

Date: 25/05/2023

To

The BSE Limited
Department of Corporate Services,
P.J. Towers, Dalal Street,
Mumbai- 400 001
Scrip Code: 503101
Debt: 973681, 973682, 973776

National Stock Exchange of India Limited
Listing Department,
BKC, Bandra (E)
Mumbai-400 051
Symbol: MARATHON

Sub: Investor Presentation- Fourth Quarter and year ended on March 31, 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 Audited Financial Results (Standalone and Consolidated) of the Company for the fourth Quarter and year ended on March 31, 2023.

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

Kindly take the same on record. Yours truly,

For Marathon Nextgen Realty Limited,

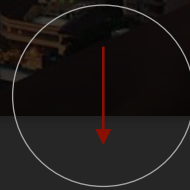


K.S. Raghavan
Company Secretary & Compliance Officer
Place: Mumbai
Encl: A/a





Redefining *Real Estate.*



INVESTOR UPDATE
FOR THE QUARTER ENDED 31st MARCH 2023



Marathon Group at a *Glance*

Who We Are	03
Marathon NextGen Realty Limited	04
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

880 acres

Of land being
planned across MMR

15,000+

Homes in the
pipeline

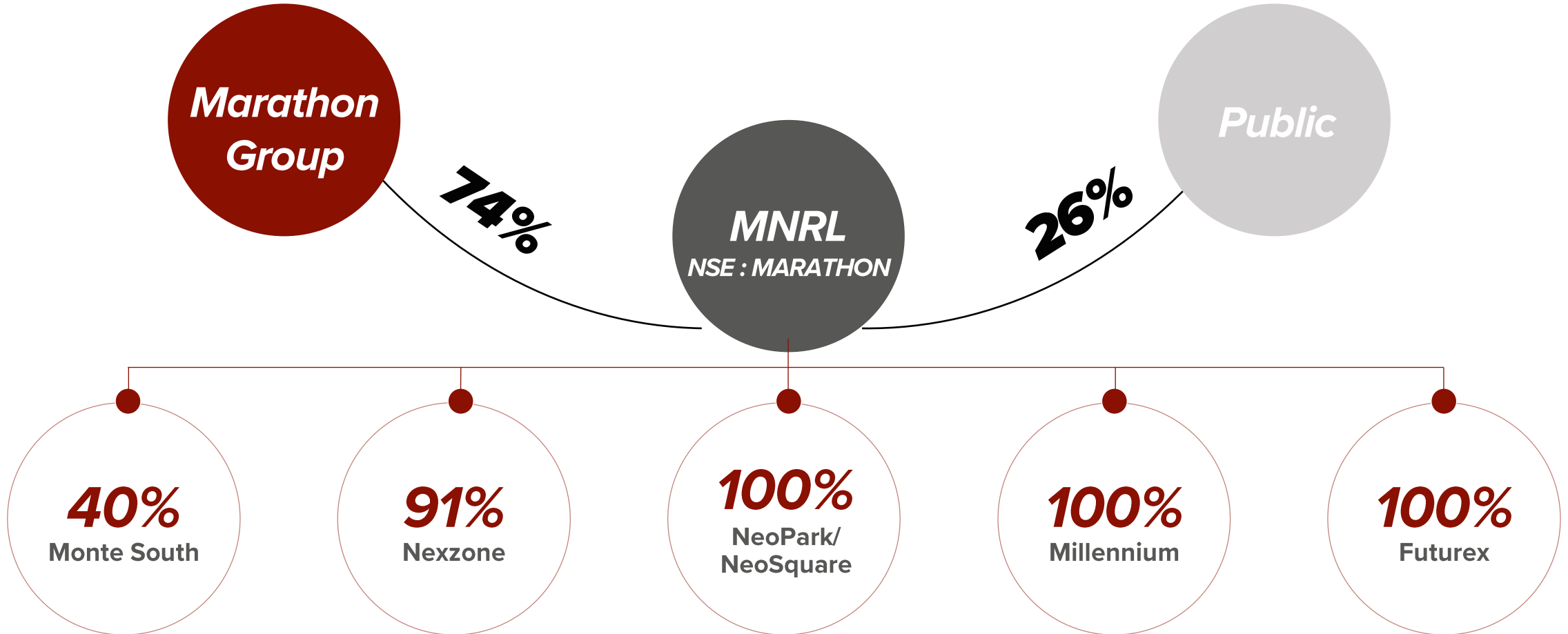
10,000+

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

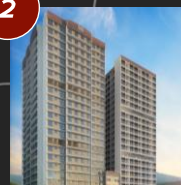
1



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)

Quarterly Highlights

Business Highlights (Consolidated) – FY23	07
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Business Highlights (Consolidated) - FY23

4,52,775 Sq. ft.
area sold



Amenities in Luxury Residential



₹ 601 Crore
Booking Value
(Registered)

₹ 717 Crore
Revenue
134% YoY increase

₹ 293 Crore
EBITDA*
129% YoY increase
38.5% EBITDA Margin*

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

₹ 548 Crore
Collections

₹ 156 Crore
PBT
346% YoY increase
21.7% PBT Margin

₹ 124 Crore
PAT
218% YoY increase
16.3% PAT Margin

Elevation of Marathon Nexzone



Realization Per Sq.ft.

₹ 20,206 (Commercial)
₹ 9,250 (Residential)

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

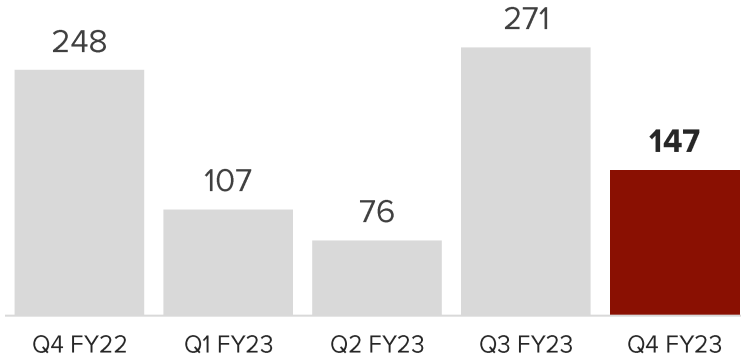
Sales & Collections (Consolidated) - FY23

PROJECT	PROJECT TYPE	LOCATION (MUMBAI)	AREA SOLD	BOOKING VALUE (REGISTERED)	REALIZATION	COLLECTIONS
			(Sq.ft.)	(₹ Cr)	(₹/Sq.ft.)	(₹ Cr)
MONTE SOUTH*	Residential	Byculla	45,656	101	22,174	112
MARATHON NEXZONE	Residential	Panvel	2,00,186	125	6,257	101
MARATHON NEOPARK	Residential	Bhandup	33,729	32	9,558	6
MARATHON NEOSQUARE	Residential	Bhandup	6,465	6	9,039	4
MARATHON FUTUREX	Commercial	Lower Parel	1,41,174	306	21,692	302
MARATHON MILLENNIUM	Commercial	Mulund	25,566	31	11,997	23
TOTAL			4,52,775	601		548

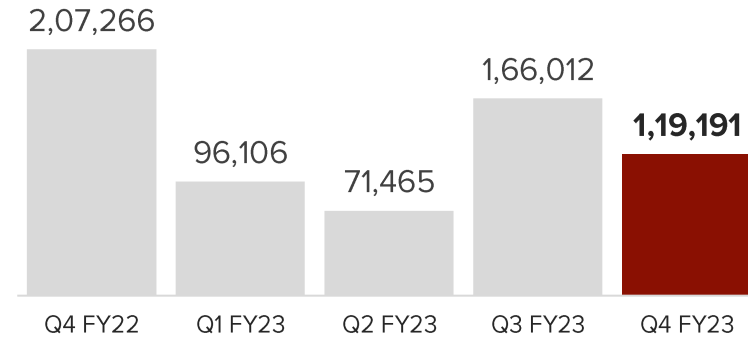
* Based on 40% share for Monte South project

Quarterly (Consolidated)

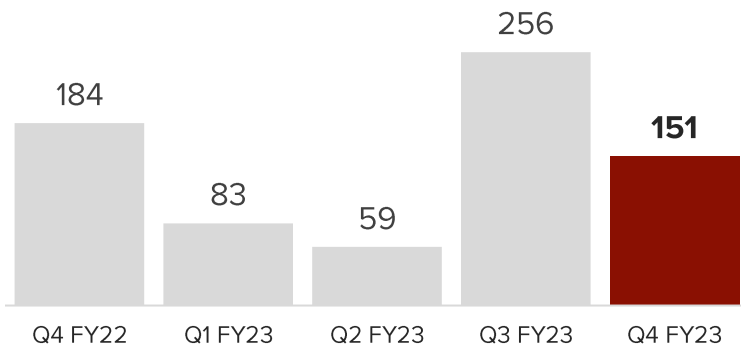
Booking Value (₹ IN CRORES)



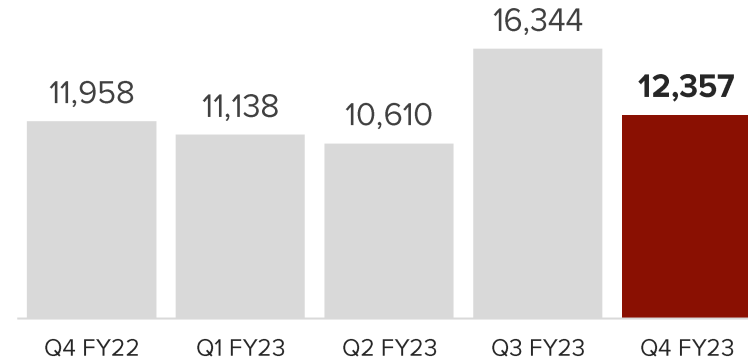
Area Sold (IN SQ. FT.)



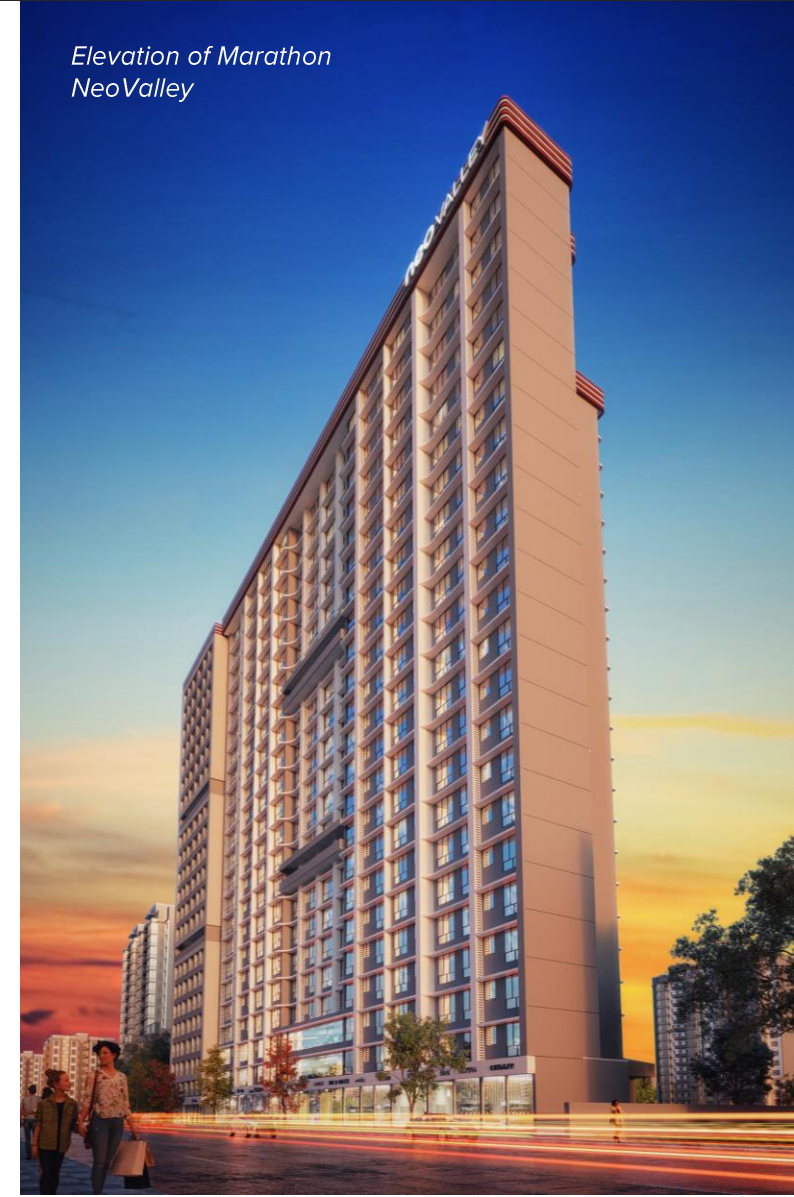
Collections (₹ IN CRORES)



Realization (IN ₹ PER SQ. FT.)



* Based on 40% share for Monte South project

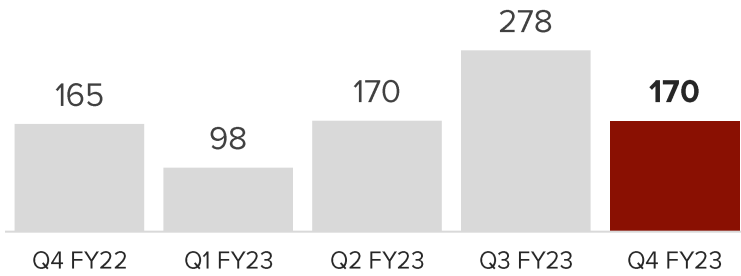


Elevation of Marathon NeoValley

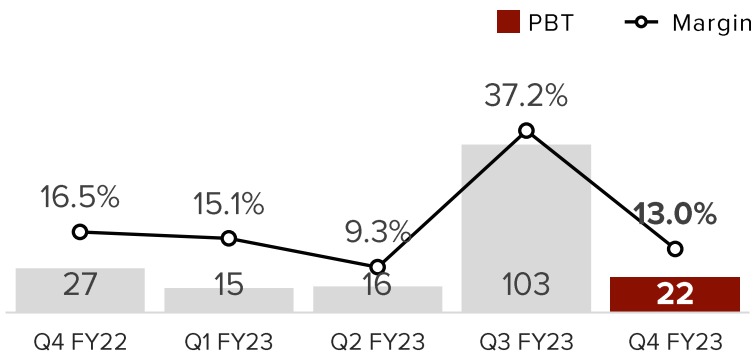
QUARTERLY HIGHLIGHTS

Quarterly (Consolidated)

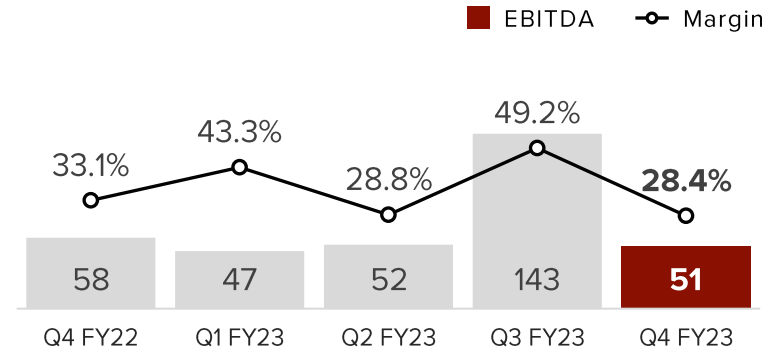
Revenue from Operations (₹ IN CRORES)



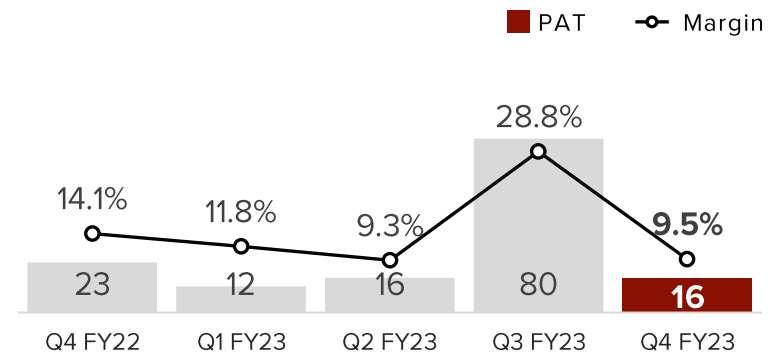
PBT (₹ IN CRORES)



EBITDA* (₹ IN CRORES)



PAT (₹ IN CRORES)



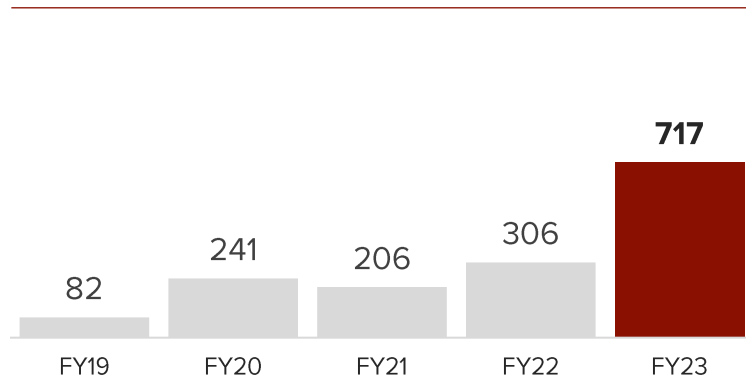
* EBITDA includes Share of Profit / (Loss) of Joint Ventures



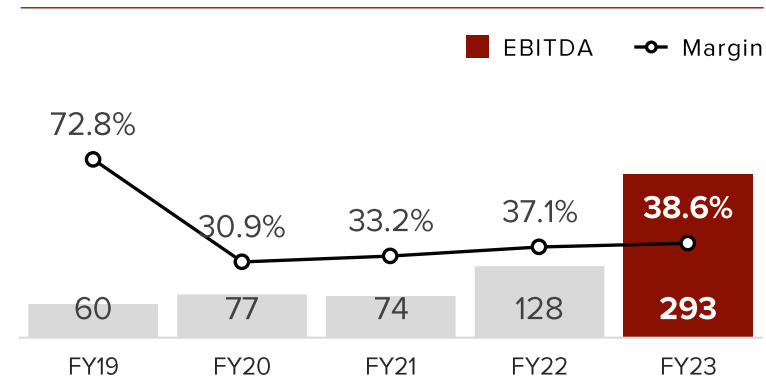
Elevation of Marathon Nexzone

Annual (Consolidated)

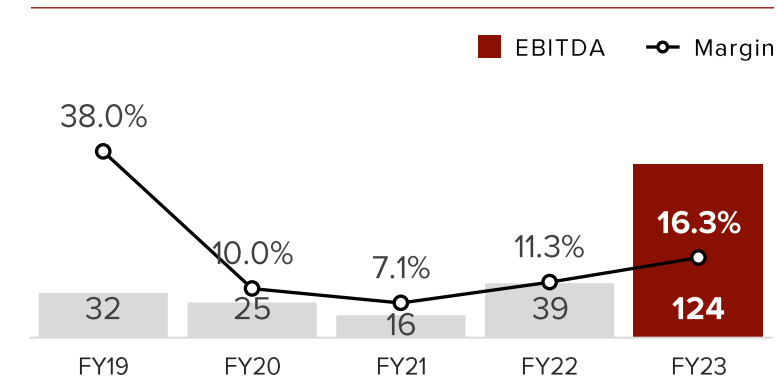
Revenue from Operations (₹ IN CRORES)



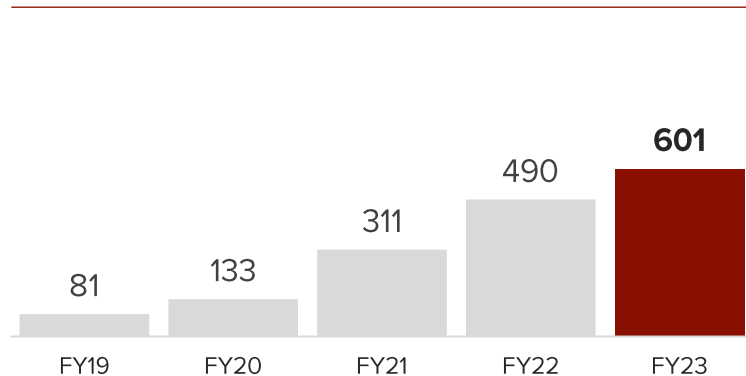
EBITDA* (₹ IN CRORES)



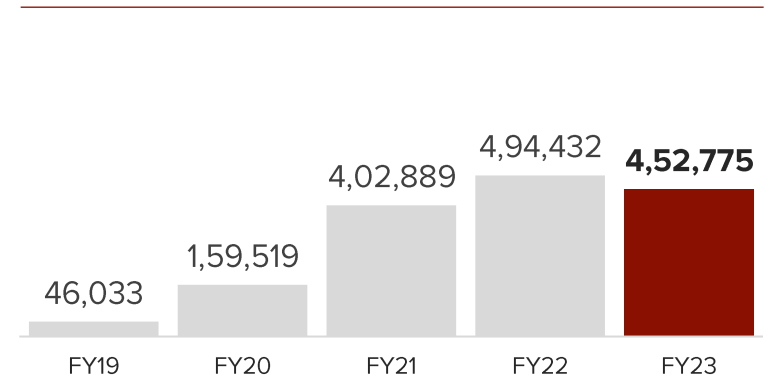
PAT (₹ IN CRORES)



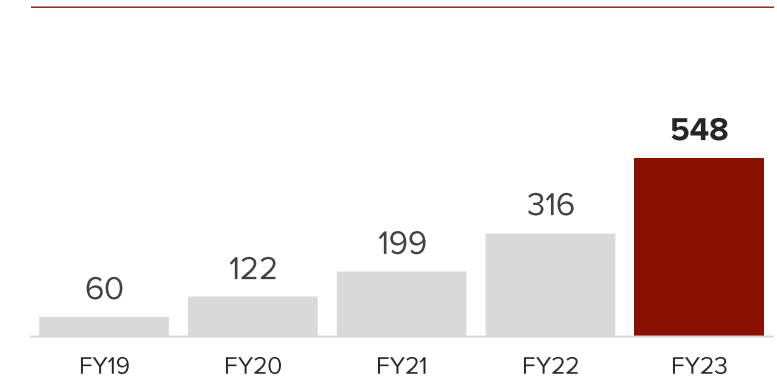
Booking Value (₹ IN CRORES)



Area Sold (IN SQ. FT.)



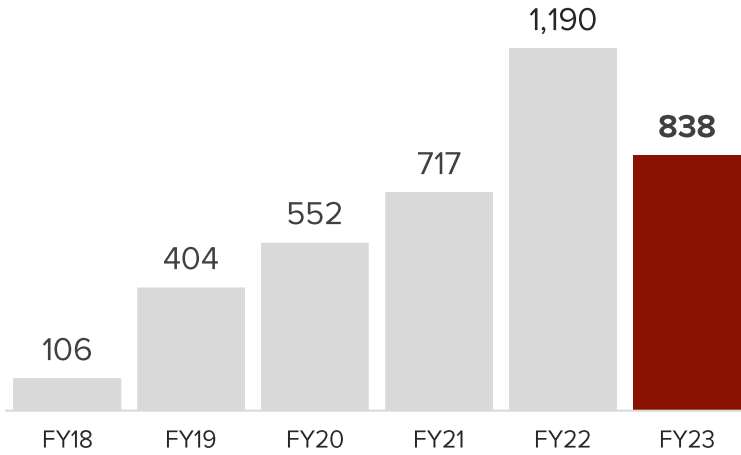
Collections (₹ IN CRORES)



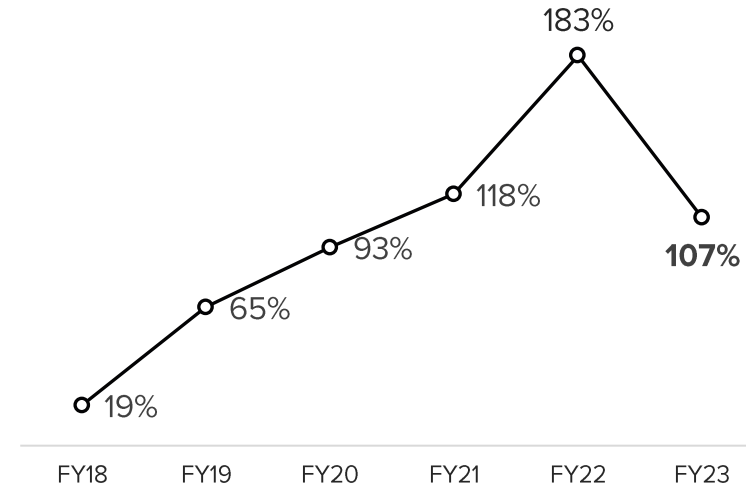
* EBITDA includes Share of Profit / (Loss) of Joint Ventures | Booking Value, Area Sold and Collections based on 40% share for Monte South project

Debt Profile

Net Debt (₹ IN CRORES)



Net Debt to Equity Ratio (IN %)



- Net debt reduced by ₹ 352 crores during FY23.
- 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)



Land Bank & Portfolio

Ongoing Projects	14
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Land Bank	18



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	87%	4,65,880	831	714	738	Dec-24
MONTE SOUTH (TOWER B)	Residential	Byculla	40%	6,26,500	30%	2,13,429	421	142	909	Dec-27
MONTE SOUTH (TOWER C) PT 1	Residential	Byculla	40%	1,73,332	15%	5144	10	16	370	Jun-26
MARATHON NEXZONE (PHASE 1)	Residential	Panvel	91%	28,57,700	93%	25,29,866	1,496	1,304	203	Dec-25
MARATHON NEXZONE (PHASE 2)	Residential	Panvel	91%	6,74,700	25%	3,93,224	239	128	172	Jun-27
MARATHON NEOSQUARE	Residential	Bhandup	100%	97,900	63%	48,595	44	18	44	Dec-23
MARATHON NEOPARK	Residential	Bhandup	100%	1,70,984	22%	84,507	82	15	82	Dec-25
MARATHON FUTUREX	Commercial	Lower Parel	100%	4,39,100	83%	2,24,646	480	483	493	Dec-23
MARATHON MILLENNIUM	Commercial	Mulund	100%	2,83,100	68%	41,424	51	41	290	Dec-25
Total				61,24,716		40,06,715	3,655	2,862	3,302	

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 39 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 35 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

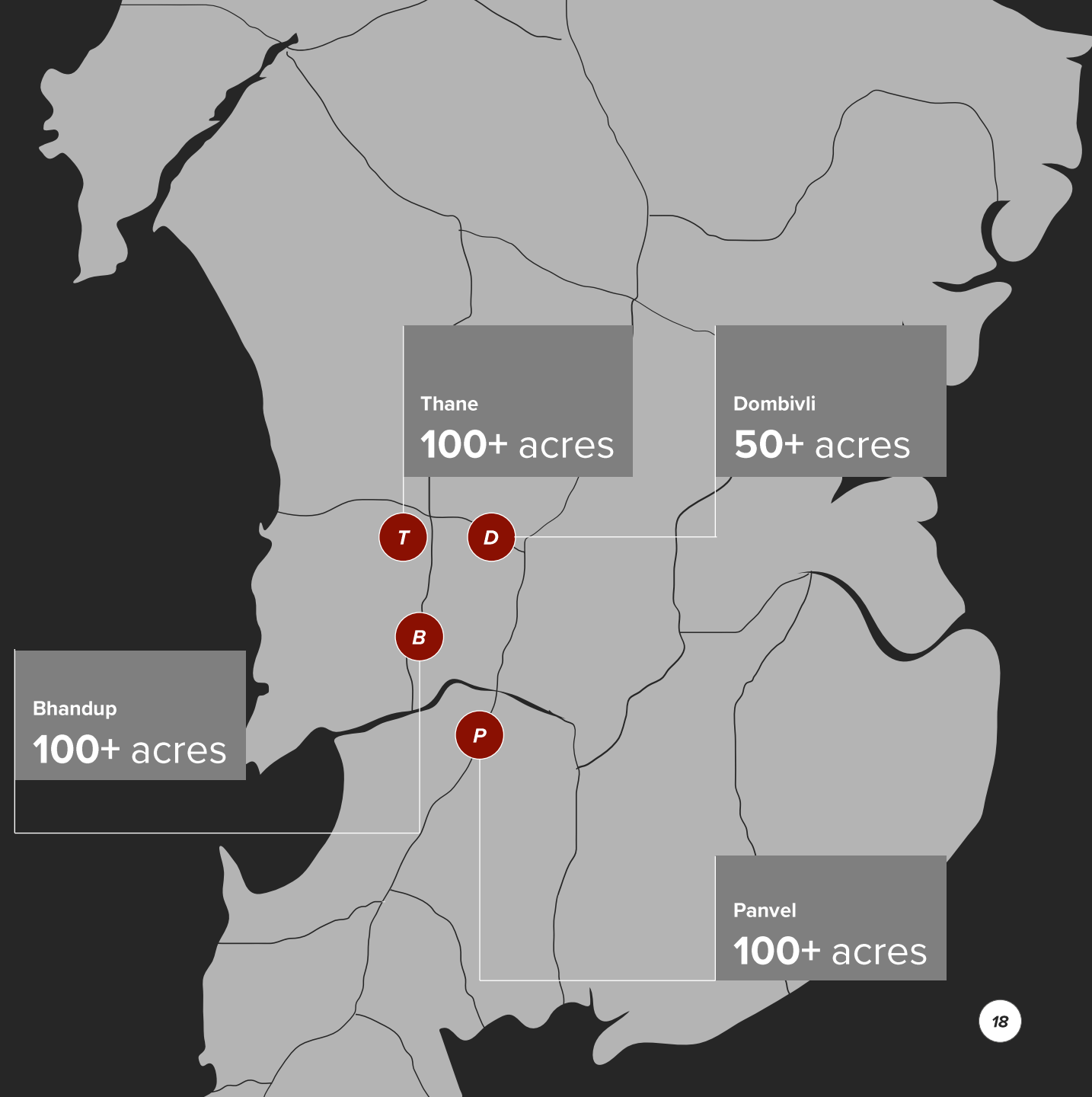
100+ acres

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

05

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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



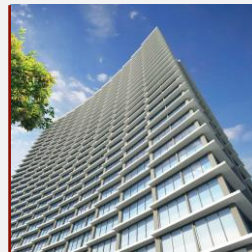
**Monte Carlo &
Monte Plaza**
Mulund West



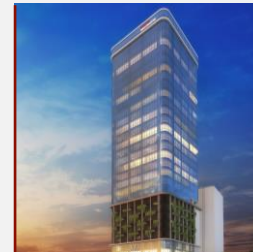
Monte South
Byculla West



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.

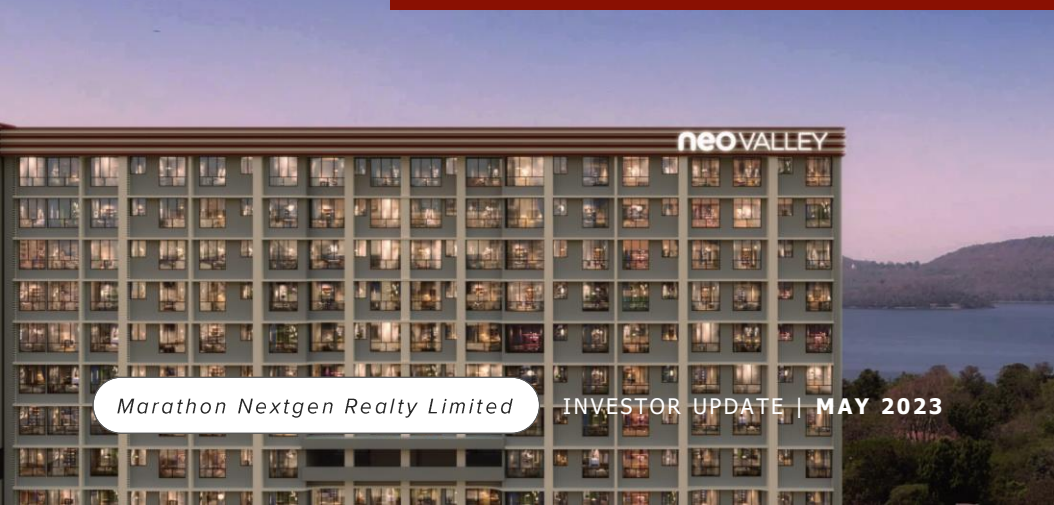
We are a design driven organisation, that excels at delivering the best construction quality and strongly believes in operating with the highest levels of transparency and integrity.

*Elevation of Marathon
NeoValley*

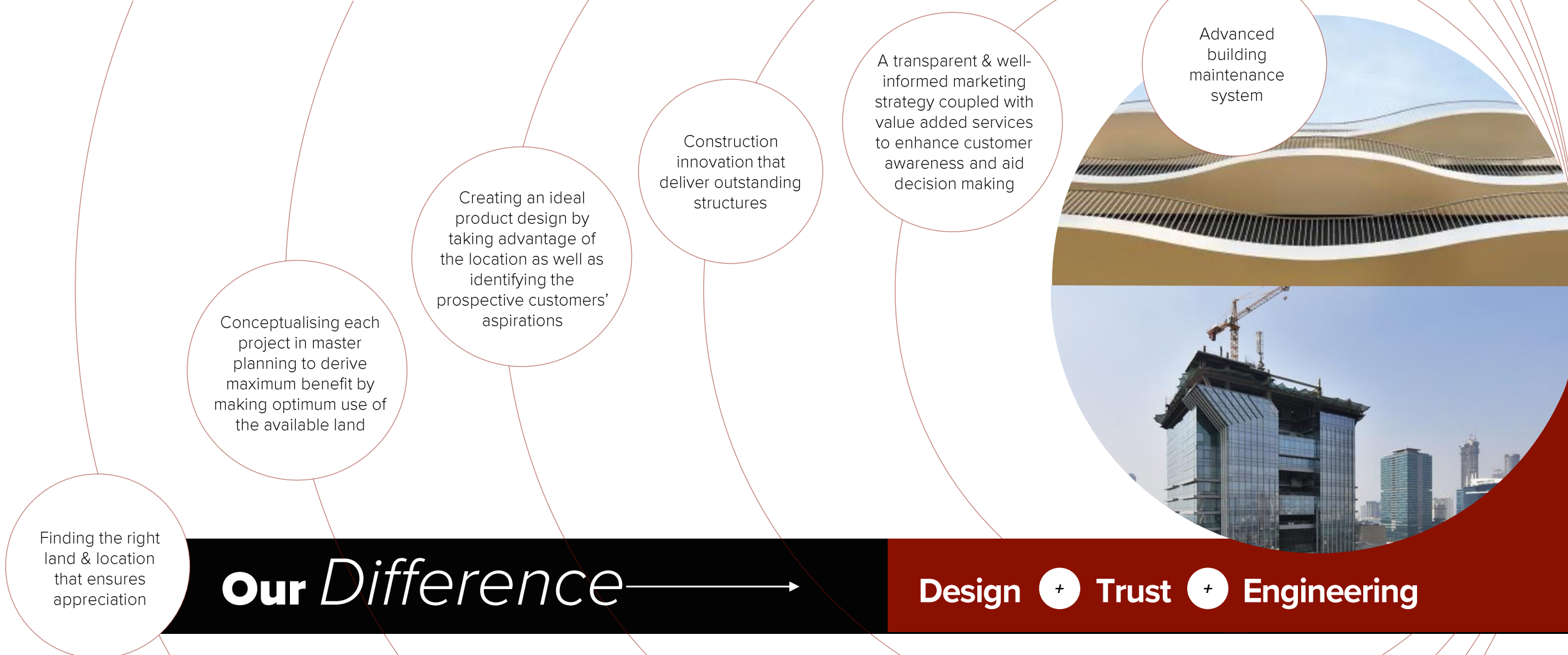


We are currently building several townships in the fastest growing neighborhoods, ultra luxury skyscrapers in the heart of the city, affordable housing projects, small offices and large business centers.

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

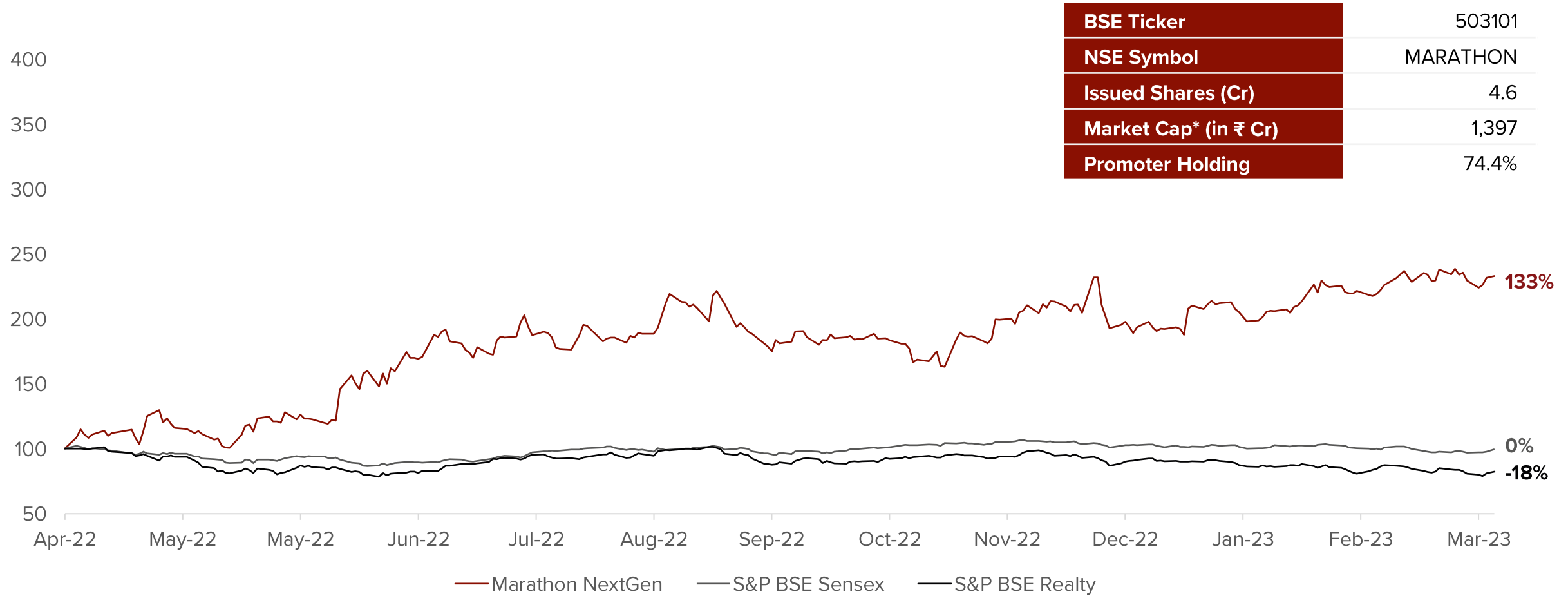
Financial Highlights (Consolidated)	30
Shareholding & Price movement	31



Financial Highlights (Consolidated)

Particulars (In ₹ Cr)	Q4 FY23	Q4 FY22	YoY	Q3 FY23	QoQ	FY23
Revenue from operations	170.45	165.35	3.1%	278.43	-38.8%	716.53
Other income	9.09	10.23	-11.1%	11.58	-21.5%	42.41
Total Income	179.55	175.58	2.3%	290.01	-38.1%	758.94
Property development expenses	84.82	70.87	19.7%	188.53	-55.0%	397.97
Changes in inventories	28.67	33.98	-15.6%	-53.78	-153.3%	29.18
Employee benefits expense	4.66	2.99	55.9%	3.14	48.4%	14.29
Finance costs	27.39	26.25	4.4%	33.65	-18.6%	122.53
Depreciation and Amortization	0.76	0.78	-2.6%	0.78	-2.6%	3.12
Other expenses	11.06	13.41	-17.5%	14.23	-22.3%	35.76
Total expenses	157.36	148.27	6.1%	186.54	-15.6%	602.85
PBT	22.19	27.31	-18.7%	103.46	-78.6%	156.10
Tax expense	-6.58	-7.74	-15.0%	-28.03	-76.5%	-43.29
Profit/(Loss) for the period (PAT)	15.6	19.57	-20.3%	75.43	-79.3%	112.81
Share of Profit/ (loss) of Joint Ventures	0.65	3.7	-82.4%	4.72	-86.2%	10.88
Net Profit/(loss) for the period	16.25	23.27	-30.2%	80.15	-79.7%	123.69

Shareholding & Price movement



BSE Ticker	503101
NSE Symbol	MARATHON
Issued Shares (Cr)	4.6
Market Cap* (in ₹ Cr)	1,397
Promoter Holding	74.4%

*As on 24th May 2023

Marathon *Futurex* (1/2)

Flexible and efficient office layouts

Marathon Futurex is an iconic, award-winning, commercial high-rise structure, in the heart of the business district of Lower Parel. Look no further – Futurex is THE address for your business.

Ready offices

For lease starting
5000 sq.ft to 2,00,000
sq.ft

A minute's walk

From Lower Parel, Curry Road
stations, and Lower Parel monorail
station

38 storeys

OC received till
35th floor

65,000 sq.ft.

Large floor plates
on a single floor

~10 lakh sq.ft.

Of operational business
spaces with over 7000
employees



Marathon *Futurex* (2/2)



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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Nextgen Realty Limited

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 **MARATHON**

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- Ms. Jeevika Hemani
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- Mr. Sumedh Desai
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