

Date: February 8, 2024

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

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

Sub: Press Release

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements), Regulation 2015, we are enclosing herewith Press Release for the quarter and nine months ended December 31, 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 S Raghavan
Company Secretary and Compliance Officer
Membership No.: A8269



Mumbai, February 8, 2023: Marathon Nextgen Realty Ltd., one of the leading real estate company engaged in the development of residential and commercial projects, announces its financial results for the Third Quarter (Q3FY24) and nine months (9MFY24) period ended December 31st, 2023.

- **Recorded 9MFY24 booking value of Rs.642 crores, area sold stood at 4,34,653 sq. ft**
- **Robust Launch Pipeline of upcoming projects of 49.5 lakh sq. ft.**

Commenting on the Company's performance, Mr. Chetan Shah, Chairman & Managing Director, Marathon NextGen Realty Limited, said, *"We are delighted to post yet another quarter of strong performance with the nine months profit surpassing previous full year profit; on the back of robust and resilient demand environment. Our prudent approach to achieving growth while maintaining profitability has resulted in a strong financial performance across all our key metrics. The company experienced sustained demand across its portfolio, a testament to the enduring appeal of its projects and the trust it has garnered among homebuyers and investors alike. We continue to deleverage our balance sheet supported by our strong cash flows. We remain committed to delivering exceptional value to our customers while driving sustainable growth for our stakeholders. As we look ahead, we are strategically positioned for sustained growth with a robust pipeline of projects catering to various price segments."*

Operational Highlights for Q3FY24*

- Area sold stood at **1,71,757 sq. ft.**
- Booking value stood at **Rs.258 crores**
- Collections stood at **Rs.206 crores**
- Average Realization stood at **Rs.21,271 per sq. ft.** for commercial and **Rs.12,232 per sq.ft.** for Residential.

Operational Highlights for 9MFY24*

- Area sold stood at **4,34,653 sq. ft.**
- Booking value stood at **Rs.642 crores**
- Collections stood at **Rs.507 crores**
- Average Realization stood at **Rs.19,602 per sq. ft.** for commercial and **Rs.12,492 per sq. ft.** for Residential.

Consolidated Q3FY24 Financial Performance

- Net Revenues stood at **Rs.210 crores** compared to **Rs.278 crores** in Q3FY23
- EBITDA stood at **Rs.96 crores** compared to **Rs.143crores** in Q3FY23
- Profit before Tax (PBT) stood at **Rs.57 crores** compared to **Rs.103 crores** in Q3FY23
- Profit After Tax (PAT) stood at **Rs.51 crores** compared to **Rs.80 crores** in Q3FY23

Consolidated 9MFY24 Financial Performance

- Net Revenues stood at **Rs.549 crores** compared to **Rs.546 crores** in 9MFY23
- EBITDA stood flat YoY at **Rs.242 crores**



Quarterly Earnings Release | Q3 FY24

- Profit before Tax (PBT) stood at **Rs.136 crores** compared to **Rs.134 crores** in 9MFY23
- Profit After Tax (PAT) stood at **Rs.128 crores** compared to **Rs.107crores** in 9MFY23

Net Debt

- Net Debt stood at **Rs 733** crores as on 31st December'23

Cash Flows

As on 31st December 2023,

- Balance collections from sold units (completed + Ongoing) in all launched projects stood at **Rs.812 crores**.
- Total Pending Estimated Project cost to be incurred stands at **Rs.1,009 crores**.
- Total estimated revenue from unsold inventory stands at **Rs.1,711 crores**.

*Based on 40% revenue share for Monte South project

About Marathon NextGen Realty Ltd.

For over 52 years now, Marathon Group has been helping shape Mumbai's skyline. Founded in 1969 by Ramniklal Zaverbhai Shah, the Group has completed over 100 projects in the city with a portfolio encompassing townships, affordable housing, luxury residential, retail, small business spaces, and corporate parks. Marathon is design-driven and engineering-focused with a leadership team comprising of technocrats. Mr. Chetan Shah, Chairman & Mr. Mayur Shah, Vice-Chairman, have completed their engineering from US and the third generation of the company comprising of the three head of project –Mr. Kaivalya Shah, Mr. Parmeet Shah, and Mr. Samyag Shah are highly qualified having completed their education from US and bring years of real estate experience. Marathon has strong in-house capabilities in design, engineering, execution, marketing, and sales and prides itself on its transparency, customer-centricity and is among one of the most trusted Developers.

The Group has ongoing projects & land banks at Lower Parel, Byculla, Mulund, Bhandup, Thane, Dombivli and Panvel.

More information is available at <https://www.marathonnextgen.com/>

For further information, please contact:

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Some of the statements in this communication may be 'forward-looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the company's operations include changes in the industry structure, significant changes in the political and economic environment in India and overseas, tax laws, duties, litigation, and labour relations.