MARATHON

Regd. Address : Marathon Futurex, Mafatlal Mills Compound, N. M. Joshi Marg, Lower Parel (W), Mumbai - 400 013.

Date: November 4, 2026

To,

BSE Limited,	NSE Limited,
Listing Department,	Listing Department,
P.J. Towers, Dalal Street,	Exchange Plaza, Plot No. C/1, G Block,
Mumbai – 400001.	BKC, Bandra (East), Mumbai – 400051.
Scrip Code: 503101	**Symbol: MARATHON**

Sub: Investor Presentation – Second Quarter and half year ended September 30, 2026.

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations 2015, we are enclosing herewith a copy of Investor presentation covering the Unaudited Financial Results (Standalone and Consolidated) of the Company for the second quarter and half year ended September 30, 2026, along with updates on the Company's business and recent developments.

The copy of Investor Presentation shall be uploaded on the Company's website viz; https://marathon.in/nextgen/.

This is for your information and record.

Thanking you,
For Marathon Nextgen Realty Limited,

YOGESH ASHOK PATOLE
Digitally signed by YOGESH ASHOK PATOLE
Date: 2026.11.04 16:45:48 +05'30'

Yogesh Patole
Company Secretary and Compliance Officer
Membership No.: A48777

Encl: as above

MARATHON

Built on Strength.
Growing with Intent

Investor Presentation

Q2 & H1 FY27

Marathon Nextgen Realty Limited

NSE: MARATHON | BSE: 503101



Actual Image of Nexzone, Panvel

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MARATHON

01

Q2 & H1 FY27 Business & Financial Highlights



Rendered image of Monte South, Byculla

Management Commentary



Mr. Chetan R. Shah

Chairman

Marathon Nextgen Realty Limited

Commenting on the results and performance for Q2 & H1 FY27, Mr. Chetan R. Shah, Chairman of Marathon Nextgen Realty Limited, said:

Q2 FY27 was a quarter of healthy growth for Marathon NextGen. We reported total income of ₹145 crore, EBITDA of ₹61 crore and profit after tax of ₹45 crore. Pre-sales stood at ₹154 crore, led by our residential business with good support from commercial, and collections were ₹127 crore.

Our residential business delivered strong momentum, with pre-sales growing 70% quarter-on-quarter. Our affordable and mid-income portfolio led this growth with a 155% increase, while Monte South, our premium development in Byculla, grew 16%. This performance shows that demand is broad-based across price segments, and it reflects the strength of our presence in key Mumbai micro-markets.

In commercial, demand for quality Grade-A office space in Mumbai remains strong, and Marathon Futurex in Lower Parel continues to benefit. A leading financial services group recently expanded its presence in the building by about 45,000 sq. ft., a clear sign of occupier confidence in the asset. Together with Marathon Millennium in Mulund, our commercial portfolio brings stability and diversification to our business.

Construction across Monte South, Nexzone, NeoHomes and Marathon Millennium is progressing as planned. At the same time, we continue to build our future pipeline. We have added two redevelopment projects in Versova and Sewri, with a combined estimated GDV of ₹900 crore, in line with our selective approach to well-connected Mumbai micro-markets. The proposed amalgamation, subject to requisite approvals, is expected to further expand our pipeline and strengthen our presence across MMR.

With a net debt-free balance sheet, a diversified portfolio and a proven execution track record, we are well positioned for the next phase of growth. Our focus remains on timely delivery, disciplined capital allocation and unlocking value from our land bank to create sustainable long-term value for our shareholders.

Our Signature Developments



Monte South, Byculla



Nexzone, Panvel



Futurex, Lower Parel



Millennium, Mulund

Key Highlights – Q2FY27

MARATHON

Operational Highlights (₹ Cr)

Pre-Sales	154
Area Sold (000 Sq.Ft.)	71
Collections	127

Financial Highlights (₹ Cr)

Total Income	145
EBITDA	61
Profit After Tax (PAT)	45

**Based on 40% share for Monte South project / MNRL Pre-merger Metrics*

Key Highlights – H1FY27

MARATHON

Operational Highlights (₹ Cr)

Pre-Sales	240
Area Sold (000 Sq.Ft.)	109
Collections	244

Financial Highlights (₹ Cr)

Total Income	362
EBITDA	127
Profit After Tax (PAT)	98

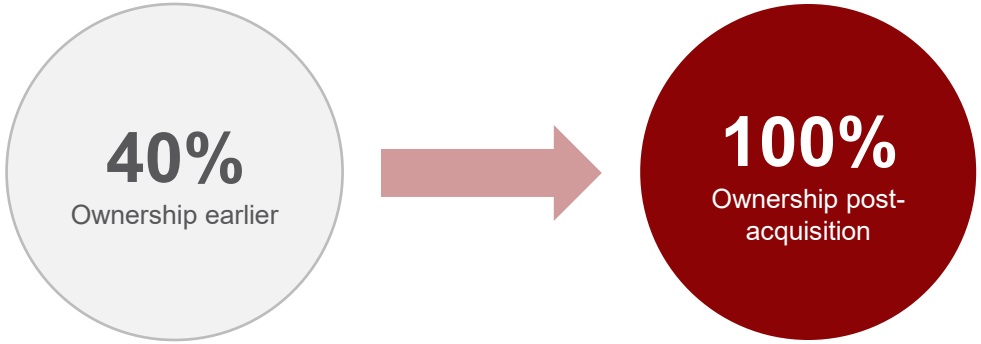
**Based on 40% share for Monte South project / MNRL Pre-merger Metrics*

Key Business Development

Marathon to Acquire Full Ownership of Monte South Project

Byculla, Mumbai

To acquire the 60% stake held by Adani Realty for a consideration of ₹335 Crore



Project Value & Opportunity

Total GDV

~ ₹9,400 Cr

Sales of ₹2,781 Cr already recorded

Estimated Unsold GDV

~₹6,500 Cr

Company's share of unsold GDV to increase

~2.5x

From ~₹2,600 Cr to ~₹6,500 Cr

Deal Consideration & Funding

₹335 Cr total consideration



Funded via **QIP proceeds** and a **bank guarantee**

Strategic Impact

- Consolidates ownership in a luxury residential & commercial development in Mumbai
- Strengthens position in a high-growth South Mumbai micro-market

Business Highlights – H1FY27

MARATHON

1 Versova, Mumbai

Premium Society Redevelopment Project

Estimated GDV
₹450+ Cr

Land Parcel
1.5 Acres

Low-density residential
Redevelopment with higher open & landscaped spaces

High-demand residential neighbourhood
With superior connectivity, social infrastructure and long-term value appreciation

2 Sewri, Mumbai

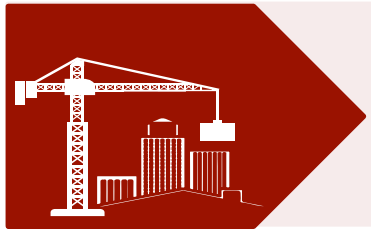
Cluster Redevelopment Project

Estimated GDV
₹450+ Cr

Land Parcel
~7,500 Sq. Mts.

High-rise residential tower
With high-street retail

Strategically connected South Mumbai micro-market
With enhanced connectivity & long-term growth potential



Execution Excellence: Achieved Full Occupancy Certificates for **Cedar & Daffodil towers at Marathon Nexzone**, enabling customer handovers and collections, while steady construction progress across key projects supports upcoming delivery milestones and cash generation.

Result Highlights (1/2)

MARATHON

Operational Highlights

Metric	Q2 FY27		H1 FY27	
	Existing Portfolio	Merged Portfolio	Existing Portfolio	Merged Portfolio
Area Sold (000 Sq.Ft.)	71	94	109	140
Booking Value (₹ Cr)	154	251	240	359
Collections (₹ Cr)	127	202	244	348
Realisation ₹ per sq. ft. (Commercial)	44,781	48,614	39,928	47,244
Realisation ₹ per sq. ft. (Residential)	20,480	19,913	21,181	20,301

**Based on 40% share for Monte South project*

Result Highlights (2/2)

MARATHON

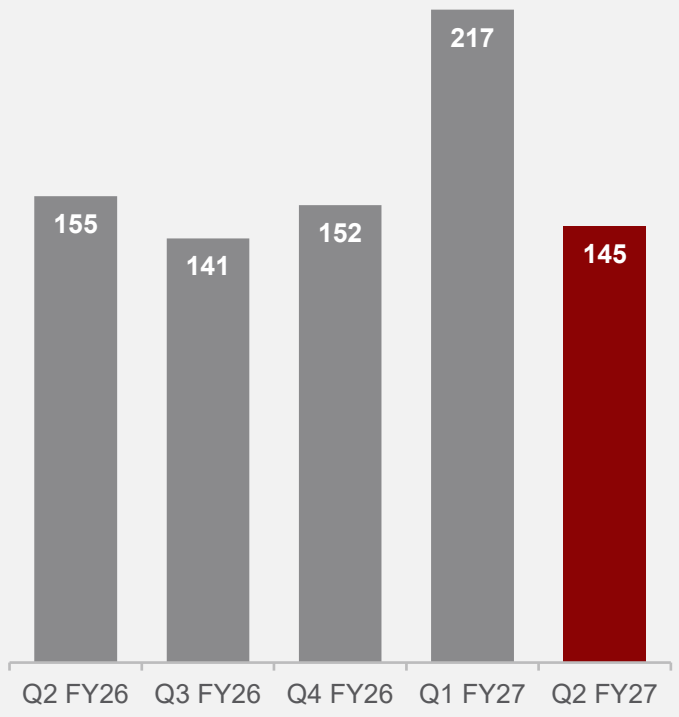
Financial Highlights

Metric (₹ Cr)	Q2 FY27	H1 FY27
Total Income	145	362
EBITDA	61	127
Profit After Tax (PAT)	45	98

Quarterly Consolidated Performance – Financial

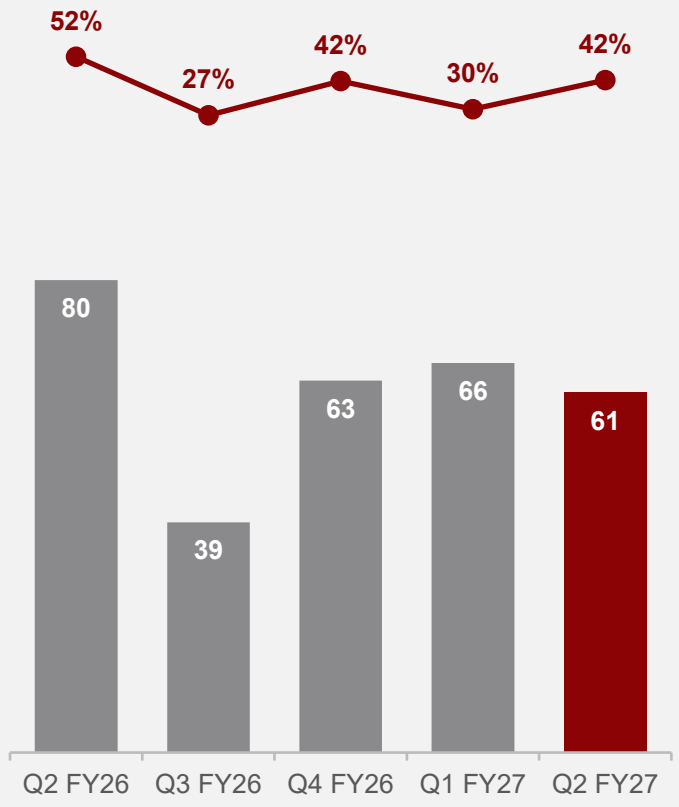
Total Income

₹ Cr



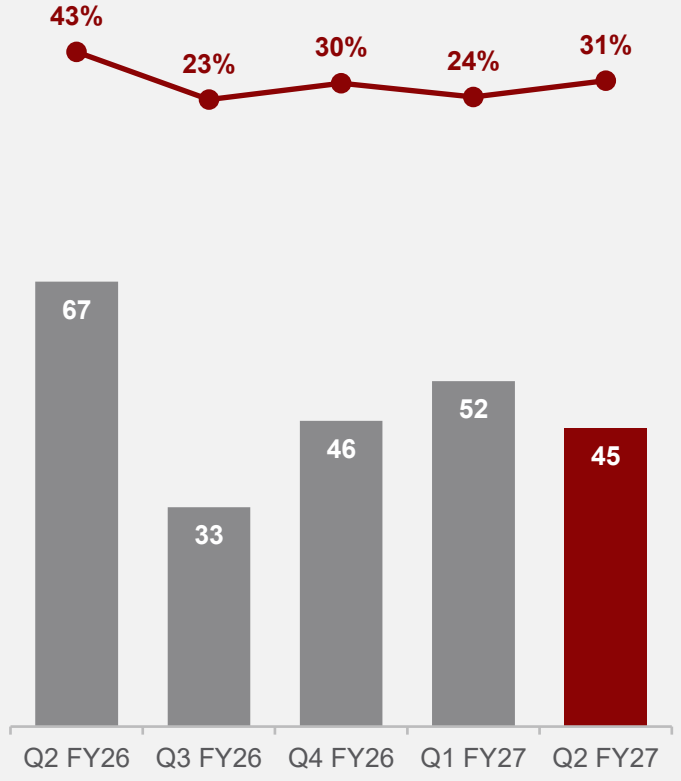
EBITDA

₹ Cr | Margin (%)



Profit After Tax (PAT)

₹ Cr | Margin (%)

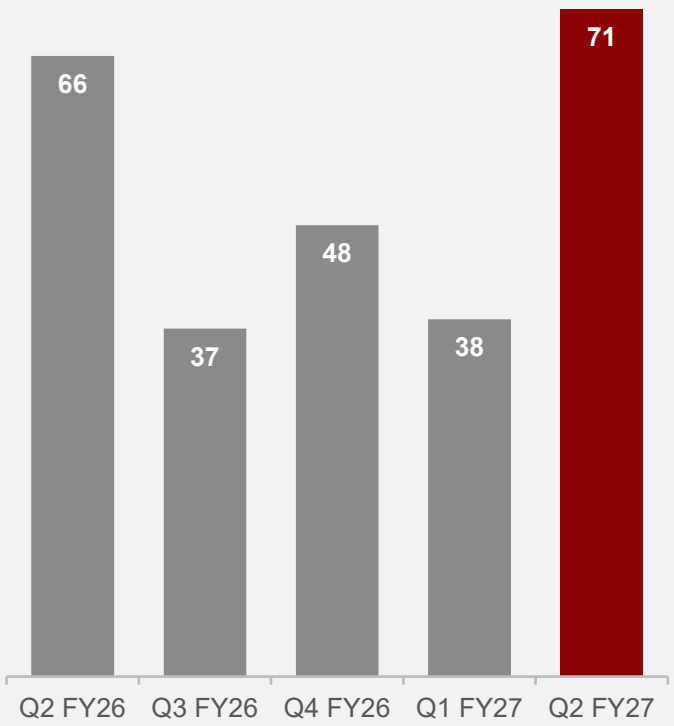


Previous quarters Q2 FY27 Margin (%)

Quarterly Consolidated Performance – Operational

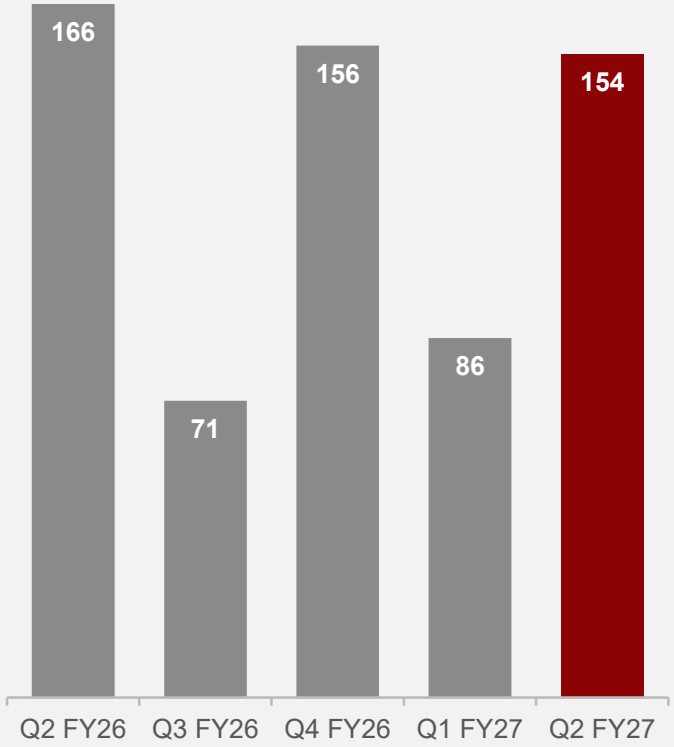
Area Sold (Carpet Area)*

In ’000 sq. ft.



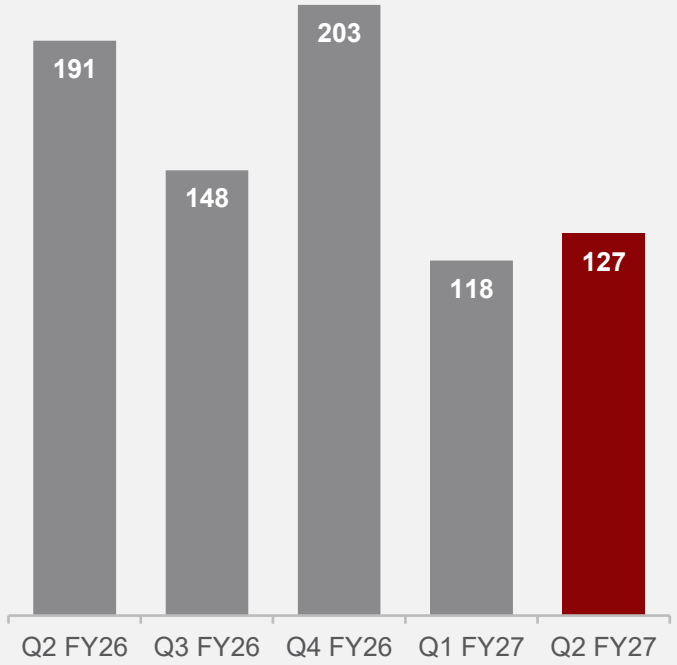
Booking Value*

₹ Cr



Collections*

₹ Cr



Previous quarters Q2 FY27

**Based on 40% share for Monte South project / MNRL Pre-merger Metrics*

Projects' Quarterly Synopsis – Q2FY27

Project	MNRL Ownership	Segment	Area Sold (000 Sq.Ft.)	Booking Value (₹ Cr)	Realisation (₹)	Collection (₹ Cr)
Monte South (R)*	40%	Residential	16	58	36,912	57
Nexzone	91%	Township	28	39	13,861	17
NeoPark / NeoSquare	100%	Residential	5	9	17,773	8
NeoValley	90%	Residential	18	32	17,304	22
Millennium	100%	Commercial	1	2	24,271	1
Projects in Kanjurmarg	34%	Residential (Redevelopment)	-	-	-	-
Futurex	100%	Commercial	3	14	50,000	21
Futurex 2	100%	Commercial	19	93	49,324	70
Nextown	59%	Township	4	3	9,135	6
Total			**94**	**251**		**202**

**Based on 40% share for Monte South Project*

Post-merger projects

Projects' Half-Yearly Synopsis – H1FY27

MARATHON

Project	MNRL Ownership	Segment	Area Sold (000 Sq.Ft.)	Booking Value (₹ Cr)	Realisation (₹)	Collection (₹ Cr)
Monte South (R)*	40%	Residential	30	108	36,179	114
Nexzone	91%	Township	42	56	13,321	59
NeoPark / NeoSquare	100%	Residential	13	23	17,710	17
NeoValley	90%	Residential	19	33	17,296	31
Millennium	100%	Commercial	2	5	24,272	2
Projects in Kanjurmarg	34%	Residential (Redevelopment)	-	-	-	-
Futurex	100%	Commercial	3	15	50,587	21
Futurex 2	100%	Commercial	23	111	48,878	95
Nextown	59%	Township	8	8	9,238	9
Total			**140**	**359**		**348**

**Based on 40% share for Monte South Project*

Post-merger projects

Total Project Synopsis*

MARATHON

Project	Location	Segment	Ownership	Total GDV (₹ Cr)	Sold GDV (₹ Cr)	Unsold GDV (₹ Cr)	MNRL Share of Unsold GDV (₹ Cr)
Monte South (R)	Byculla	Residential	40%	6,003	2,927	3,076	1,230
Monte South (C)	Byculla	Commercial	40%	3,400	-	3,400	1,360
Nexzone	Panvel	Township	91%	2,794	2,126	668	668
NeoPark / NeoSquare	Bhandup	Residential	100%	1,039	227	812	812
NeoValley	Bhandup	Residential	90%	2,436	316	2,120	2,120
Futurex	Lower Parel	Commercial	100%	1,182	1,133	49	49
Millennium	Mulund	Commercial	100%	398	291	107	107
Projects in Kanjurmarg	Kanjurmarg	Residential (Redevelopment)	34%	840	-	840	286
Versova Project	Versova	Residential (Redevelopment)	100%	450	-	450	450
Sewri Project	Sewri	Residential (Redevelopment)	100%	450	-	450	450
Futurex 2	Lower Parel	Commercial	100%	1,059	543	516	516
Nextown	Dombivli	Township	59%	900	43	857	506
Total				**20,751**	**7,606**	**13,445**	**8,554**

Post-merger projects

** Covers OC-ready projects, ongoing projects and upcoming developments.*

Ongoing Project Synopsis*

Project	MNRL Ownership	Segment	Location	Total Carpet Area (sq. ft.)	Total GDV (₹ Cr)	% of Project Completed	Area Sold (sq.ft.)	Sold Value of Units / Area Sold (₹ Cr)	Receivables (₹ Cr)	Est. Revenue from Unsold Area (₹ Cr)	Cost to Complete (₹ Cr)	Surplus (₹ Cr)	Surplus (MNRL's share)
Monte South (R)	40%	Residential	Byculla	7,33,222	2,508	60%	4,52,047	1,515	184	993	844	334	134
Nexzone	91%	Township	Panvel	9,23,640	1,054	53%	4,13,823	436	43	618	386	276	276
NeoPark / NeoSquare	100%	Residential	Bhandup	1,68,053	276	96%	1,40,277	227	47	49	10	86	86
NeoValley	90%	Residential	Bhandup	2,47,828	407	68%	1,94,050	316	123	91	113	102	102
Millennium	100%	Commercial	Mulund	1,79,440	397	95%	1,35,503	291	24	107	16	114	114
Total				**22,52,183**	**4,642**		**13,35,700**	**2,784**	**421**	**1,858**	**1,369**	**911**	**712**
OC Ready Inventory										382	-	382	212

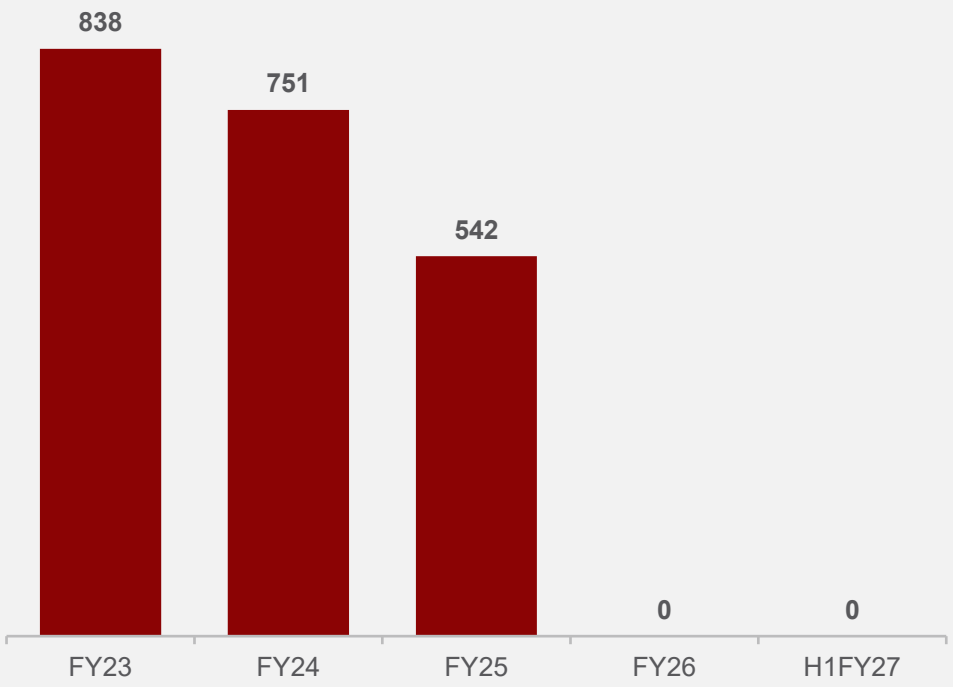
**Based on 40% share for Monte South project / MNRL Pre-merger Metrics*

Debt Profile

Our debt profile reflects a conservative financial approach with a strong focus on maintaining low leverage, optimising cost of capital, and ensuring ample liquidity for future growth.

Debt

₹ Cr

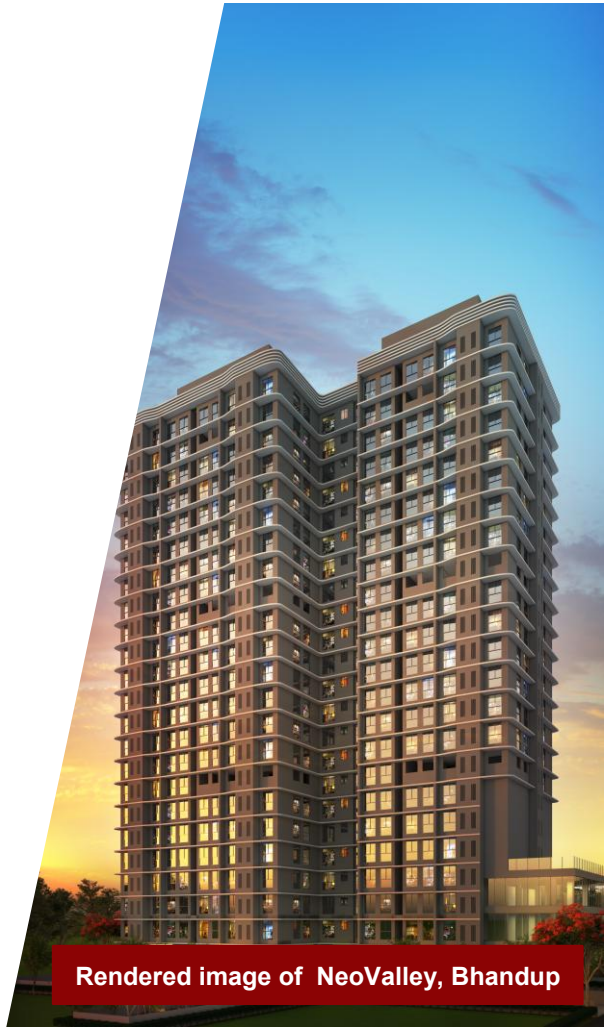


₹900 Cr QIP

Completed in June 2025, with ₹340 Cr earmarked for debt reduction

Net cash position

Achieved post-QIP, significantly strengthening the balance sheet


Rendered image of NeoValley, Bhandup

Upcoming Projects (1/2) – Monte South, Byculla

Monte South
Byculla

Monte South Commercial
Announced the Launch

Total Area
7.5 lakh sq. ft.

Gross Development Value
₹3,400 Cr

- Set to benefit from growing demand for premium commercial spaces in South Mumbai
- Designed with efficient layouts, modern architecture and a sustainability focus — building on the success of Marathon Futurex, Lower Parel
- Prime central location ensures strong visibility and connectivity across Mumbai's key commercial corridors

Monte South Residential Tower D
Future Launch

Total Area
4 lakh sq. ft.

Gross Development Value
₹1,800 Cr

- Strong demand continues – 9.1 lakh sq. ft. (~₹2,927 Cr) sold to date
- Among the top 5 projects in Byculla market by marketable supply
- Occupation Certificate received for Tower A
- Part OC obtained for Tower B with RCC completed
- RCC work for Tower C completed up to the 14th floor



Rendered image of Monte South, Byculla

Upcoming Projects (2/2) – Marathon Neo Series, Bhandup

MARATHON neoHOMES Bhandup (W)

Marathon Neo Series
Future Launch

Total Area
15.82 lakh sq. ft.

Gross Development Value
₹2,792 Cr

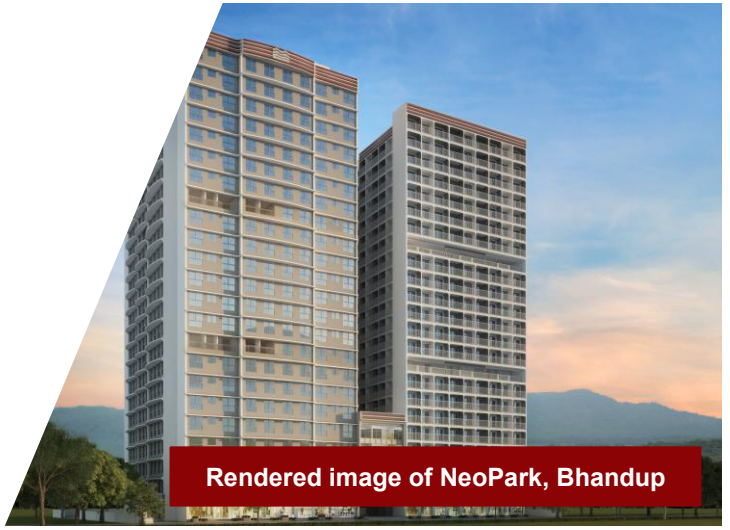
Supported by robust social infrastructure – education, healthcare, retail & commercial growth driving end-user demand

Strong execution track record: 700+ NeoHomes delivered; NeoSquare OC received

Strategic location: Bhandup emerging as a key residential hub with strong connectivity via the Goregaon–Mulund Link Road and upcoming Shangrila Metro Station

Construction Status

NeoSquare	OC received
NeoValley Kaveri	Building B terrace slab completed; Building A RCC slab work from the 1st to 22nd floors & terrace slab work completed
NeoValley Narmada	Building B Foundation & Excavation work 100% completed & plinth 100 % completed; Building C Foundation work completed , plinth work in progress
NeoPark	Buildings A & B RCC up to 22nd floor; Building C RCC up to 20th floor


Rendered image of NeoPark, Bhandup



Rendered image of NeoValley Narmada, Bhandup

MARATHON

02

Company Overview



Actual Image of Futurex, Lower Parel

Who We Are

1978
Established

55+
Years of experience

100+
Projects delivered

10,000+
Families housed

15,000+
Homes in the pipeline

4 Mn sq. ft.
Land under development



Our Portfolio

- Commercial
- Luxury Residential
- Townships
- Affordable Housing
- Retail

Projects Ongoing At

- Panvel
- Byculla
- Lower Parel
- Bhandup
- Mulund
- Dombivli

MARATHON

Our Projects

Presence across the Mumbai Metropolitan Region

- Townships
- Luxury Residential
- Commercial Properties
- Affordable Housing



Map not to scale; for representation only

Major Acquisitions & Milestones

2002
- Genesis of Marathon Nextgen Realty Ltd
- Acquired Piramal Spinning & Weaving Mills Ltd (holding 8 acres of land) through the BIFR*

2007
- Acquired 12.2 acres of Khatau Mills, Byculla
- Rebranded the company as Marathon Nextgen Realty Limited

2015
- Bought JV stake in Futurex development

2017
- Acquired 5.85 acres of land in Bhandup

2019
- Acquired Sanvo Resorts Pvt Ltd; added 25 acres in Panvel
- Acquired Terrapolis Assets Pvt Ltd; added 1 acre in Mulund

2023
- Acquired Nexzone Fiscal Services Ltd; added 14 acres in Bhandup

2025
- Board approved Amalgamation & Arrangement of promoter and promoter group entities into MNRL (listed company)
- Raised ₹900 Cr through QIP

2026
- Acquired controlling stake in 3 real estate entities; added GDV potential of ~₹840 Cr
- Acquired 90% stake in Sunset Spaces Pvt Ltd to strengthen redevelopment pipeline
- Agreed to acquire Adani Realty's 60% stake in Monte South

**BIFR – Board for Industrial and Financial Reconstruction*

MARATHON

03

Growth Drivers



Rendered image of NeoPark, Bhandup

Levers of Growth

MARATHON

Qualified Institutional Placement

01

Amalgamation & Arrangement

02

Diversified Portfolio for Risk Mitigation

03

Strategically Positioned Land Banks & Dominance in Key Micro Markets

04

Excellent In-house Capabilities

05

Unlocking Long-Term Value

MARATHON

Qualified Institutional Placement (QIP)

₹900 Cr
raised through QIP

Demonstrating robust market confidence in our strategic direction and execution capabilities

Amalgamation & Arrangement

418 acres
of land held by the merging entity

Strategic board-approved amalgamation and arrangement designed to streamline the corporate structure and unlock future growth potential

Strategic Fund Allocation

Debt reduction
To strengthen balance sheet resilience

Project acceleration
Across key development sites

Growth pipeline
Building a robust pipeline for sustained expansion

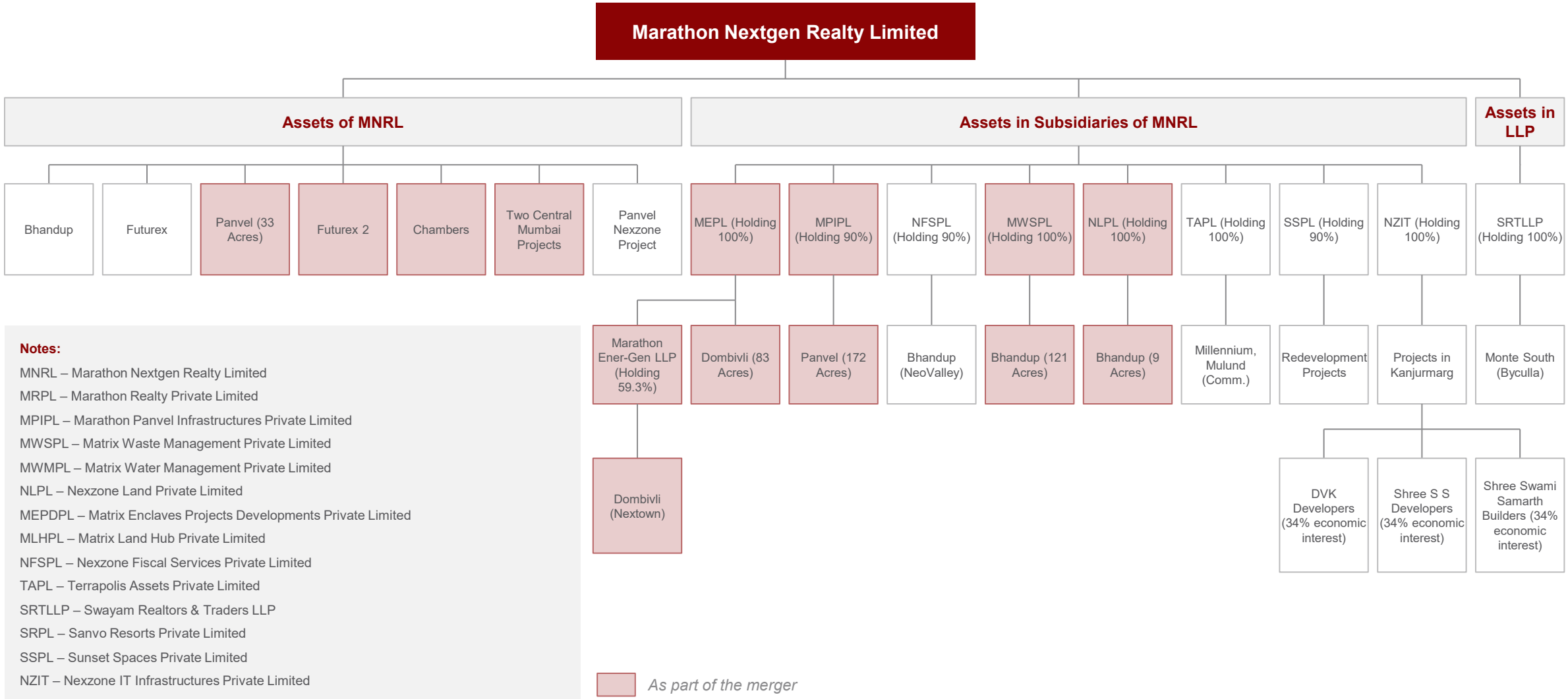
Strategic Benefits

Value Unlocking
The merging entity has 418 acres of land and a few live projects with a developable area potential of 4.2 Cr sq. ft.

Stronger Creditworthiness
Opportunity for a stronger credit profile and lower debt costs, enhancing financial flexibility and borrowing efficiency

Operational Streamlining
Consolidate and optimise group real estate assets to create a focused and efficient corporate structure

Amalgamation & Arrangement – Proposed Structure



Notes:

MNRL – Marathon Nextgen Realty Limited
MRPL – Marathon Realty Private Limited
MPIPL – Marathon Panvel Infrastructures Private Limited
MWSPL – Matrix Waste Management Private Limited
MWMPL – Matrix Water Management Private Limited
NLPL – Nexzone Land Private Limited
MEPDPL – Matrix Enclaves Projects Developments Private Limited
MLHPL – Matrix Land Hub Private Limited
NFSPL – Nexzone Fiscal Services Private Limited
TAPL – Terrapolis Assets Private Limited
SRTLLP – Swayam Realtors & Traders LLP
SRPL – Sanvo Resorts Private Limited
SSPL – Sunset Spaces Private Limited
NZIT – Nexzone IT Infrastructures Private Limited

As part of the merger

Amalgamation & Arrangement – Pre & Post Merger Portfolio

MARATHON

PRE-MERGER PORTFOLIO

Project	Portfolio	Location	Ownership	Unsold Area (sq. ft.)	MNRL Share of Unsold Area (sq. ft.)
Monte South (Residential)	Existing	Byculla	40%	7,53,725	3,01,490
Monte South (Commercial)	Existing	Byculla	40%	7,50,000	3,00,000
Nexzone	Existing	Panvel	91%	5,55,637	5,55,637
NeoPark / NeoSquare (Residential)	Existing	Bhandup	100%	4,59,724	4,59,724
NeoValley (Residential)	Existing	Bhandup	90%	11,84,747	11,84,747
Millennium (Commercial)	Existing	Mulund	100%	43,937	43,937
Futurex (Commercial)	Existing	Lower Parel	100%	10,601	10,601
Projects in Kanjurmarg	Acquired	Kanjurmarg	34%	5,94,000	2,01,960
Versova Project	New Project	Versova	100%	1,06,970	1,06,970
Sewri Project	New Project	Sewri	100%	1,15,270	1,15,270
Total				**45,74,611**	**32,80,336**

Area figures in sq. ft.; 1 Lakh = 1,00,000 and 1 Cr = 1,00,00,000. Totals subject to rounding.

POST-MERGER PORTFOLIO ADDITIONS

Project	Location	Ownership	Land to be Developed (acres)	Developable / Unsold Area
Dombivli Land	Dombivli	100%	83	~1.0 Cr sq. ft.
Panvel Land	Panvel	90–100%	205	1.26 Cr sq. ft.
Bhandup Land	Bhandup	100%	130	1.75 Cr sq. ft.
Futurex 2	Lower Parel	100%	–	2.33 Lakh sq. ft.
Chambers	Lower Parel	100%	–	0.54 Lakh sq. ft.
2 Central Mumbai Projects	Lower Parel	100%	–	5.33 Lakh sq. ft.
Nextown	Dombivli	59%	–	~10 Lakh sq. ft.
Total			**418**	**4.20 Cr sq. ft.**

418 acres
Land added for development

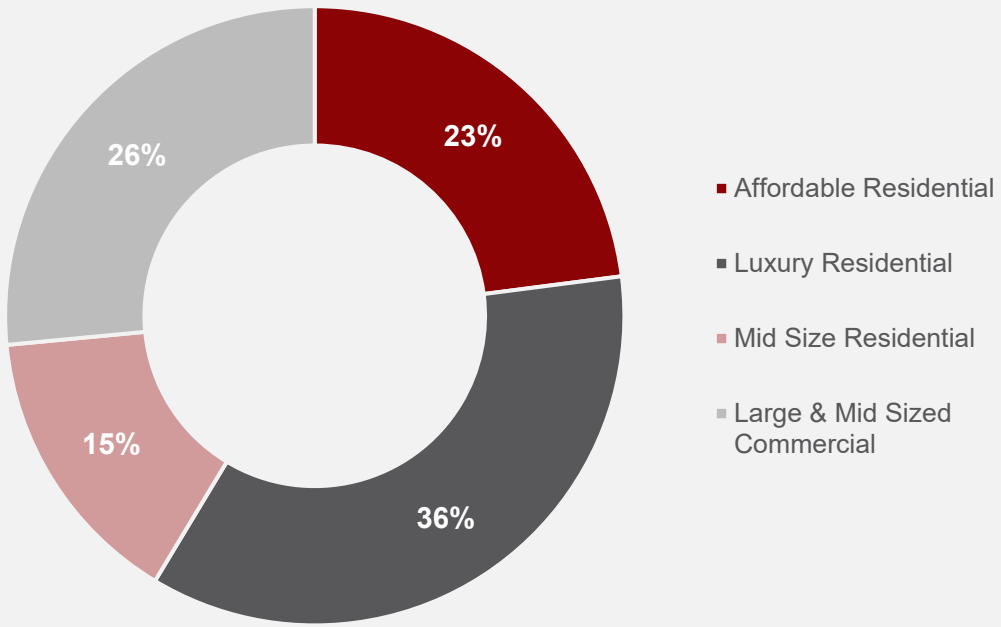
4.20 Cr sq. ft.
Developable / unsold area added

Diversified Portfolio for Risk Mitigation

MARATHON

Portfolio Mix

Basis: GDV



Diverse Product Mix

Marathon's diversified portfolio includes luxury residential (Monte South), affordable housing (NeoHomes), commercial spaces (Futurex) and large-scale townships (Nexzone).

Risk Mitigation

This diversity allows Marathon to mitigate risks associated with market fluctuations while capturing opportunities across different segments.

Future Growth

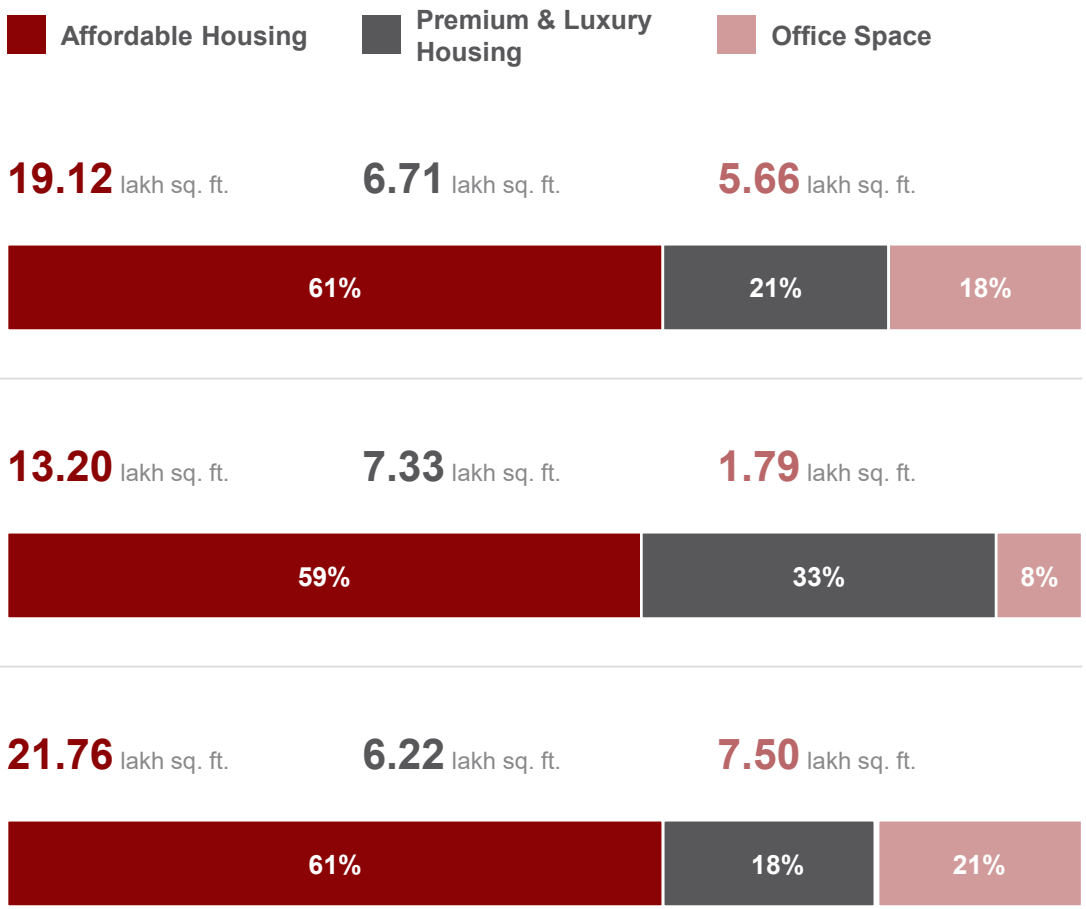
Each segment is positioned to benefit from specific market trends, ensuring balanced growth and revenue streams.

**Based on 100% share for Monte South project / MNRL Pre-merger Metrics*

Diversified Portfolio for Risk Mitigation – By Stage

MARATHON

Area and share of stage



Affordable Housing / Townships

Neo Series & Nex Series

- NeoValley, NeoPark & NeoSquare, Bhandup
- Nexzone, Panvel

Premium & Luxury Housing

Monte Series

- Monte South (MS), Byculla

Corporate & Small Business Spaces

Commercial Portfolio

- Futurex, Lower Parel
- Futurex Sky Offices, Lower Parel
- Millennium, Mulund
- MS Commercial, Byculla

MARATHON

Landbank Pipeline



Rendered image of NeoPark, Bhandup

Panvel

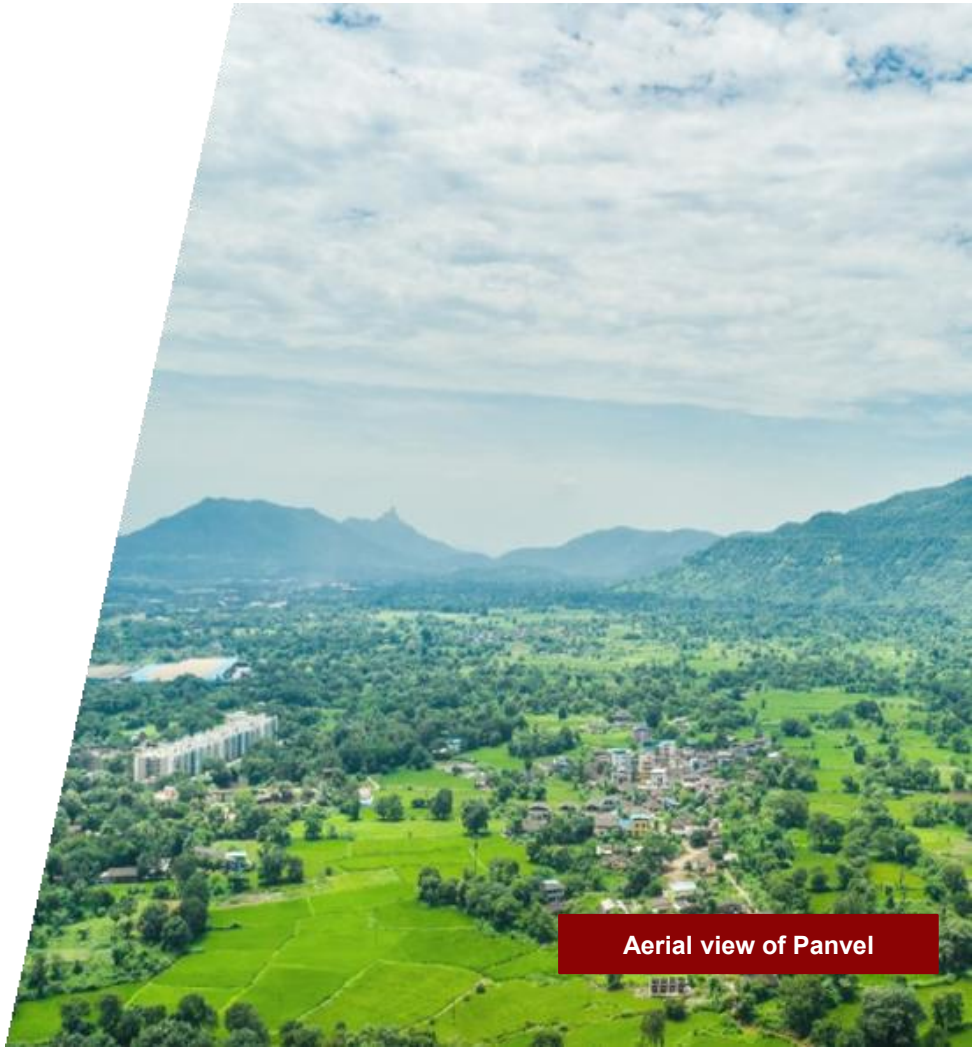
A Strategic Growth Opportunity

Development Potential

205 Acres
Total Area

1.26 Cr sq. ft.
Estimated Developable Area

- Within the NAINA zone, benefiting from Navi Mumbai International Airport (NMIA)
- Sion–Panvel Highway widening and Atal Setu boost connectivity to South Mumbai
- Panvel–Karjat Rail Corridor to enhance suburban access
- Monetising the land through a mixed-use township comprising residential, commercial, retail and plotted developments



Aerial view of Panvel

Emerging Residential Destination

MARATHON

Dombivli

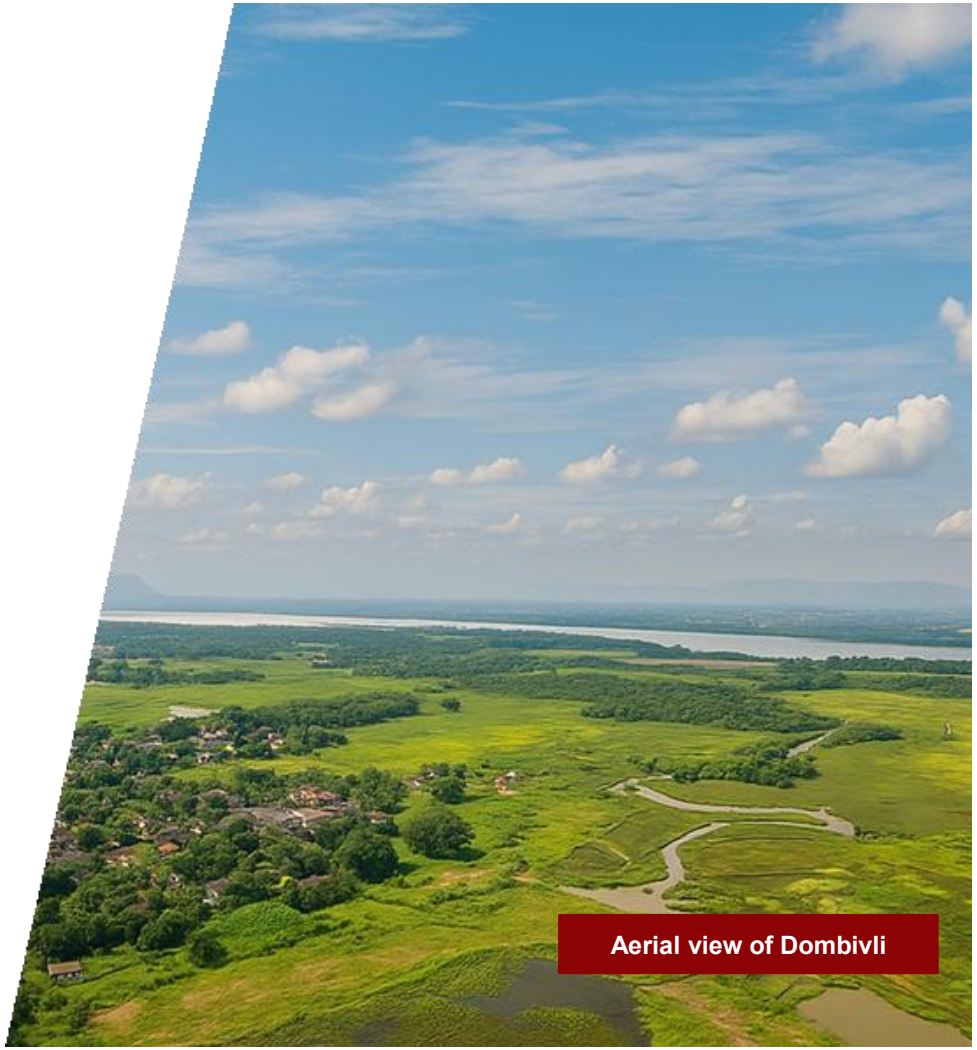
An Emerging Growth Hub

Development Potential

83 Acres
Total Area

1.0 Cr sq. ft.
Estimated Developable Area

- Part of the Smart City Mission and the fastest-growing MMR belt
- Airoli–Katai Tunnel, Kalyan–Taloja Metro and Vasai–Alibaug Multi-Modal Corridor under execution
- Excellent rail & road access to Thane, Kalyan & Navi Mumbai
- Mumbai–Ahmedabad Bullet Train corridor to improve regional access and drive economic activity
- Strong mid-income demand with fast turnaround potential and long-term appreciation
- Monetising the land through a mixed-use township comprising residential, commercial and retail developments



Aerial view of Dombivli

Central Mumbai Growth Hub

MARATHON

Bhandup

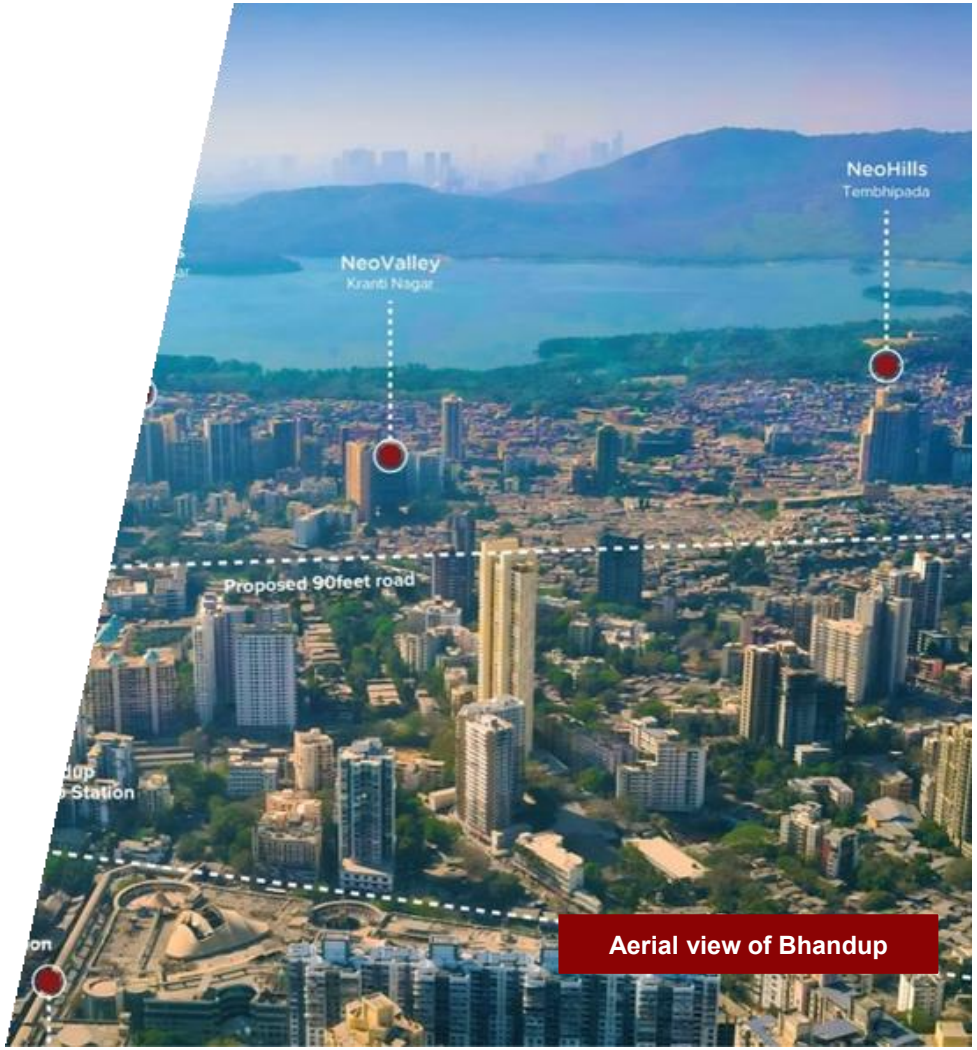
A Prime Urban Destination

Development Potential

130 Acres
Total Area

1.75 Cr sq. ft.
Estimated Developable Area

- Large land parcel within city limits with access from LBS Marg and GMLR
- Metro Line 4 (Wadala–Kasarvadavali) passing through Bhandup to cut commute time
- 39 km cycling/jogging track improving civic quality
- Rising mid-income hub, close to Powai, Kanjurmarg & Mulund — high rental yield zone
- Monetising the land through a mixed-use township comprising residential, commercial and retail developments



Aerial view of Bhandup

Excellent In-house Capabilities (1/2)

Land Identification & Acquisition

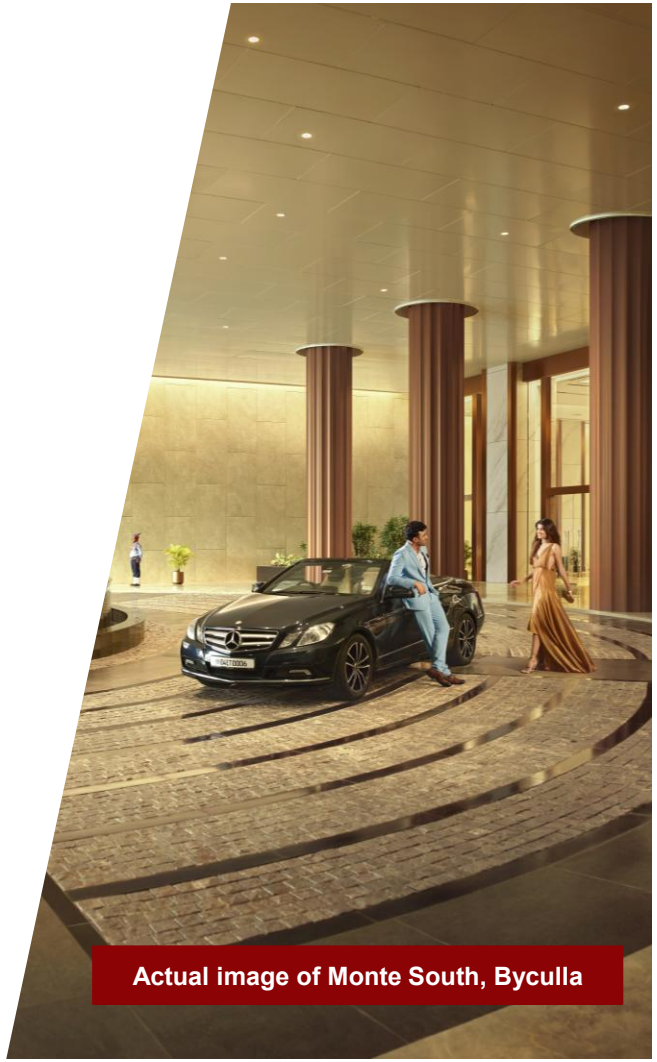
- Conduct feasibility studies and market analysis
- Identify and negotiate suitable land parcels
- Complete legal due diligence and acquisition formalities

Design

- In-house team of architects and designers using advanced CAD tools
- Solar envelope studies and open space analysis incorporated in the design process
- Equipped with the latest technologies to create high-quality marketing collateral and virtual tours

Engineering

- Proven capability to build super-tall structures
- On-site batching plants produce high-grade concrete; on-site testing labs ensure quality finishes
- Advanced formwork systems: Kumkang (Monte South), MIVAN (Nexzone and Neo) and PERI (Futurex)



Actual image of Monte South, Byculla

Excellent In-house Capabilities (2/2)

Marketing

- In-house creative, digital and 3D teams produce high-quality images and collateral
- Digital marketing drives lead generation and brand awareness
- Custom analytics and CRM platform built on Zoho CRM for ROI-focused marketing
- WhatsApp automation and targeted outreach enhance customer engagement
- Multi-channel sales strategy combines direct sales expertise with a wide broker network

CRM

- In-house team manages customer service from onboarding to resolution
- Custom-built Zoho CRM platform ensures faster responses and data-driven decisions
- Self-service app and tech-enabled call centre improve engagement and collection efficiency
- Automated WhatsApp alerts and targeted marketing enhance customer experience

Sales & Sourcing

- Large sourcing team with 250+ active monthly channel partners
- Sales team uses touchscreens, AR and VR to improve site experiences and drive conversions



Marathon Millennium, Mulund

MARATHON

04

Values & Strategic Pillars



Rendered image of Monte South, Byculla

Core Values That Guide Our Business

MARATHON

Our values shape how we acquire, design, build, sell and serve — and underpin how we create value for every stakeholder.

Customer Obsession

WHAT IT MEANS

Every project and interaction is designed around the customer — from first enquiry to life after possession.

WHY IT MATTERS

Supports product–market fit, brand preference and referral-led demand.

Trust & Transparency

WHAT IT MEANS

Clear, consistent engagement and governance with customers, partners and investors.

WHY IT MATTERS

Higher trust enables quicker decisions and lowers friction and cost across the value chain.

Happiness for All

WHAT IT MEANS

A positive experience for customers, employees, partners and the communities around our projects.

WHY IT MATTERS

Supports talent retention, durable partnerships and community goodwill.

Speed

WHAT IT MEANS

Less waiting across design, approvals and execution, with decisions taken closer to the project.

WHY IT MATTERS

Shorter time-to-market and delivery cycles support cash flows and capital efficiency.

Values, lived consistently, become culture — and culture is a durable source of competitive advantage.

From Values to Strategy: Our 7 Strategic Pillars

MARATHON

Objective: high value perception and strong product–market fit, from conceptualisation to completion

01 Project Acquisition

Selective, high-conviction additions, evaluated with discipline

VALUE DRIVER
Capital discipline and a quality pipeline

02 Project Design

Quality, features and efficient, speed-friendly layouts

VALUE DRIVER
Pricing power and cost efficiency

03 Project Approvals

Early, predictable and process-driven approvals

VALUE DRIVER
Faster launches and lower holding costs

04 Marketing & Branding

A recognised, trusted, premium Marathon brand

VALUE DRIVER
Price premium and efficient demand generation

05 Sales Velocity

Converting demand into sales quickly

VALUE DRIVER
Faster monetisation of inventory

06 Project Completion

Delivering on time and on cost

VALUE DRIVER
Predictable cash flows and customer trust

07 Post-Possession Experience

Service and engagement beyond handover

VALUE DRIVER
Reputation, referrals and repeat demand

ENABLED BY

Leadership development
Building capability and ownership at every level

Strong performance culture
Balancing process, agility and speed

Creating Long-Term Value for Stakeholders

MARATHON

Core Values
How we behave

Strategic Pillars
Where we focus

Disciplined Execution
How we deliver

Stakeholder Value
What we create

Customers

- Quality homes and workspaces, delivered as promised
- Transparent engagement throughout the journey
- Care and service beyond handover

Shareholders

- Disciplined capital allocation
- Faster conversion of land and inventory into cash flows
- A focus on sustainable growth and profitability

Employees & Partners

- Ownership and decision-making closer to projects
- Continuous capability building
- A culture that rewards performance

Communities

- Responsible, safe and compliant development
- Worker welfare and site well-being
- Sustainable construction practices

How we track progress

- ₹ Presales
- % Project profitability
- Construction progress
- New Launches

Strong Leadership Team (1/2)



Mr. Chetan Shah

CHAIRMAN

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 Shah

VICE CHAIRMAN

Civil Engineer from University of Bombay and M.S. in Structural Engineering from Oklahoma State University

Visionary leader with over 30 years of rich and varied experience in Real Estate & Construction

Served as President of MCHI-CREDAI



Mrs. Shailaja Shah

DIRECTOR

Part of the Promoter Group

Involved in various activities which impart values and uplift many lives in the vicinity of the Group's projects

Strong Leadership Team (2/2)



Mr. Kaivalya Shah

DIRECTOR

BE – Structural Engineering, University of California, San Diego

His innovative approach has helped the business foray into several fruitful joint ventures; key to shaping the Group's slum rehabilitation strategy



Mr. Parmeet Shah

DIRECTOR*

BA – Economics, Yale University and MS, Columbia University

Heads the Marathon Nexworld project; played an instrumental role in the foundation of the NEXT School



Mr. Samyag Shah

DIRECTOR

BA – Economics, University of California, San Diego

Heads Nexzone and Futurex, among the Group's largest projects

**Director, Sunset Spaces Pvt. Ltd.*

ESG Overview (1/2)

Environmental

- LED lighting and energy-efficient systems installed in common areas across project sites
- STP-treated water reused for flushing and landscaping
- AAC blocks, fly ash and similar materials used in construction to reduce embodied carbon; aluminium formwork adopted to minimise material waste
- IGBC Gold Pre-certification obtained for Futurex, Lower Parel, reflecting the building's strong focus on sustainability and energy efficiency

Social

- Daily safety training, PPE briefings, mock drills and working-at-heights sessions conducted at project sites
- Equal Opportunity Policy in place; access to roles ensured free from bias across designation, location and tenure
- Prevention of Sexual Harassment policy applicable to all employees; Internal Complaints Committee constituted
- Training programmes for employees covering POSH, safety protocols and code of conduct

Governance

- Code of Conduct applicable to all Directors, KMPs and employees; covers conflict of interest and ethics
- Mechanism in place for employees to report concerns without fear of retaliation
- Policies covering all nine NGRBC principles in place and approved by the Board of Directors
- All projects registered under RERA

ESG Overview (2/2)

The well-being of the workers who build our projects is integral to how we develop. Our site teams help construction workers access statutory welfare benefits and work to provide a safe and healthy workplace.

Access to BOCW Welfare

Facilitating worker registration under the Building and Other Construction Workers (BOCW) scheme for access to state welfare benefits

Health & Medical Support

On-site health check-up camps, with access to treatment through BOCW hospital facilities and free medicines

Education for Workers' Children

Assisting workers in availing BOCW scholarship benefits towards their children's education

Skill Development

Skill India training programmes to upgrade trade skills, with a stipend for participants on completion

Safety & Essentials

Distribution of safety kits and essential household item kits, supported by on-site safety briefings

Healthy Site Environment

Dust control via barricading, green-net enclosures, sprinkling and anti-smog guns, air-quality monitoring and mandatory masks and PPE



Health check-up camp



Kit distribution to workers



On-site safety briefing

Photographs: Nexzone, Panvel

MARATHON

Thank You

For further information, please contact

COMPANY

MARATHON

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