

Date: August 13, 2025

To,
BSE Limited,
Listing Department,
P.J. Towers, Dalal Street,
Mumbai - 400001.

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

Scrip Code: 503101

NSE Symbol: MARATHON

Sub: Investor Presentation – First Quarter ended June 30, 2025

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 on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the first quarter ended June 30, 2025.

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

This is for your information and record.

**Thanking you,
For Marathon Nextgen Realty Limited,**

Yogesh Patole

Company Secretary and Compliance Officer
Membership No.: A48777

Encl: as above



Redefining Real Estate

**MARATHON NEXTGEN
REALTY LIMITED**

INVESTOR UPDATE
For the Quarter Ended June 2025



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Who We Are

ESTABLISHED IN 1978

PORTFOLIO INCLUDES

Commercial • Luxury
Residential • Townships
Affordable Housing • Retail

PROJECTS ONGOING AT

Panvel • Byculla • Lower Parel
Bhandup • Mulund

55+ years of experience

100+ projects delivered

10,000+ families housed

15,000+ Homes in the pipeline

4 MN. sq.ft. of land under development

Marathon Group





Strong Leadership Team

A visionary leadership team with global education and deep real estate experience guiding Marathon's long-term growth.



Mr. Chetan R. 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 R. Shah
Vice Chairman

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.



Strong Leadership Team

The next-gen team is steering Marathon into the future—leveraging innovation, education, and execution to lead key projects and strategic initiatives.



Mr. Kaivalya Shah
Director

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

Kaivalya's innovative approach
has helped the business foray
into several fruitful joint ventures.

He has also been key to shaping
the Group's slum rehabilitation
strategy.



Mr. Parmeet Shah
Director

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

Parmeet heads the Marathon
Nexworld project.

He played an instrumental role
in the foundation of the NEXT
School.



Mr. Samyag Shah
Director

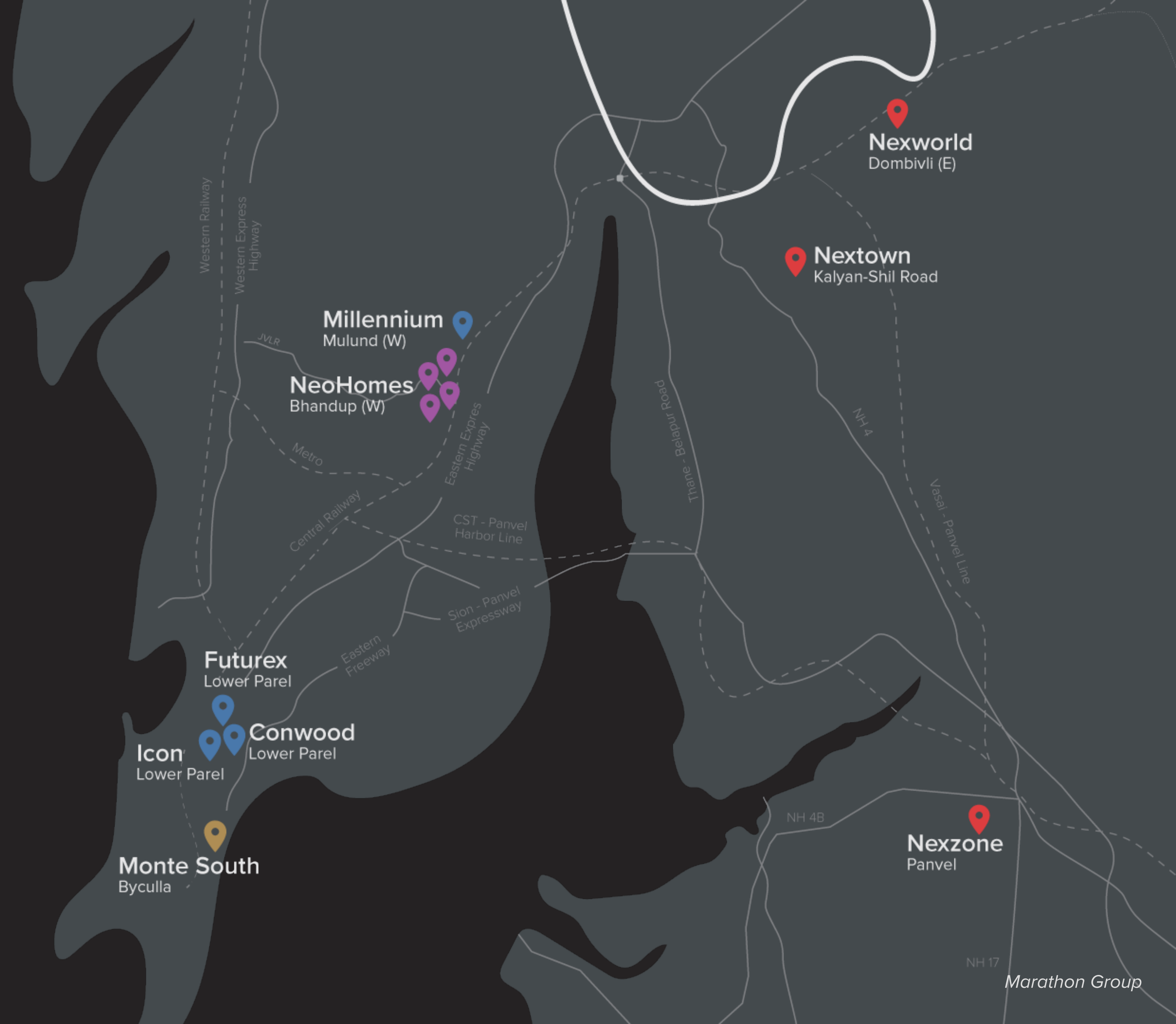
BA - Economics, University of
California, San Diego.

Samyag heads one of our
largest projects – Nexzone and
Futurex.



Our Projects

-  Townships
-  Luxury Residential
-  Commercial Properties
-  Affordable Housing



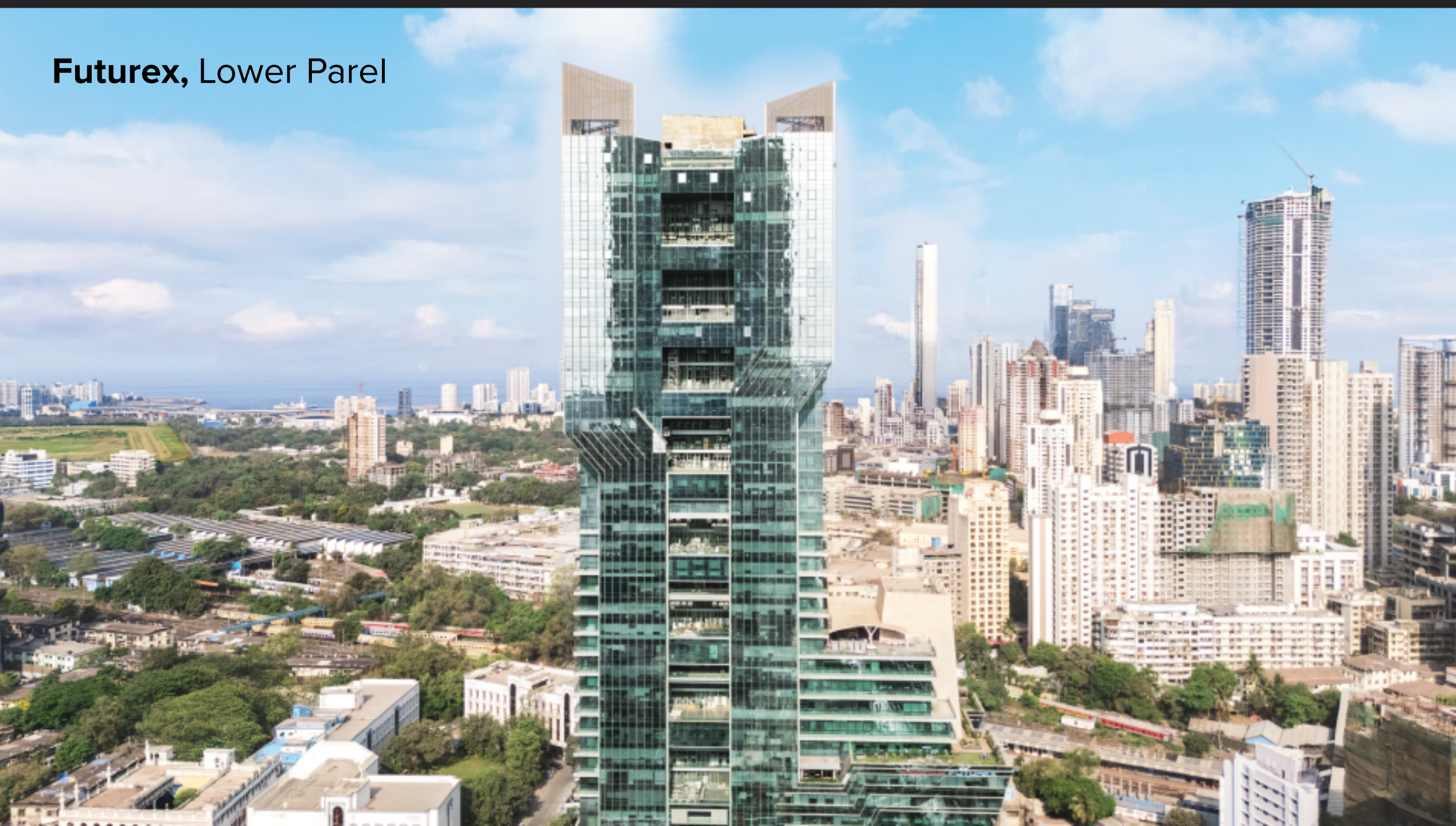
Monte South, Byculla



Nexzone, Panvel



Futurex, Lower Parel



Millennium, Mulund





Major Acquisition & Milestones

From our first mill acquisition to a unified platform under MNRL — our journey reflects discipline, foresight, and scale.

Genesis of Marathon Nextgen Realty Ltd
Acquired Piramal Spinning & Weaving Mills Ltd (holding 8 acres of land) through the BIFR*
Rebranded the company as Marathon Nextgen Realty Limited in 2007

2002

2007

Acquired 12.2 acres of Khatau Mills, Byculla

Acquired 5.85 acres of land in Bhandup

2017 ONWARDS

2015

Bought JV Stake in Futurex development

Acquired Sanvo Resorts Pvt Ltd
Added 25 acres in Panvel

2019

2019

Acquired Terrapolis Assets Pvt Ltd
Added 1 acre in Mulund

Amalgamation & Arrangement of Promoter and Promoter Group Into **MNRL** (List Co)
Raised **900Cr** Through **QIP**

2025

2023

Acquired Nexzone Fiscal Services Ltd
Added 14 acres in Bhandup



Growth Drivers

With strategic foresight, deep capabilities, and a clear focus, we've built a resilient platform for the future.

Qualified Institutional Placement

Amalgamation & Arrangement

Diversified Portfolio for Risk Mitigation

Strategically Positioned Land Banks & Dominance in Key Micro Markets

Excellent In-House Capabilities



Qualified Institutional Placement

The successful QIP reflects strong institutional trust in our governance, long-term vision, and execution capability — marking a key milestone in our transformation journey.

Accelerating Growth with a Stronger Foundation

Raised ₹900 Cr through Qualified Institutional Placement (QIP).

Strong participation from marquee global and domestic investors.

Capital to be used for debt reduction, project acceleration, and growth pipeline.





Amalgamation & Arrangement

Value for shareholders

Value Unlocking

The merging entity has **418 acres** of land and a few live projects which have a developable area potential of **4.2 Cr. sq.ft.**

Stronger Creditworthiness

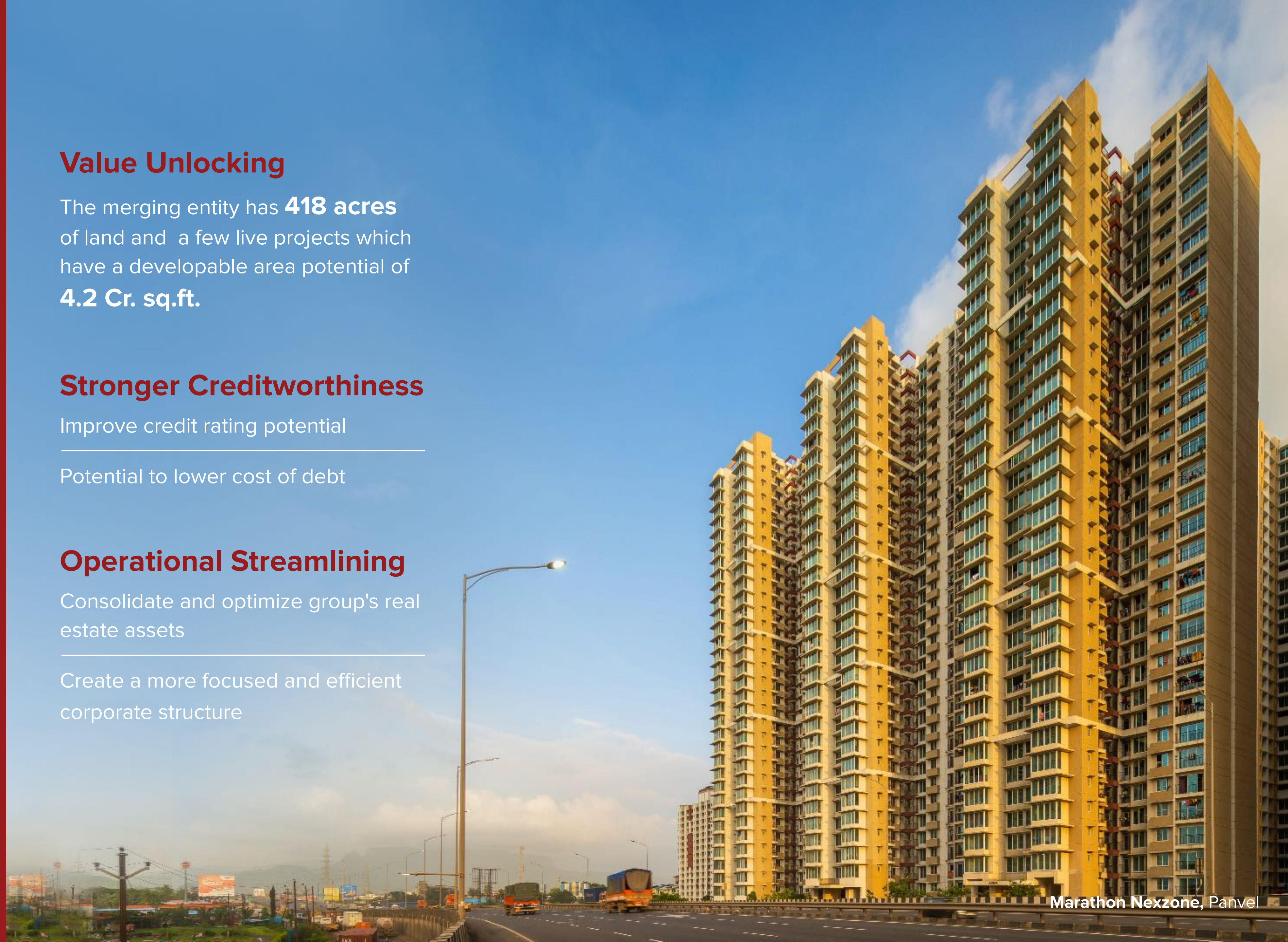
Improve credit rating potential

Potential to lower cost of debt

Operational Streamlining

Consolidate and optimize group's real estate assets

Create a more focused and efficient corporate structure





EVENT

STATUS

Board approval and press release (Reg. 30 disclosure)

Completed

Filing of scheme with the stock exchanges

Completed

No-objection letter from the stock exchanges

In Process

NCLT approval

Post NOC from stock exchange

Amalgamation & Arrangement

Key approvals and indicative
timelines

Scheme to take around ~10 – 12 months subject to the requisite approvals

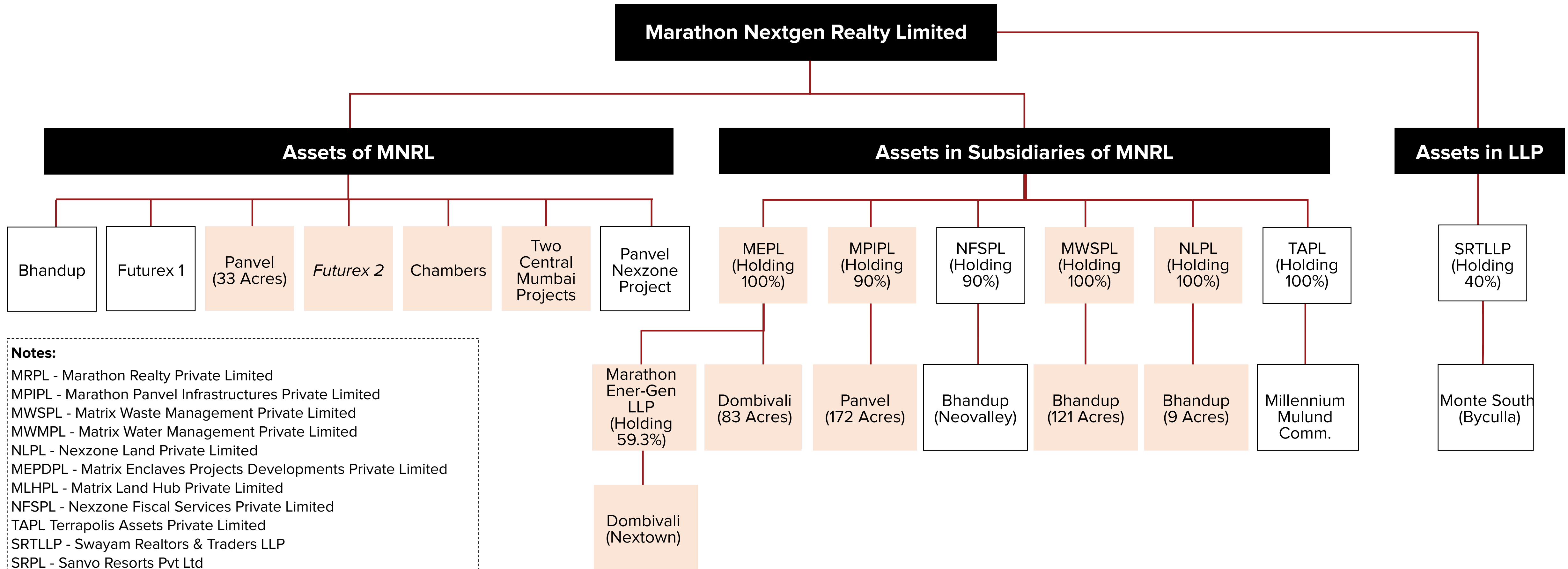


Marathon Futurex, Lower Parel



Amalgamation & Arrangement

PROPOSED STRUCTURE



 As a part of Merger



Amalgamation & Arrangement

Pre & Post Merger Portfolio
Snapshot

PRE MERGER PORTFOLIO

Project	Portfolio	Location	Ownership %	Unsold Area In sq.ft.	MNRL Share of Area Unsold In sq.ft.
Monte South (Residential)	Existing Portfolio	Byculla	40%	9,08,889	3,63,556
Monte South (Commercial)	Existing Portfolio	Byculla	40%	7,50,000	3,00,000
Nexzone (Residential)	Existing Portfolio	Panvel	91%	4,59,223	4,59,223
Nexzone (Commercial/ Retail)	Existing Portfolio	Panvel	91%	1,45,910	1,45,910
Neopark/ Neosquare (Residential)	Existing Portfolio	Bhandup	100%	4,87,053	4,87,053
Neovalley (Residential)	Existing Portfolio	Bhandup	90%	12,15,786	12,15,786
Millennium (Commercial)	Existing Portfolio	Mulund	100%	49,527	49,527
Futurex (Commercial)	Existing Portfolio	Lower Parel	100%	42,309	42,309
Total				40,58,697	30,63,363

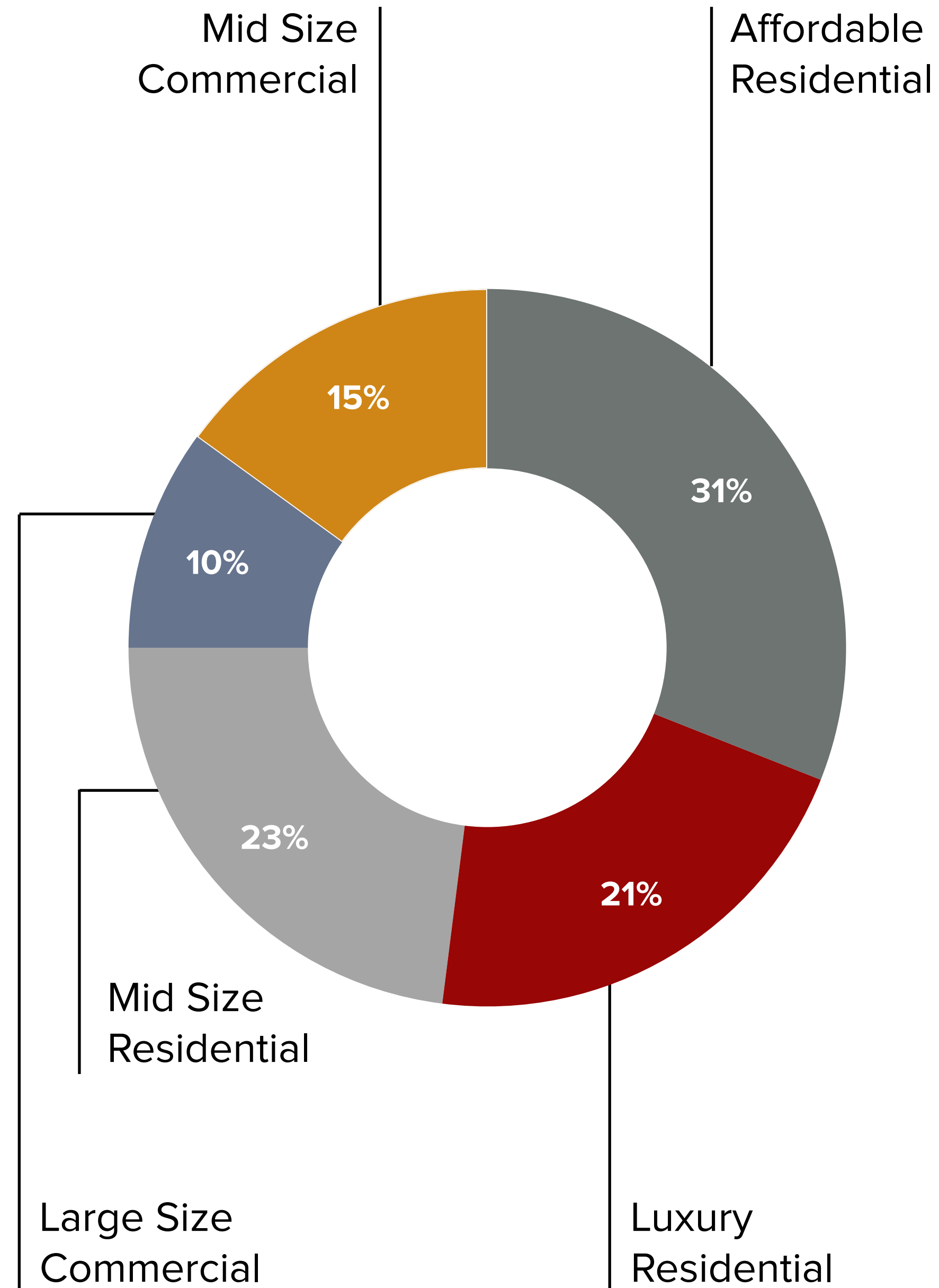
POST MERGER PORTFOLIO

Project	Portfolio	Location	Ownership %	Land in acres to be developed In acres	Developable area/ Unsold Area
Dombivali Land	Post-Merger Portfolio	Dombivali	100%	83	~1.0 Cr sq.ft.
Panvel Land	Post-Merger Portfolio	Panvel	90-100%	205	1.26 Cr sq.ft.
Bhandup Land	Post-Merger Portfolio	Bhandup	100%	130	1.75 Cr sq.ft.
Futurex 2	Post-Merger Portfolio	Lower Parel	100%	-	2.33 Lakh sq.ft.
Chambers	Post-Merger Portfolio	Lower Parel	100%	-	0.54 Lakh sq.ft.
2 Central Mumbai Projects	Post-Merger Portfolio	Lower Parel	100%	-	5.33 Lakh sq.ft.
Nextown	Post-Merger Portfolio	Dombivali	59%	-	~10 Lakh sq.ft.
Total				418	4.20 Cr sq.ft.



Diversified Portfolio For Risk Mitigation

Multi-Segment presence helps navigate market cycles and sustain growth.



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.



Diversified Portfolio For Risk Mitigation

Diversified playbook across luxury, affordable, and commercial segments builds resilience.

	AFFORDABLE HOUSING	PREMIUM & LUXURY HOUSING	OFFICE SPACE	RETAIL SPACE
COMPLETED PROJECTS	19,10,739 sq.ft. 61%	6,71,312 sq.ft.. 21%	5,66,031 sq.ft. 18%	2,379 sq.ft. 0.1%
ONGOING PROJECTS	8,11,380 sq.ft. 47%	7,33,222 sq.ft. 42%	1,79,440 sq.ft. 10%	19,110 sq.ft. 1.1%
UPCOMING PROJECTS	18,94,448 sq.ft. 60%	4,00,000 sq.ft. 13%	8,75,000 sq.ft. 28%	Nil sq.ft. -

As of 30 June, 2025

Affordable Housing / Townships	Premium & Luxury Housig	Corporate & Small Business Offices
<i>Neo Series & Nex Series</i>	<i>Monte Series</i>	
NeoValley, NeoPark & NeoSquare, <i>Bhandup</i> Nexzone, <i>Panvel</i>	Monte South, <i>Byculla</i>	Futurex, <i>Lower Parel</i> Futurex Sky Offices, <i>Lower Parel</i> Millennium, <i>Mulund</i> Monte South Commercial, <i>Byculla</i>



Strategically Positioned Land Banks & Dominance In Key Micro Markets

With over 400 acres of land across Panvel, Bhandup, and Dombivli, and being the top selling developer in that micro market, we're well-positioned to unlock long-term value and drive sustained growth.

PANVEL

205 acres

BHANDUP

130 acres

DOMBIVLI

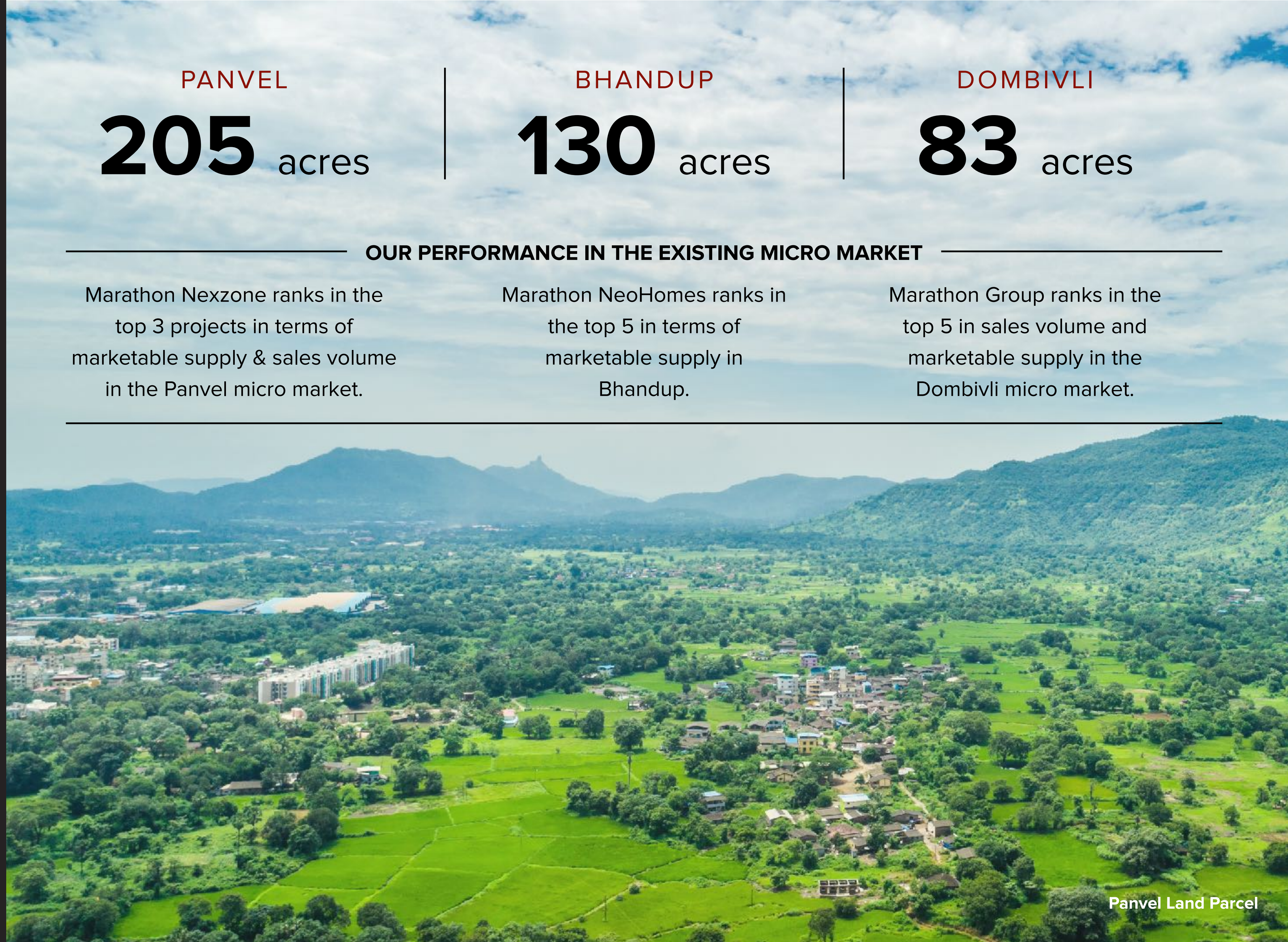
83 acres

OUR PERFORMANCE IN THE EXISTING MICRO MARKET

Marathon Nexzone ranks in the top 3 projects in terms of marketable supply & sales volume in the Panvel micro market.

Marathon NeoHomes ranks in the top 5 in terms of marketable supply in Bhandup.

Marathon Group ranks in the top 5 in sales volume and marketable supply in the Dombivli micro market.





Excellent In-House Capabilities

Complete in-house expertise across design, engineering, and acquisition helps us deliver with speed, control, and consistent quality.

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.

Equipped with the latest technologies to create high-quality marketing collateral and virtual tours.

Incorporate solar envelope studies and open space analysis in our design process.

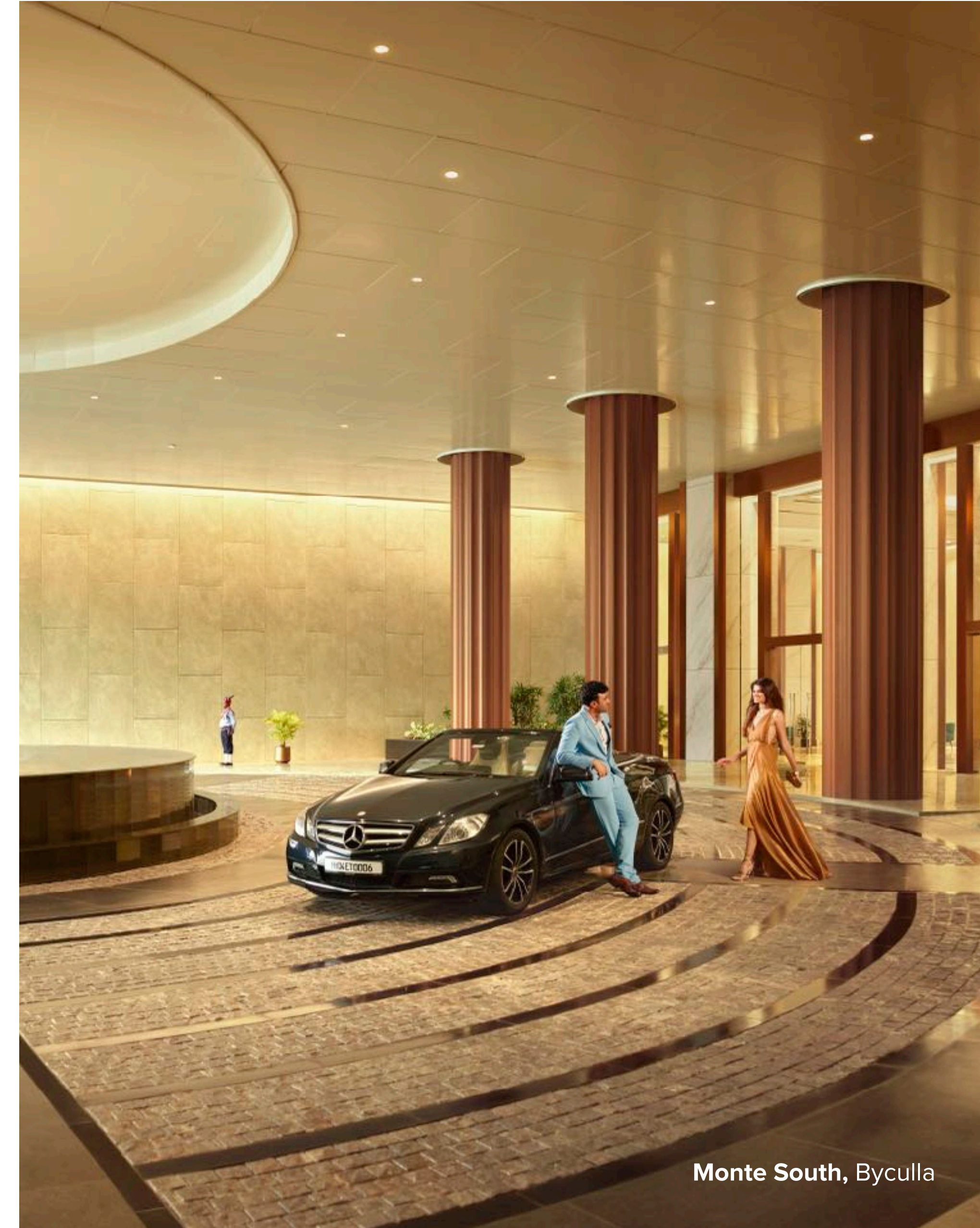
Engineering

Robust in-house EPC capabilities enable slab cycles as fast as 40 hours.

Proven capability to build super-tall structures.

Use of advanced formwork systems: Kumkang (Monte South), MIVAN (Nexzone and Neo), and PERI (Futurex).

On-site batching plants produce high-grade concrete; on-site testing labs ensure quality finishes.



Monte South, Byculla



Excellent In-House Capabilities

Integrated in-house capabilities across marketing, CRM, and sales enable us to drive leads, convert efficiently, and deliver superior customer experiences.

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 center improve engagement and collection efficiency.

Tools like automated WhatsApp alerts and targeted marketing enhance customer experience.

Sales & Sourcing

Large sourcing team with 250+ active monthly channel partners.

Sales team uses tools like touchscreens, AR, and VR to improve site experiences and drive conversions.



Marathon Millennium, Mulund



Business Highlights

A snapshot of our key milestones, performance metrics, and strategic achievements that shaped our business this Quarter.

Capital Raise

₹900 Crore raised via QIP for growth initiatives and debt reduction.

Financial Strength

Post QIP, we have substantially reduced our debt and now have a net cash position.

Project Progress

Nexzone Antilia: Full tower OC received.
Nexzone Triton & Atria: OC received up to 30th floor.

Profitability

Q1 FY26 PAT of ₹62 Cr, a YOY growth of 63%.





Result Highlights

A summary of our standout financial achievements and business progress.

OPERATIONAL HIGHLIGHTS

77,759 Sq.Ft.
AREA SOLD

₹183 Cr
BOOKING VALUE (REGISTERED)

₹239 Cr
COLLECTIONS (REGISTERED)

₹39,803
REALISATION PER SQ.FT (COMMERCIAL)

₹16,982
REALISATION PER SQ.FT (RESIDENTIAL)

FINANCIAL HIGHLIGHTS

₹191 Cr
TOTAL INCOME

₹81 Cr
EBITDA (42.4% EBITDA MARGIN)

₹62 Cr
PAT (32.3% PAT MARGIN)

₹272 Cr
ADJUSTED TOTAL INCOME

₹90 Cr
ADJUSTED EBITDA (33% EBITDA MARGIN)

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

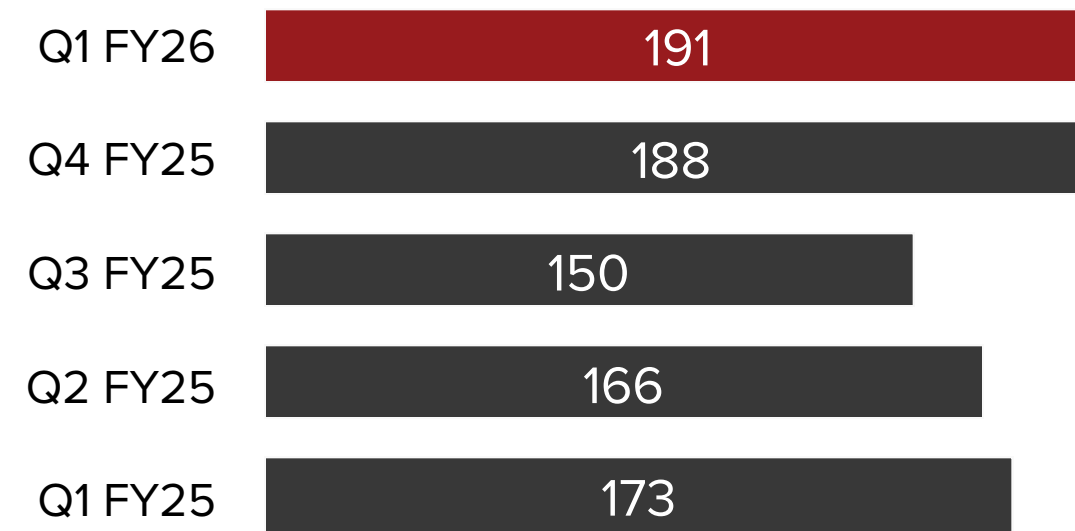


Quarterly Consolidated

The consolidated performance this quarter demonstrates our continued momentum, with healthy margins, and robust bottom-line contribution from core business verticals.

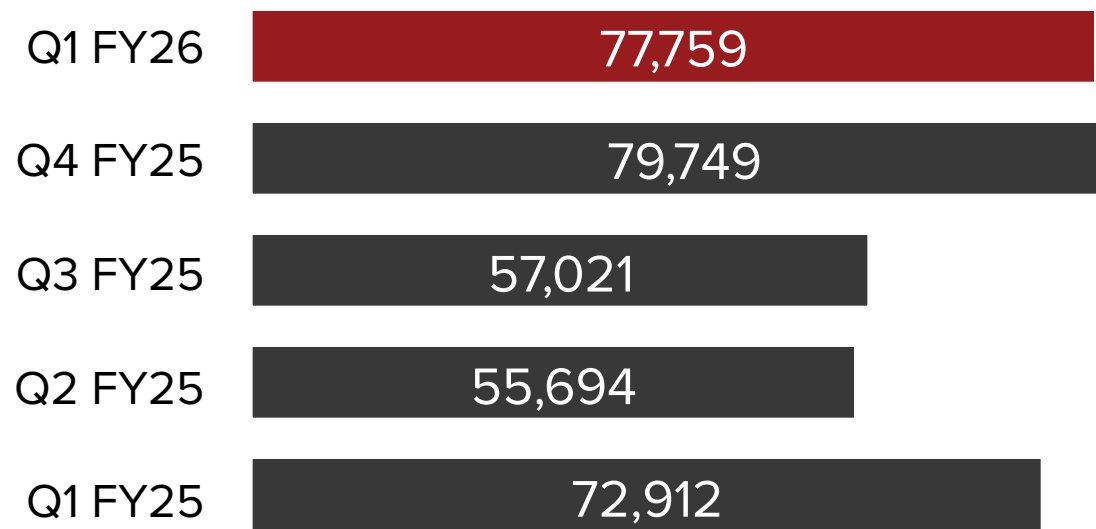
Revenue

₹ in Cr



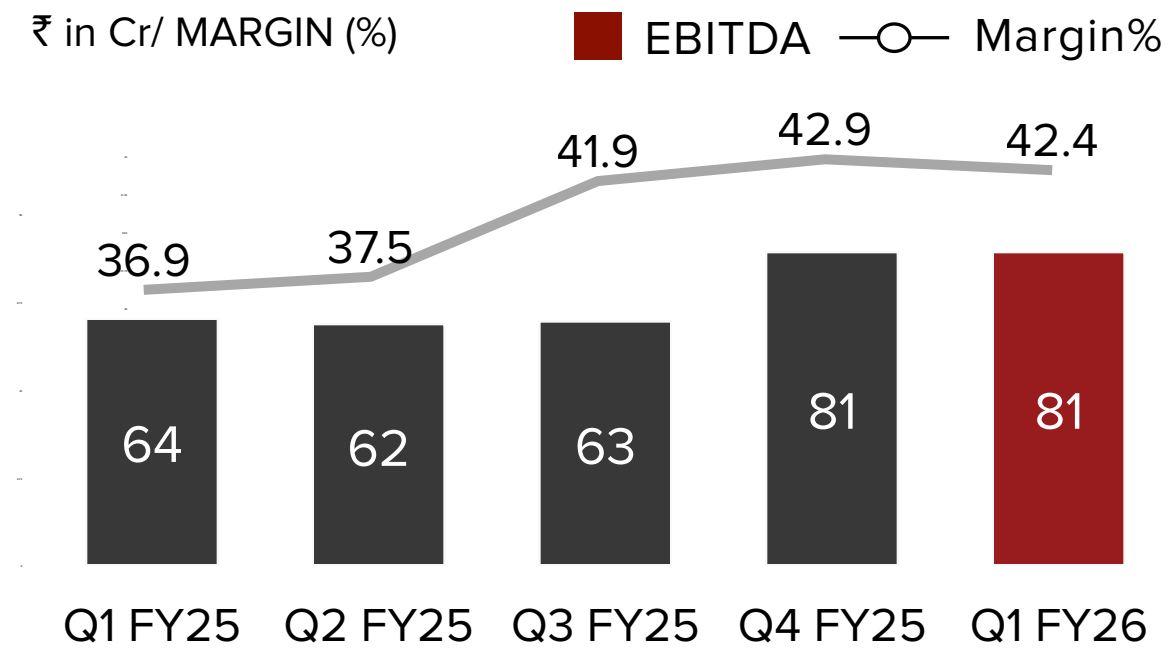
Area Sold (Carpet Area)*

in sq.ft.



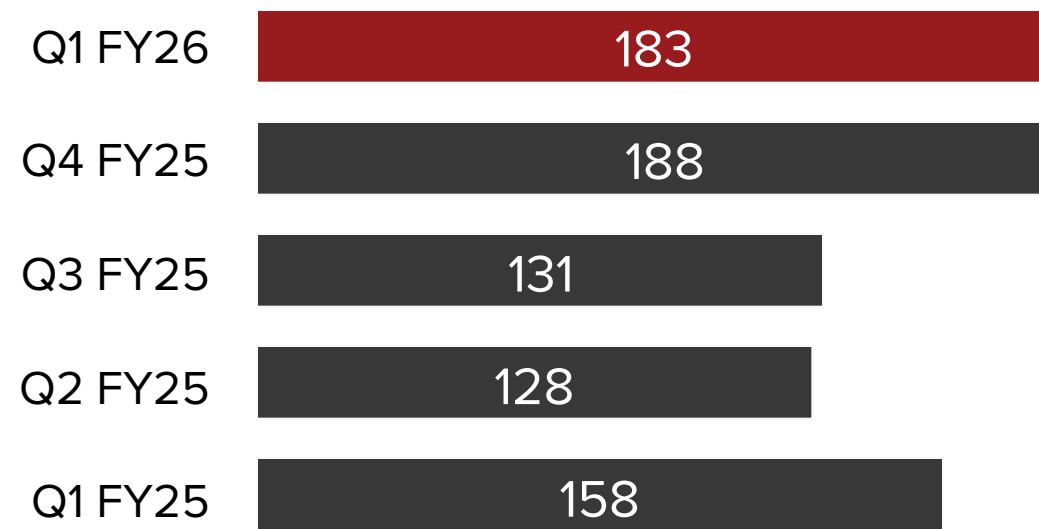
EBITDA

₹ in Cr/ MARGIN (%)



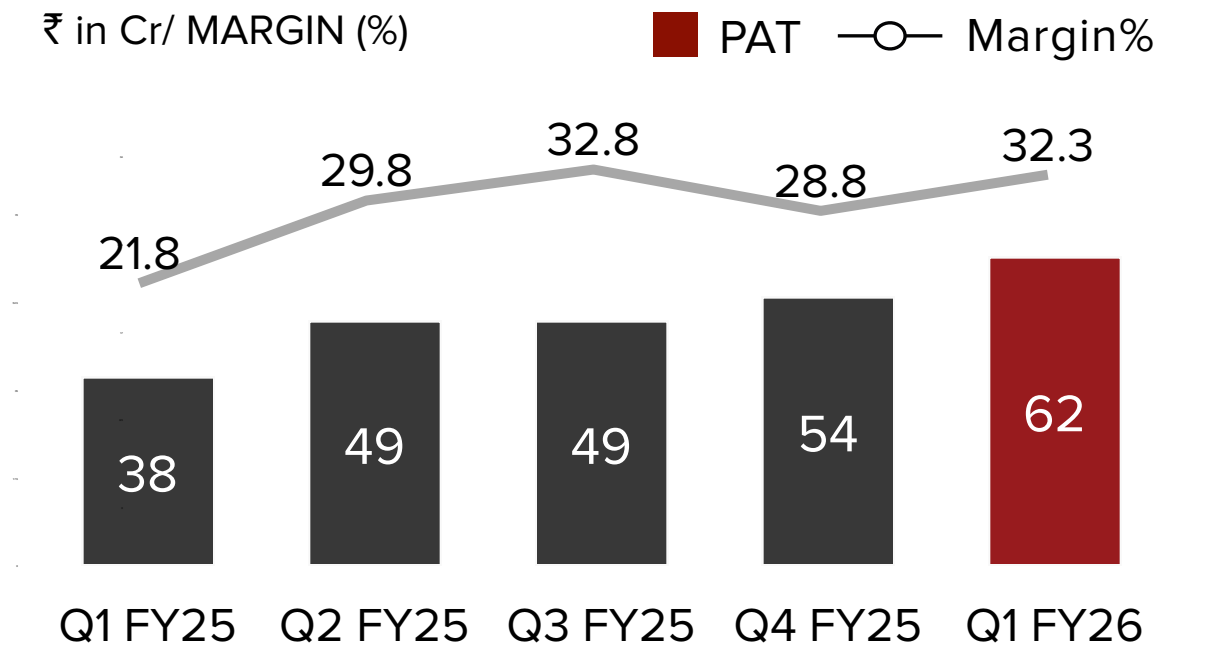
Booking Value*

₹ in Cr



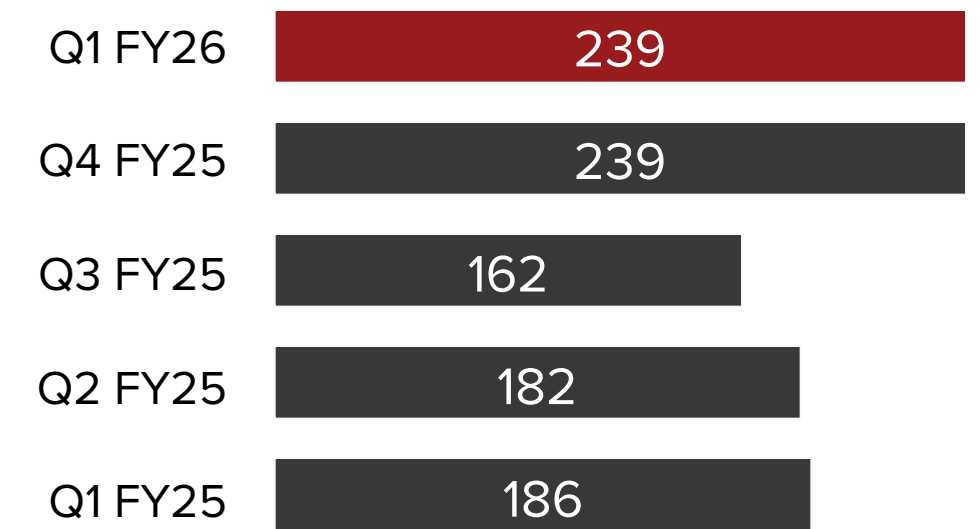
PAT

₹ in Cr/ MARGIN (%)



Collections*

₹ in Cr



*Based on 40% share for Monte South project



Sales & Collections in Q1 FY26

Q1 FY26 began on a promising note, with steady sales across key segments and healthy collections, ensuring stable cash flows and reinforcing our operational resilience and customer trust.

Project	Area Sold (in sq.ft.)	Booking Value Registered (in ₹ Cr.)	Realisation (per sq.ft.)	Collection (in ₹ Cr.)
Monte South*	11,688	41	35,205	53
Nexzone	33,606	36	10,569	56
NeoPark/ NeoSquare	4,933	9	17,651	20
NeoValley	5,044	8	16,829	17
Futurex	17,008	77	45,170	81
Millennium	5,480	13	23,145	12
Total	77,759	183		239

*Based on 40% share for Monte South project

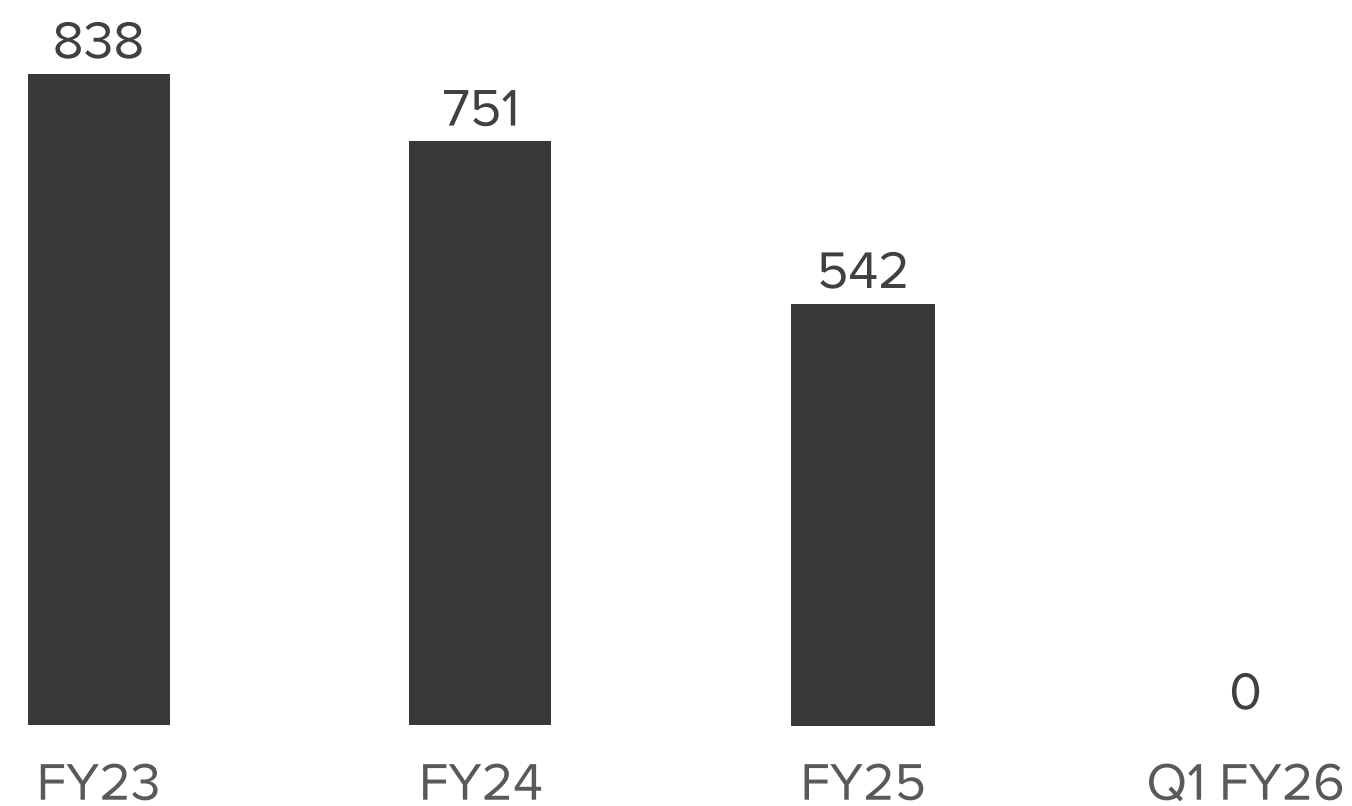


Debt Profile

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

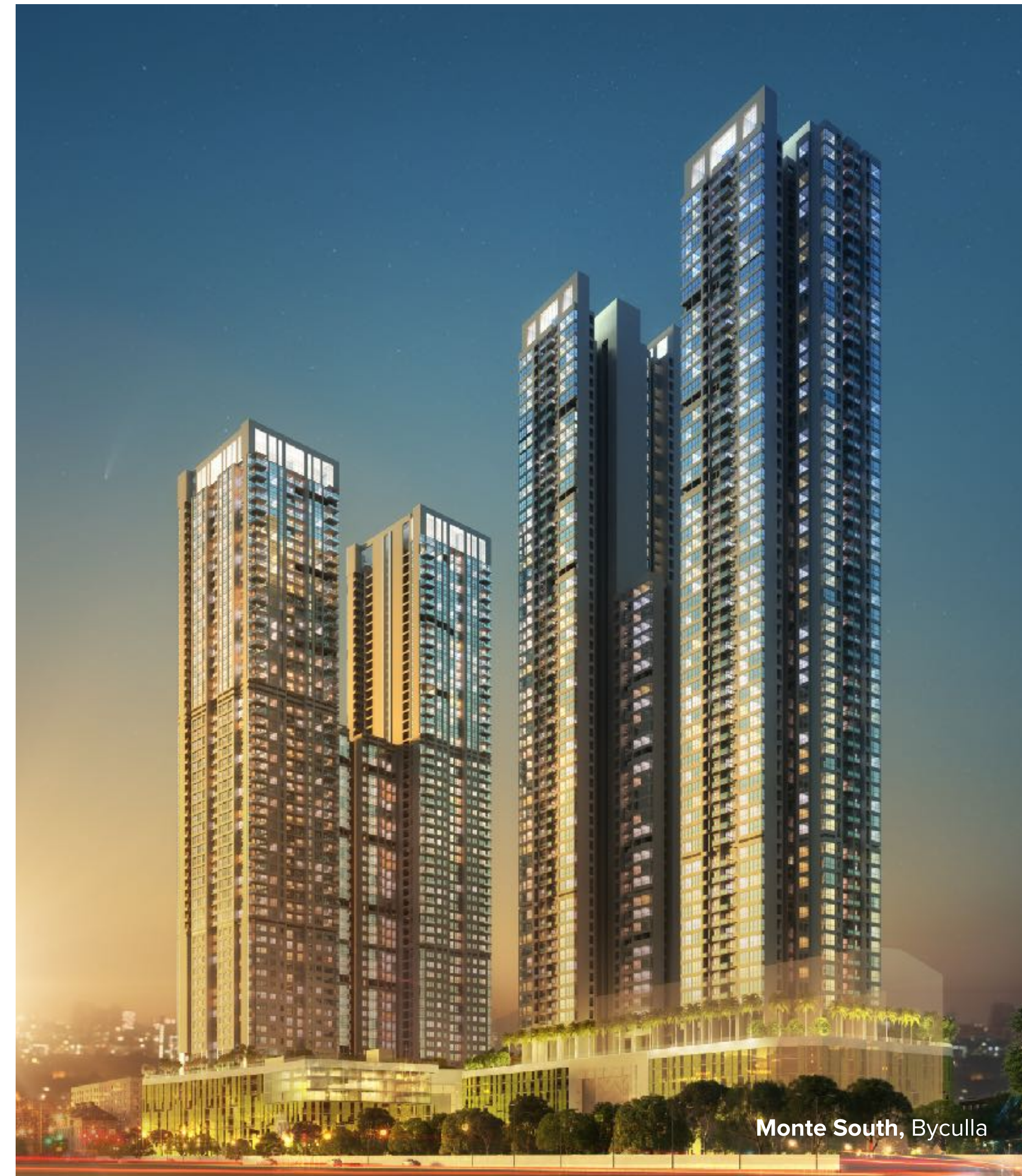
Net Debt

(₹ In Cr)



Completed ₹900 crore QIP in June 2025, with ₹340 crores earmarked for debt reduction.

Achieved net cash position post-QIP, significantly strengthening balance sheet.





Portfolio Summary

With a presence across high-opportunity corridors in the MMR, our diversified portfolio is well-positioned to cater to evolving market demands and support our long-term growth objectives.

Project	Location	Ownership %	Total Gross Domestic Value in ₹ Cr	Sold Gross Domestic Value in ₹ Cr	Unsold Gross Domestic Value in ₹ Cr	MNRL Share of Unsold Gross Domestic Value in ₹ Cr
Monte South	Byculla	40%	9,136	2,369	6,767	2,707
Nexzone	Panvel	91%	2,641	2,001	640	640
NeoPark/ NeoSquare	Bhandup	100%	1,034	174	860	860
NeoValley	Bhandup	90%	2,405	264	2,141	2,141
Futurex	Lower Parel	100%	1,157	966	191	191
Millennium	Mulund	100%	393	278	115	115
Total			16,766	6,052	10,714	6,654



Ongoing Projects

RERA REGISTERED

With a robust pipeline of ongoing projects, we continue to build with purpose and precision.

ONGOING PROJECT STATUS

Project	Location	Ownership %	Total Carpet Area (in sq.ft.)	Completion %	Area Sold in Sq.Ft. (Registered Units)	Sale Value of Registered Units (in ₹ Cr)	Collection from Sold Area (in ₹ Cr)	Area Unsold in Sq.Ft. (Registered Units)	Estimated Revenue from unsold area (in ₹ Cr)*
Monte South Residential**	Byculla	40%	7,33,222	47%	3,37,948	1,117	753	3,95,274	1,392
Nexzone	Panvel	91%	4,33,640	66%	3,58,189	363	301	75,451	80
NeoPark / NeoSquare	Bhandup	100%	1,68,053	84%	1,12,948	174	126	55,105	97
NeoValley	Bhandup	90%	2,28,797	50%	1,63,011	264	111	65,786	111
Millennium	Mulund	100%	1,79,440	89%	1,29,913	278	249	49,527	115
Total (100% share)			17,43,152		11,02,009	2,196	1,540	6,41,143	1,794
Total (MNRL's share)			13,03,219		8,99,240	1,526	1,088	4,03,979	959

EXPECTED SURPLUS FROM ONGOING PROJECTS

Project	Value of Unsold (in ₹ Cr)	Sold but yet to collect (in ₹ Cr)	Cost to complete (in ₹ Cr)	Surplus (in ₹ Cr)
Monte South Residential**	1,392	364	1,124	632
Nexzone	80	62	110	32
NeoPark/NeoSquare	97	48	36	109
NeoValley	111	153	164	100
Millennium	115	29	34	110
Total (100% share)	1,794	657	1,467	983
Total (MNRL's share)	959	438	793	604
OC Ready Inventory (MNRL's share)	449	-	-	449

*As per rates of Q1 FY26. **Includes 100% share for Monte South project



Upcoming Projects

Our upcoming projects are strategically planned to align with market demand, capitalize on emerging trends, and ensure sustainable growth.

Project	Location	Ownership	Total Carpet Area (in sq.ft.)	Estimated Sale Value (in ₹ Cr.)
Monte South Phase 3 Residential **	Byculla	40%	4,00,000	1,600
Monte South Phase 3 Commercial **	Byculla	40%	7,50,000	3,375
Nexzone Phase 3 Residential	Panvel	91%	3,12,500	330
Nexzone Phase 3 Commercial	Panvel	91%	1,25,000	132
NeoPark Phases	Bhandup	100%	4,31,948	762
NeoValley Phases	Bhandup	100%	11,50,000	2,030
Total (100% share)			31,69,448	8,230
Total (MNRL share)			24,40,073	5,245

Post-merger, the company will gain access to land with a development potential of 4.2 crore sq.ft., translating to a GDV of ~₹59,000 crore.

**Includes 100% share for Monte South project

Thank You

Marathon Nextgen Realty Limited

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