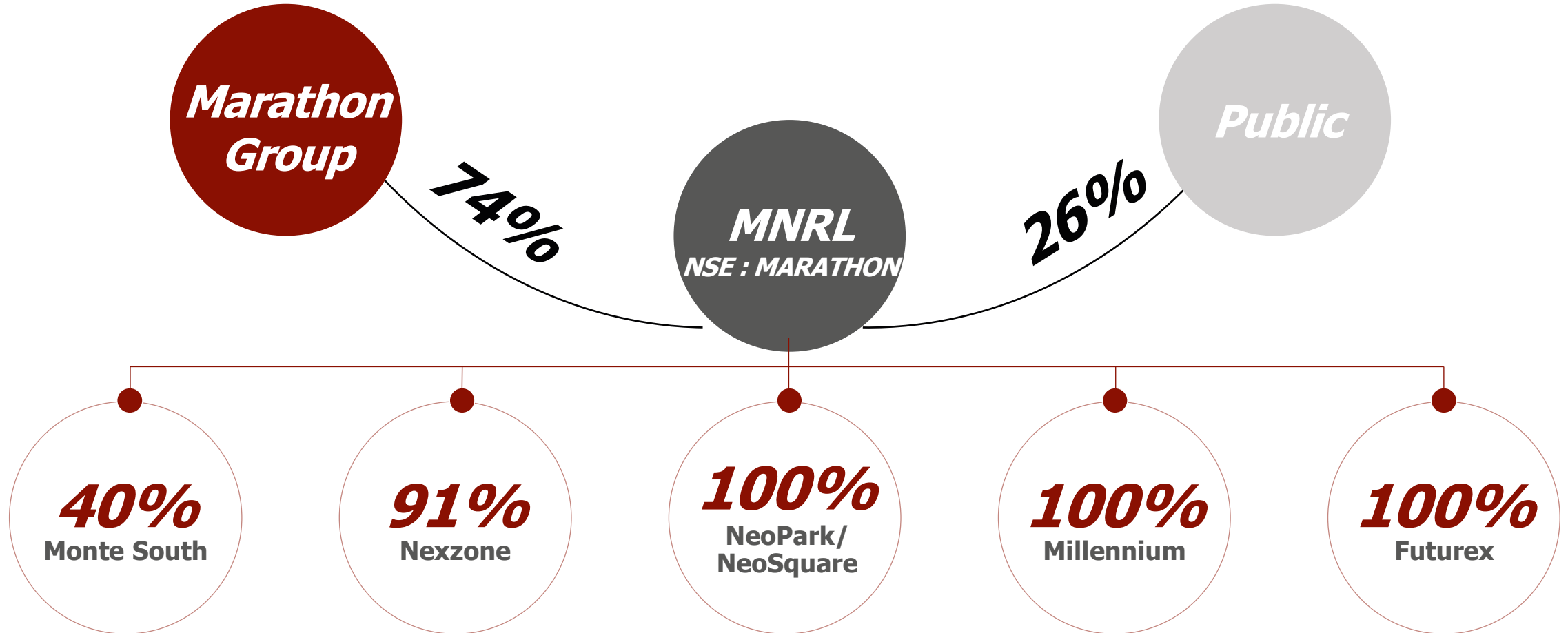
10,000+

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

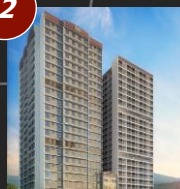
1



Commercial

Corporate offices &
Small business offices

2



Affordable Housing

NeoPark & NeoSquare
(Neo series)

4



Highrise Luxury Residential

Monte South
(Monte series)

3



Townships

Townships in high
growth regions
(NEX Series)

02

Quarterly Highlights

Business Highlights – Q1 FY24	08
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Business Highlights – Q1 FY24

1. Monte South wing A received occupation certificate up to 51st floor.
2. Monte south received the Best Ultra Luxury Project of the year by Real Estate & Business Excellence - Zee business.
3. Marathon Futurex, one of the biggest commercial tower of Mumbai, received occupation certificate up to the 38th floor (top floor).
4. The Company is in the process of acquiring around 14 acres of land in Bhandup near LBS Marg with a development potential of 2.1 million sq. ft. and a Gross Development Value of Rs. 2250 crores.



Operational Highlights (Consolidated) – Q1 FY24

1,30,991 Sq. ft.
area sold



Amenities in Luxury Residential

₹ 199 Crore
Booking Value
(Registered)

₹ 210 Crore
Revenue
115% YoY increase

₹ 80 Crore
EBITDA*
72% YoY increase
36.5% EBITDA
Margin*

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

₹ 166 Crore
Collections

₹ 45 Crore
PBT
207% YoY increase
21.5% PBT Margin

₹ 43 Crore
PAT
274% YoY increase
20.5% PAT Margin

Elevation of Marathon Nexzone



Realization Per Sq.ft.

₹ 22,571 (Commercial)
₹ 16,475 (Residential)

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

Sales & Collections *(Consolidated)* – Q1 FY24

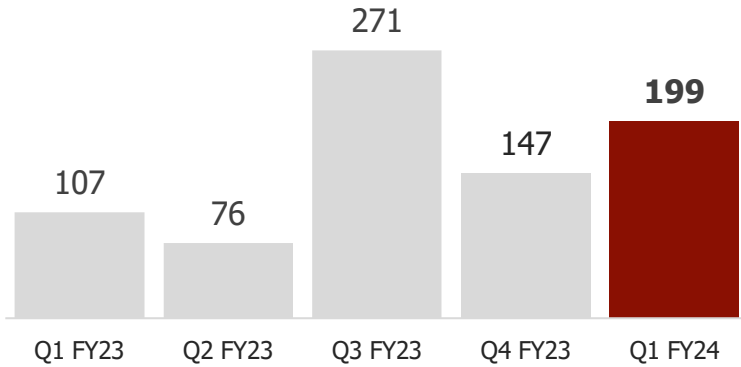
PROJECT	PROJECT TYPE	LOCATION (MUMBAI)	AREA SOLD	BOOKING VALUE (REGISTERED)	REALIZATION	COLLECTIONS
			(Sq.ft.)	(₹ Cr)	(₹/Sq.ft.)	(₹ Cr)
MONTE SOUTH*	Residential	Byculla	36,000	83	23,807	45
MARATHON NEXZONE	Residential	Panvel	50,152	33	6,575	46
MARATHON NEOPARK	Residential	Bhandup	13,707	13	9,602	2
MARATHON NEOSQUARE	Residential	Bhandup	689	0.7	10,127	4
MARATHON FUTUREX	Commercial	Lower Parel	24,779	61	24,773	65
MARATHON MILLENNIUM	Commercial	Mulund	5,664	7	12,939	5
TOTAL			1,30,991	199		166

* Based on 40% share for Monte South project

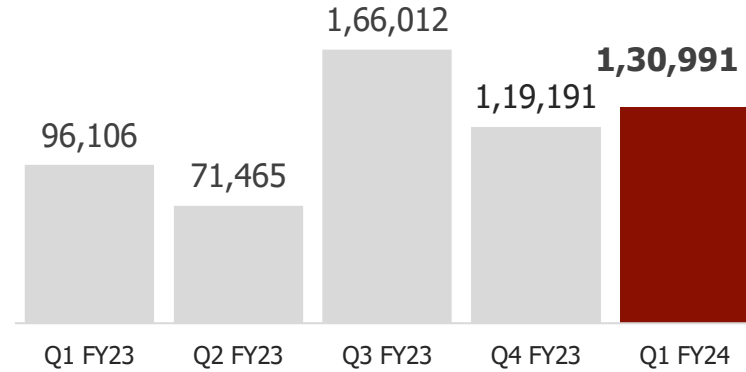
QUARTERLY HIGHLIGHTS

Quarterly (Consolidated)

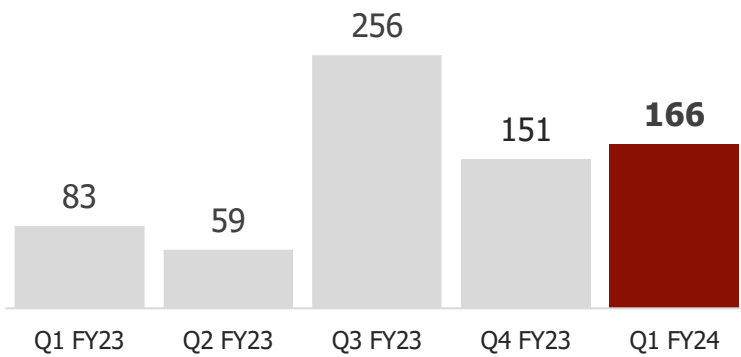
Booking Value (₹ IN CRORES)



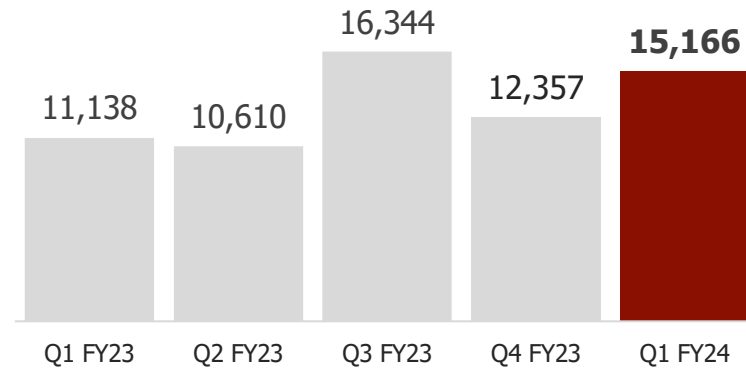
Area Sold (IN SQ. FT.)



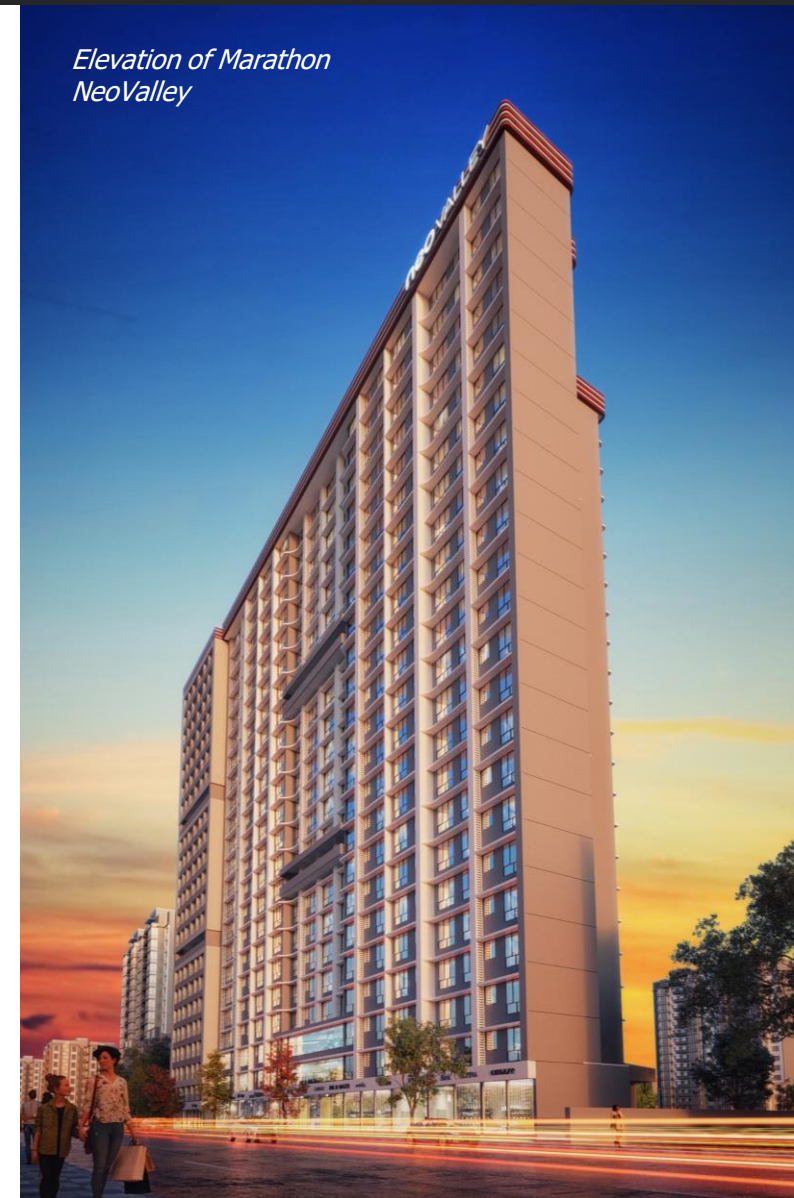
Collections (₹ IN CRORES)



Realization (IN ₹ PER SQ. FT.)



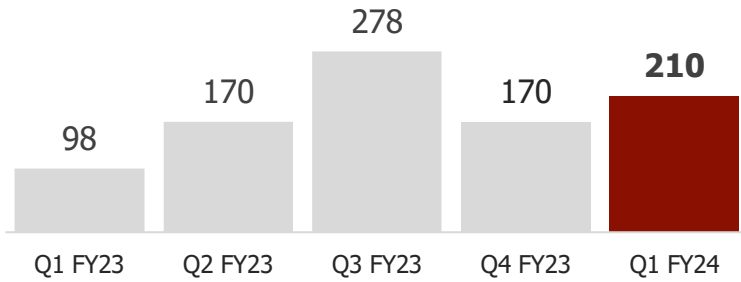
* Based on 40% share for Monte South project



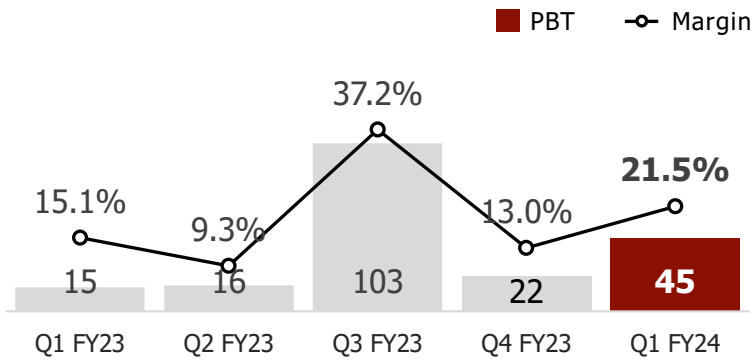
QUARTERLY HIGHLIGHTS

Quarterly (Consolidated)

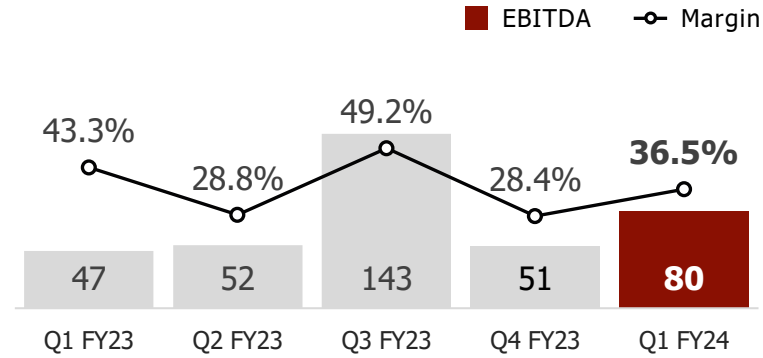
Revenue from Operations (₹ IN CRORES)



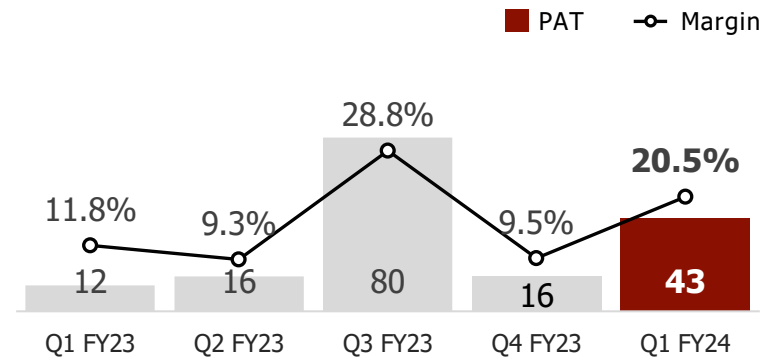
PBT (₹ IN CRORES)



EBITDA* (₹ IN CRORES)



PAT (₹ IN CRORES)



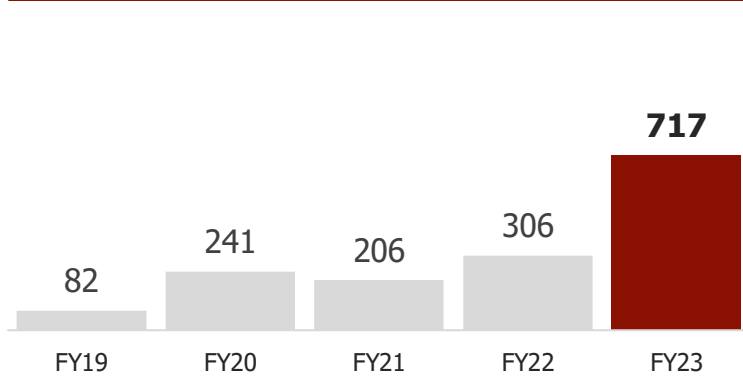
* EBITDA includes Share of Profit / (Loss) of Joint Ventures



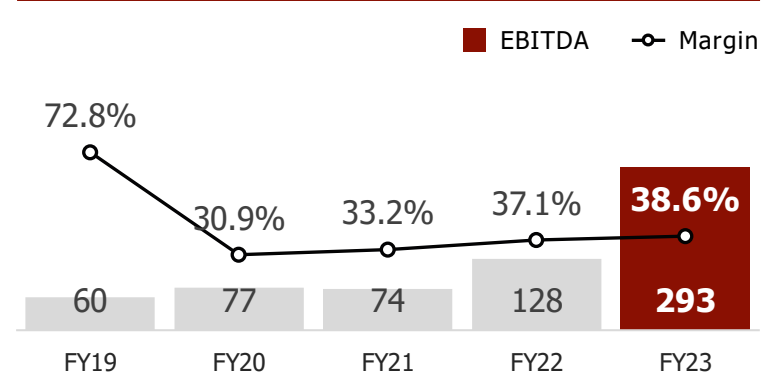
Elevation of Marathon Nexzone

Annual *(Consolidated)*

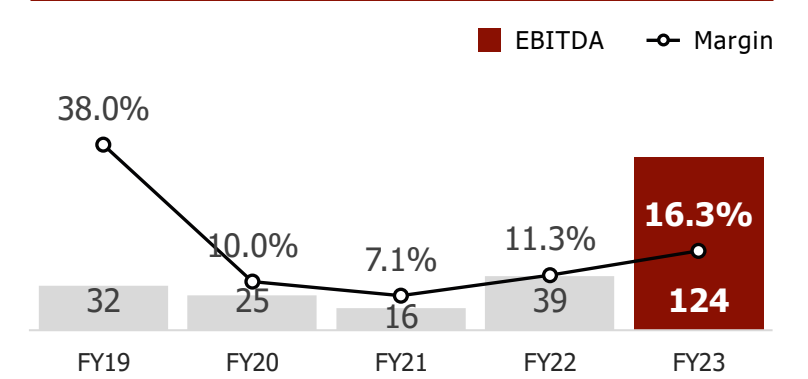
Revenue from Operations (₹ IN CRORES)



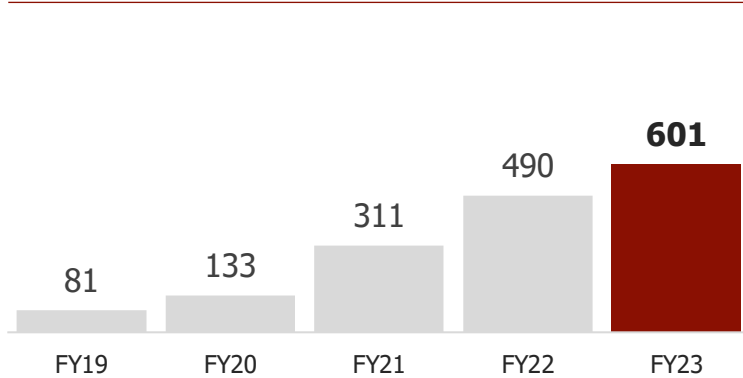
EBITDA* (₹ IN CRORES)



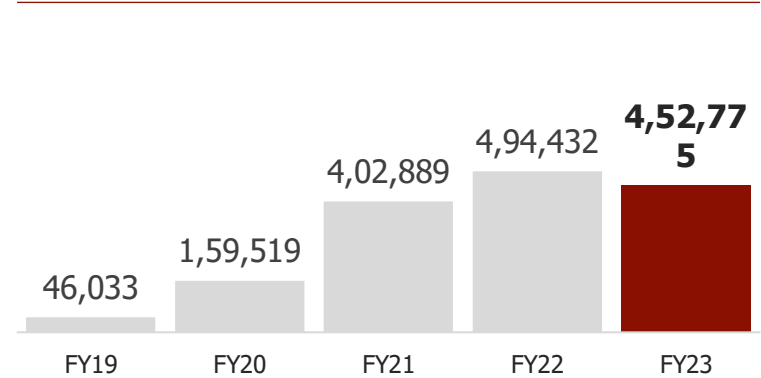
PAT (₹ IN CRORES)



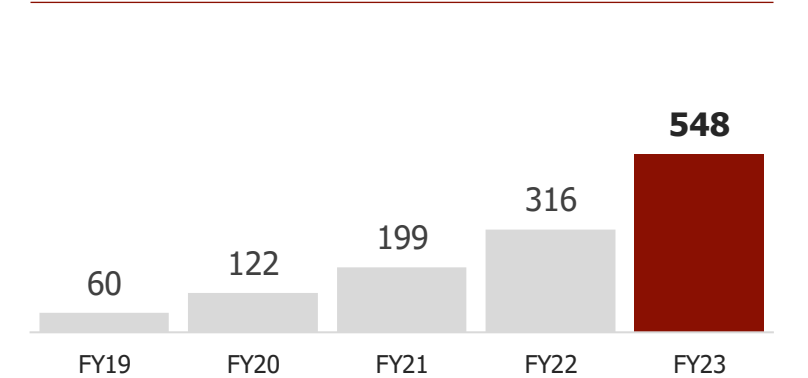
Booking Value (₹ IN CRORES)



Area Sold (IN SQ. FT.)



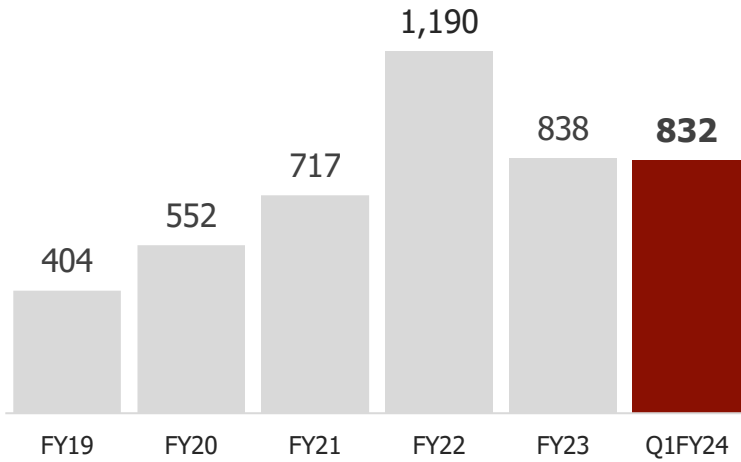
Collections (₹ IN CRORES)



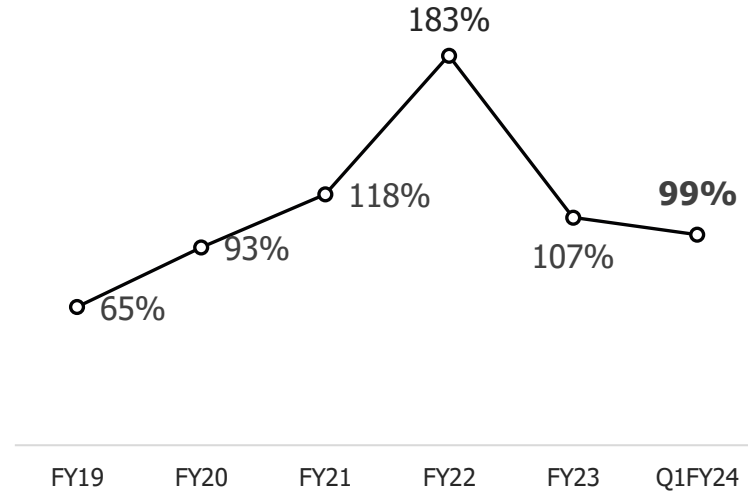
* EBITDA includes Share of Profit / (Loss) of Joint Ventures | Booking Value, Area Sold and Collections based on 40% share for Monte South project

Debt Profile

Net Debt (₹ IN CRORES)



Net Debt to Equity Ratio (IN %)



- Net debt reduced to ₹832 crores during Q1 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	16
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Land Bank	19



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	89%	5,04,891	921	780	652	Dec-24
MONTE SOUTH (TOWER B)	Residential	Byculla	40%	6,26,500	34%	2,45,968	498	182	837	Dec-27
MONTE SOUTH (TOWER C) PT 1	Residential	Byculla	40%	1,73,332	18%	23,594	51	22	329	Jun-26
MARATHON NEXZONE (PHASE 1)	Residential	Panvel	91%	28,57,700	96%	25,50,610	1,511	1,330	190	Dec-25
MARATHON NEXZONE (PHASE 2)	Residential	Panvel	91%	6,74,700	30%	4,22,632	258	148	154	Jun-27
MARATHON NEOSQUARE	Residential	Bhandup	100%	97,900	70%	49,284	45	22	44	Dec-23
MARATHON NEOPARK	Residential	Bhandup	100%	1,70,984	25%	98,214	95	17	69	Dec-25
MARATHON FUTUREX	Commercial	Lower Parel	100%	4,39,100	100%	2,49,425	541	548	436	Dec-23
MARATHON MILLENNIUM	Commercial	Mulund	100%	2,83,100	70%	47,088	59	46	283	Dec-25
Total				61,24,716		41,91,706	3,979	3,095	2,995	

Based on 100% share for all projects

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
- Proposed completion of phase 1 by December 2023

Key Ongoing Projects (2/2)



Marathon NeoPark and Marathon Square (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 BHK Smart & Studio - NEO**, a new product brand in low budget value flats in the range of 40 L to 60 L within Mumbai
- **2 projects launched under NextGen - NeoPark and NeoSquare**

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

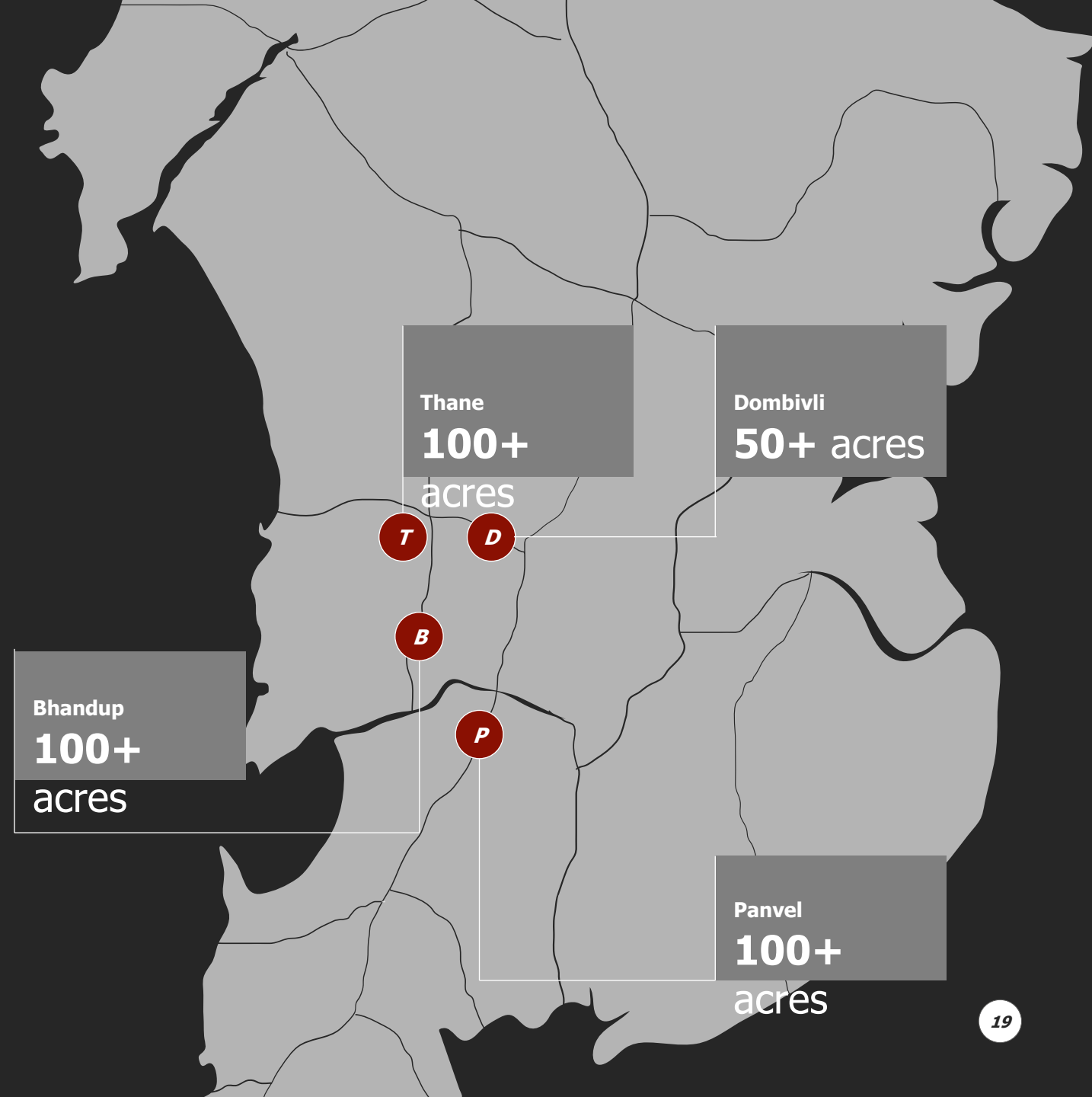
100+

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
- Served as the President of the MCHI



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 Chairman of MCHI – CREDAI



Mr. S. Ramamurthi
Wholetime Director

- Graduate in Economics and a CA with post-graduation in Systems Management
- 30+ years of experience in general management with large organizations in real estate, construction, infrastructure, engineering, manufacturing, etc.



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

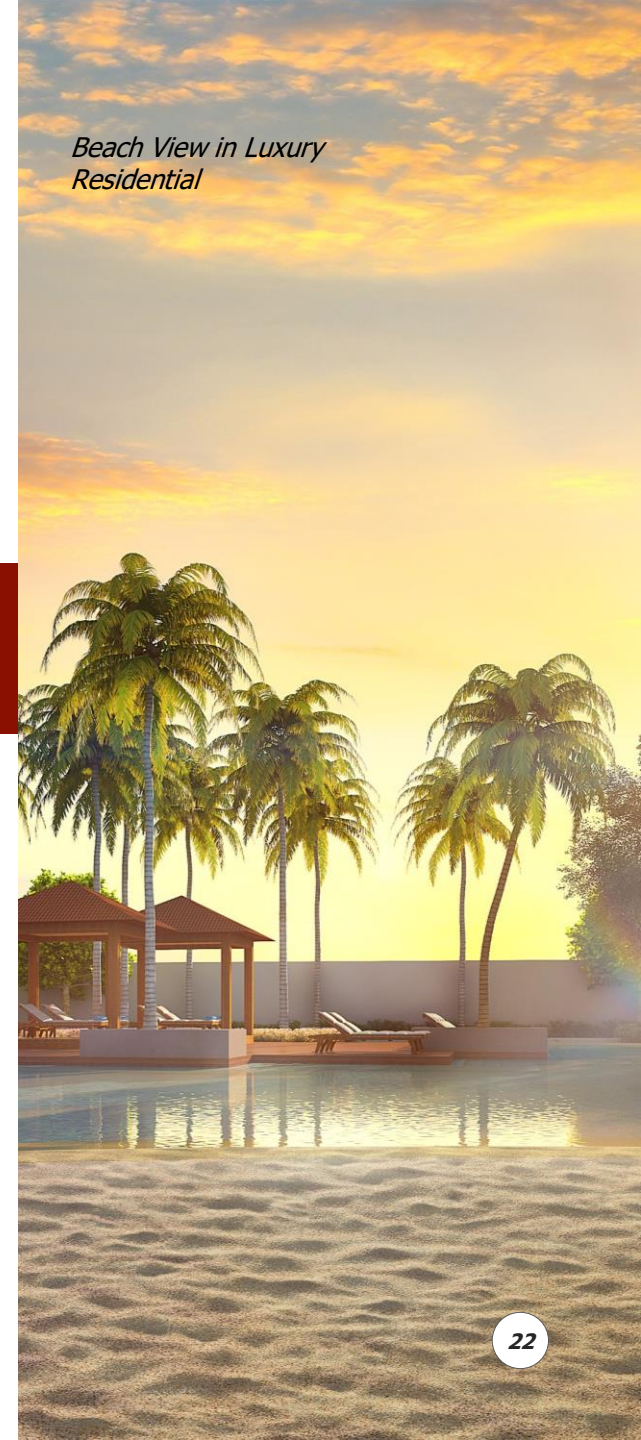
- BA - Economics, Yale University and MS, Columbia University



Mr. Samyag Shah
Director

- BA - Economics, University of California, San Diego

Beach View in Luxury Residential



Marathon Group

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How Marathon creates Value	28
Awards and Recognitions	29



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



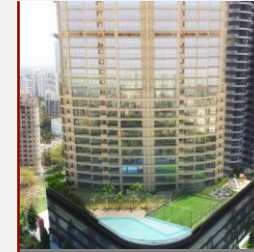
Futurex
Lower Parel



Nextown
Kalyan-Shil Rd



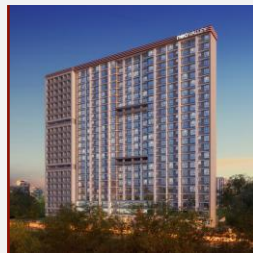
Nexzone
Panvel



**Monte Carlo &
Monte Plaza**
Mulund West



Monte South
Byculla West



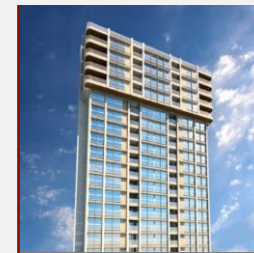
NeoHomes
Bhandup West



Nexworld
Dombivli East



Millennia
LBS, Mulund West



Emblem
Mulund West



Eminence
Mulund West

Shaping the skyline Since 1969 - *Our Completed projects*

1979 Rita Apartments 20,000 Sq.Ft.	1982 Tirupati & Balaji 45,000 Sq.Ft.	1997 Udyog Kshetra 64,585 Sq.Ft.	1999 Marathon Heights	2006 Marathon NextGen Era 4,11,000 Sq.Ft.	2012 Marathon Onyx	2020 Marathon Monte Plaza
1977 Mahavir Dham 25,000 Sq.Ft.	1985 Jupiter-Venus 45,000 Sq.Ft.	1997 Marathon Heights 64,585 Sq.Ft.	2001 Marathon Cosmos 2,30,000 Sq.Ft.	2005 Marathon Omega 30,000 Sq.Ft.	2013 Marathon Monte Vista	2019 Marathon Monte Carlo
1975 Kumudini 40,000 Sq.Ft.	1990 Antariksh 80,000 Sq.Ft.	1996 Virayatan (Deolali) 1,18,406 Sq.Ft.	2003 Marathon Max 1,46,500 Sq.Ft.	2004 Marathon Chambers 1,40,892 Sq.Ft.	2014 Marathon Nagari NX	2018 Marathon Nexzone
1972 Poonam 30,000 Sq.Ft.	1996 Marathon Galaxy 1,59,940 Sq.Ft.	1996 Mount View 40,000 Sq.Ft.	2003 Marathon Maxima 1,05,000 Sq.Ft.	2015 Marathon Embryo 30,468 Sq.Ft.	2018 Marathon Nexttown	

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*

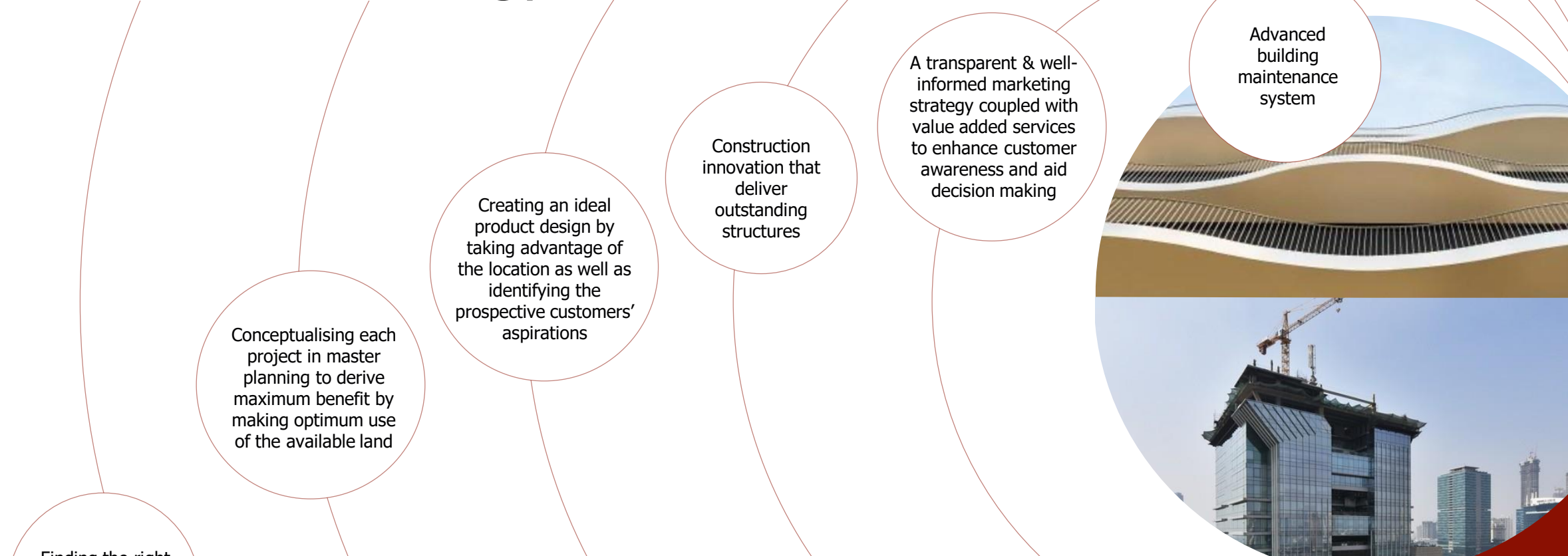


We are currently building several townships in the fastest growing neighborhoods, ultra luxury skyscrapers in the heart of the city, affordable housing projects, small offices and large business centers.

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**
Estrade 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

Financial Highlights (Consolidated)	31
Shareholding & Price movement	32

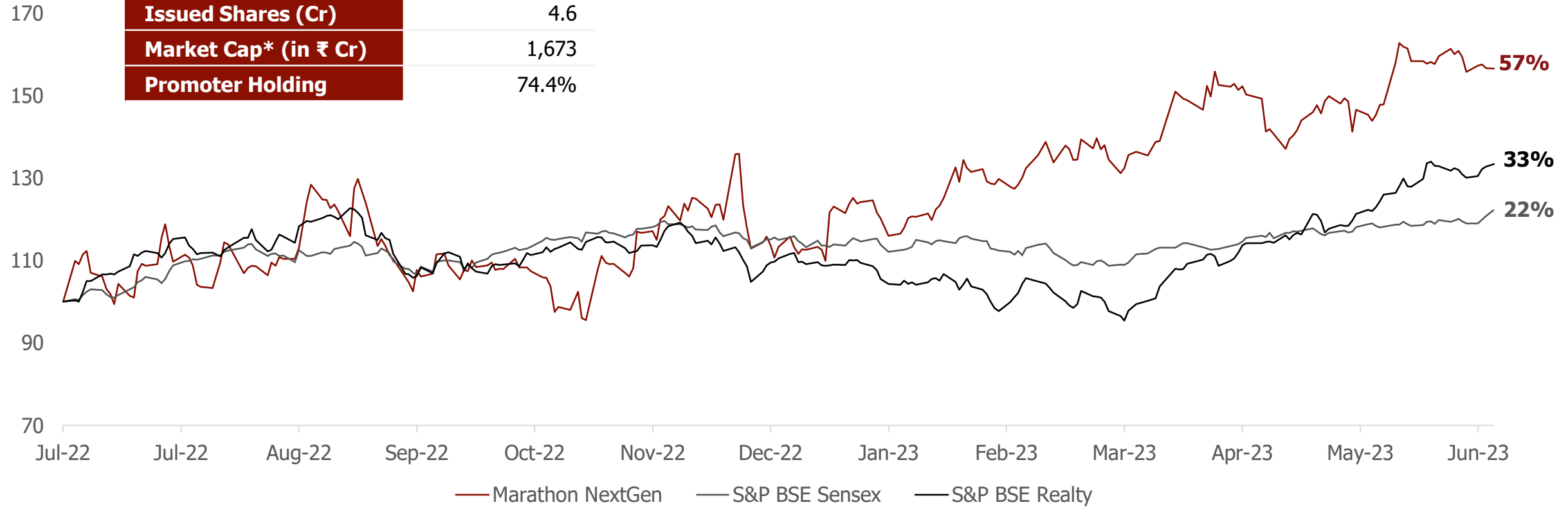


Financial Highlights *(Consolidated)*

Particulars (In ₹ Cr)	Q1 FY24	Q1 FY23	YoY	Q4 FY23	QoQ	FY23
Revenue from operations	209.76	97.70	114.7%	170.45	23.1%	716.53
Other income	9.74	9.78	-0.3%	9.09	7.2%	42.41
Total Income	219.50	107.48	104.2%	179.55	22.3%	758.94
Property development expenses	92.71	59.28	56.4%	84.82	9.3%	397.97
Changes in inventories	46.12	-5.13	-999.1%	28.67	60.9%	29.18
Employee benefits expense	3.75	3.11	20.3%	4.66	-19.6%	14.29
Finance costs	24.99	30.05	-16.8%	27.39	-8.8%	122.53
Depreciation and Amortization	0.76	0.79	-3.7%	0.76	0.1%	3.12
Other expenses	6.09	4.66	30.6%	11.06	-45.0%	35.76
Total expenses	174.42	92.77	88.0%	157.36	10.8%	602.85
PBT	45.09	14.71	206.5%	22.19	103.2%	156.10
Tax expense	-11.29	-4.23	167.0%	-6.58	71.4%	-43.29
Profit/(Loss) for the period (PAT)	33.80	10.48	222.5%	15.60	116.6%	112.81
Share of Profit/ (loss) of Joint Ventures	9.28	1.02	807.3%	0.65	1330.8%	10.88
Net Profit/(loss) for the period	43.08	11.50	274.5%	16.25	165.1%	123.69

Shareholding & Price movement

BSE Ticker	503101
NSE Symbol	MARATHON
Issued Shares (Cr)	4.6
Market Cap* (in ₹ Cr)	1,673
Promoter Holding	74.4%



*As on 10th AUGUST 2023

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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Realty Limited**
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Director - Marathon
Nextgen Realty Limited

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 **MARATHON**

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• Mr. Binay Sarda
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• Ms. Jeevika Hemani
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• Ms. Saloni Soni
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