

**Date: November 12, 2020**

Department of Corporate Services, <b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 500189	Department of Corporate Services, <b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code: NXTDIGITAL
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**Subject: Presentation at Virtual Meeting on Thursday, November 12, 2020 – Q2FY21 Performance of NXTDIGITAL Limited (“the Company”).**

**Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015,**

Dear Sir/Madam,

Further to our letter dated **November 10, 2020**, intimating about conducting of a virtual meeting to discuss the Q2FY21 performance and the road ahead on **Thursday, November 12, 2020 at 02.00 p.m.**

We are forwarding the presentation to be made at the said virtual meeting today at 02.00 p.m.

The presentation is also available on the website of the Company viz. [www.nxtdigital.in](http://www.nxtdigital.in)

Thanking you.

For **NXTDIGITAL LIMITED**  
**(formerly known as Hinduja Ventures Limited)**

**Hasmukh Shah**  
**Company Secretary**



(Formerly known as Hinduja Ventures Limited)

Registered Office: IN CENTRE, 49/50 MIDC, 12<sup>th</sup> Road, Andheri (E), Mumbai - 400 093.

T: +91 - 22 - 2820 8585 W: [www.nxtdigital.co.in](http://www.nxtdigital.co.in) CIN. No.: L51900MH1985PLC036896





# **NXTDIGITAL** Limited

## **Investor Presentation**

### **Q2FY21 Performance Update**

12<sup>th</sup> November 2020



HINDUJA GROUP

Two major developments on the regulatory front, that will have positive impact on NXTDIGITAL...

Ministry of Information & Broadcasting has **issued a detailed Order on 06<sup>th</sup> November'20 notifying sharing of HITS infrastructure** with other MSOs.

- Order effectively facilitates NXTDIGITAL to operate as a **“Platform-as-a-Service” or PaaS model**, paving the way for onboarding new digital services
- With this order, NXTDIGITAL’s HITS platform becomes the only B2B platform in India to be notified for infrastructure sharing.**



**mint**

Home > Industry > Media > OTT, digital news content brought under ministry of I&B's ambit

**Online content and news finally comes under MIB's jurisdiction**

Until now there was no particular guideline to regulate online content.

11 Nov, 2020 - 11:40 AM IST | By Gargi Sarkar

About 15 video streaming platforms operating in the country had come together under the aegis of the IAMAI to sign a code of self-regulation earlier this month. (Mint)

**OTT, digital news content brought under ministry of I&B's ambit**

2 min read. Updated: 11 Nov 2020, 11:20 AM IST

**Lata Jha**

- The government issued a gazette order to this effect on Wednesday after the ministry of information and broadcasting expressed disagreement with the industry body's proposed self-regulation plan

The meteoric rise of digital content has put high focus on how online content will be regulated. Until now there were no particular guidelines to regulate the exhibition of content, even though talks have been on for a long time. Now, the government has brought online news and content providers under the purview of the ministry of information & broadcasting (MIB).

## Govt brings online news platforms, content providers under MIB

*In a notification dated November 9, the President has approved the order to bring web films, digital news, etc. under I&B ministry headed by Prakash Javadekar*

online platforms will come under MIB's purview.

Surveys and reports indicate that the M&E industry has continued to face significant challenges; expected to continue for the entire fiscal.

## KPMG in India's Media and Entertainment report 2020

### Television – Historical performance

Revenues (in INR billion)	FY16	FY17	FY18	FY19	FY20	FY20 growth	CAGR (FY16-20)
<b>TV segment</b>	<b>552</b>	<b>596</b>	<b>652</b>	<b>714</b>	<b>778</b>	<b>8.9%</b>	<b>9.0%</b>
Advertisement	184	203	224	251	262	4.2%	9.2%
Subscription	368	393	428	463	516	11.4%	8.8%

Source: KPMG in India analysis, 2020, based on primary and secondary research

### Future of the TV segment – A slow recovery

Revenues (in INR billion)	FY20	FY21P	FY22P	FY21 decline over FY20	FY22 growth over FY21
<b>TV segment</b>	<b>778</b>	<b>708</b>	<b>769</b>	<b>-8.9%</b>	<b>8.6 %</b>
Advertisement	262	217	258	-17.0 %	19.0 %
Subscription	516	491	511	-4.8 %	4.0 %

Source: KPMG in India analysis, 2020, based on primary and secondary research

## Conclusion

The TV segment has had a tumultuous couple of years with the implementation of NTO in 2019 and a pandemic-driven lockdown towards the end of March 2020. While subscription revenues increased in FY20 on account of the NTO, advertisement had a tepid year due to sluggishness in the economy. TV has stepped into FY21 with multiple challenges – tepid ad market, a content supply chain facing challenges, disruptions in cash collections and increasing challenge from OTT platforms.

However, due to the importance of TV as a medium, as well as the effective reach that it provides to advertisers, the segment is expected to remain highly relevant in the short to medium term. It is expected that the segment will adapt quickly to the new normal and restore the content supply chain, and with a revival of the economy envisaged in FY22, the fundamentals of TV remain strong as ever.

The lockdown is likely to have some short term and long-term changes for the TV segment, which are summarised below<sup>27</sup>.

	Near Term	Long Term
<b>Viewership</b>	Significant spike as no 'Out of Home' entertainment options were available	Viewership likely to come back to pre-COVID levels. English/Lifestyle channels likely to face an existential crisis especially under NTO 2.0 regime
<b>Advertisement Revenues</b>	Sharp decline in Q1 FY21 (70-80% across major channels), overall decline seen in FY21 as the contributing sectors remain weak and GDP is expected to contract in FY21	Long term fundamentals of TV remain robust, with no cannibalisation being seen from OTT, which was evidenced during the lockdown. Ad spends to recover in FY22 and beyond
<b>Subscription Revenues</b>	Adverse impact in FY21 on account of reverse migration, issues around disposable income and collection challenges. Although this impact will be lower than ad revenue impact	India still remains under-penetrated as far as C&S HHs are concerned. Long term growth prospects to be driven by growth in HHs and ARPUs. Although ARPUs to face headwinds post implementation of NTO 2.0
<b>Content Costs</b>	Additional costs due to COVID-19 SOP compliance. However, broadcasters are negotiating with production houses to rationalise content costs, including talent costs	Near term rationalisation could be undone partially in the long run. However, on a net basis, content costs could see a marginal decline
<b>Content Supply Chain</b>	Adversely impacted, with very little use of technology. The TV segment is struggling to be efficient in terms of producing content with COVID-19 related restrictions in place	Technology interventions could see efficiencies in terms of cost increase in the long run, although lead times may not be impacted much

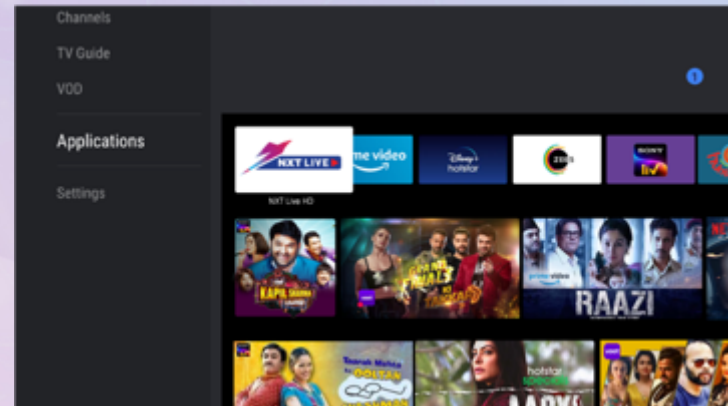


## NXTDIGITAL Initiatives in Q2



# NXT Generation Digital Product Launches

NXTDIGITAL continues to be a leader in technological innovations – launches NXTCONNECT & NXTGO – next generation hybrid home media gateways.



 <p><b>GOOGLE VOICE ASSISTANT</b> Voice Search - Say it and Discover</p>	 <p><b>GOOGLE SEARCH</b> Discover more about the World</p>	 <p><b>GOOGLE PLAY STORE</b> Install your favourite apps</p>
 <p><b>YOUTUBE APP</b> See what the World is Watching</p>	 <p><b>IN-BUILT CHROME CAST</b> Cast your content from any device</p>	 <p><b>HOME AUTOMATION</b> Turn your Home to a Smart Home</p>
 <p><b>GAMES</b> Play Games on the Big Screen</p>	 <p><b>KARAOKE</b> Sing along your favourite tunes</p>	 <p><b>LIVE TV</b> Unlimited live entertainment</p>
 <p><b>BLUETOOTH DEVICES</b> Pair it. Enjoy it.</p>	 <p><b>MOBILE REMOTE</b> Make your phone a remote</p>	 <p><b>PRE-INSTALLED OTT SERVICES</b> Enjoy your favourite shows</p>



# NXT Customer Outreach Programmes



NXTDIGITAL consumer connect programmes “Ganpati Bappa Morya” and “Durgotsav” facilitated festivals were “enjoyed from the safety and comfort of peoples’ homes”. It also heralded the launch of our new channel “NXT Tarang”

**Ganpati Bappa Morya**

SHARE EACH MOMENT OF YOUR GANPATI BAPPA'S STAY AT HOME WITH THE WORLD.

DECORATE, CELEBRATE AND SHARE YOUR LOVE FOR BAPPA!

HERE'S HOW YOU CAN SPREAD THE LOVE!

- Record and send us your videos of the festivities at home.
- Shortlisted videos to be featured on our social media channel.
- Win Exciting Prizes for the Best Ganpati Idol, Best Ganpati Decoration and Best Eco-friendly Ganpati.

Upload your video entries at [GanpatiBappaMorya.nxtdigital.in](http://GanpatiBappaMorya.nxtdigital.in) For further queries (about this event ONLY) please call 1800-212-6456



It's time to prepare for celebrations and joy, as Maa Durga graces us with her arrival.

As the sound of joy ushers in the celebrations, let the world know Maa Durga is here to bless us all.

This Durga Puja, let your golden voice reach every heart.

Win over hearts with your beautiful voice and let the world discover your talent this festive season.

Record and send us your videos of singing/dancing/retelling.

Shortlisted videos to be featured on TV.

Top 3 performances in each category stand a chance to win exciting gifts.

Upload your video entries at [Durgotsav.nxtdigital.in](http://Durgotsav.nxtdigital.in) For further queries (about this event ONLY) please call 1800-212-6456

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### नेकस्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम 'गणपतिबप्पामोरया' की घोषणा की

मुंबई, कर्ण केसरी

देसवसी पराबन नेसस का स्वभरन करणे की हैवरी का बुकि है। येके में किंग्डम समूह की वीरिण ससक, नेकस्टडिजिटल ने कंज्यूमर कनेक्ट प्रोग्राम - 'गणपतिबप्पामोरया' कुरु निघा है, जकि वीरिणक ससभने के बीच सुवसुतरी और सुसक का बरिण रिण ज सके। इत पाल के जिन, नेकस्टडिजिटल उपवेसतरी को प्रोवैरिण करिण कि के अपने घरी में वरिने हुर पनेसोवना मन्ने (अने ससकत, सभरन और अररने)का वीरिणके अपने केवसतल पेसस के मुट करे और उने नेकस्टडिजिटल को केवसतल पर अररनेके करे। इस वीरिणके प्रोवैरिणके के जिन, बुकिने प्रोवैरिणके को इनेवैरिणके और नेकस्टडिजिटल

नेकस्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम - 'गणपतिबप्पामोरया' की घोषणा की है। इस प्रोग्राम के तहत 25 अक्टूबर से 1 नवंबर तक के दौरान गणपति विसर्जन के अवसर पर अपने घरों में गणपति की पूजा के वीडियो और फोटो को NXTDIGITAL के वेबसाइट पर अपलोड करने का मौका मिलेगा।

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### नेकस्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम - गणपतिबप्पा मोरया की घोषणा की

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### NXTDIGITAL Ltd announces launch of new consumer connect program for Durga Puja

Kolkata, Oct 19 (UNI) As the country gears up to welcome Goddess Durga this October, NXTDIGITAL, the media arm of the Hinduja Group, has launched a consumer connect program - 'NXTDIGITAL DURGOTSAV'.

The consumer connect program is launched with an aim to spread the message that though the festivities may be affected due to the challenges of the pandemic, one can still celebrate the festival of their revered Ma Durga through the company's unique Durga Puja initiative.

As part of this initiative, NXTDIGITAL would encourage consumers to record videos of themselves performing under three categories, namely - 'song', 'dance' and 'retelling' and upload the same on [Durgotsav.nxtdigital.in](http://Durgotsav.nxtdigital.in) starting from 17th Oct 2020 till 23rd Oct 2020. This will be further promoted across NXTDIGITAL's social media channels and website.

दुर्गापूजा उपलक्ष्ये नवम ग्राहक संस्पर्धा कार्यक्रम की घोषणा करेण NXTDIGITAL Ltd. - 'NXTDIGITAL DURGOTSAV'

दुर्गापूजा उपलक्ष्ये नव ग्राहक संस्पर्धा कार्यक्रम को NXTDIGITAL लिमिटेड - 'NXTDIGITAL DURGOTSAV' ने शुरू किया है। इस कार्यक्रम के तहत 17 अक्टूबर से 23 अक्टूबर तक के दौरान दुर्गापूजा के अवसर पर अपने घरों में दुर्गापूजा के वीडियो और फोटो को NXTDIGITAL के वेबसाइट पर अपलोड करने का मौका मिलेगा।

Best Video Recording of Local Puja Celebration Win Exciting Prizes!

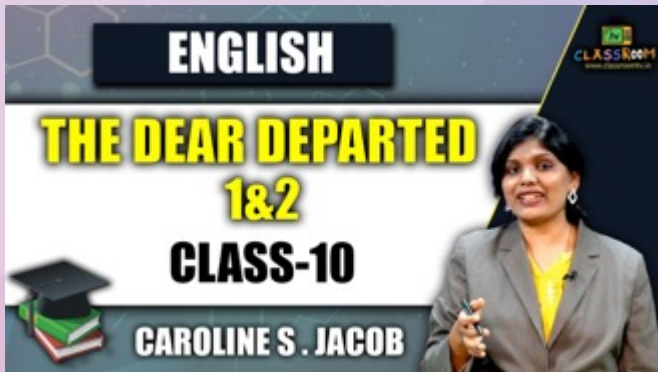
Upload your video entries at [Durgotsav.nxtdigital.in](http://Durgotsav.nxtdigital.in)

For further queries (about this event ONLY) please call 1800-212-6456



# NXT Integrated Innovative Solutions

NXTDIGITAL has continued to pursue innovative solutions to grow its business – from partnering with a learning TV channel addressed a lower income viewers, to actively launching “combo” products in Tier-II cities



- In the wake of the pandemic, Classroom TV was born in Hyderabad
- Regular Education for 8th, 9th, & 10th classes
- Expert Faculties and state of the art Infrastructure
- Everything Rs 999 for the whole academic year

- Launch of broadband in Udaipur in partnership with LCOs
- Focus on combo products – digital television + broadband
- Specially priced packages based on demographics



उदयपुर में नेक्स्ट डिजिटल की ब्रॉडबैंड सेवा शुरू  
 भारत संविधान का उदयपुर देश की सबसे बड़ी  
 भाषाओं में दुनिया हिन्दुवा युग को नेक्स्ट डिजिटल  
 केवल के साथ ही ब्रॉडबैंड की  
 है। बुधवार को मेवाड़ मोटर्स को  
 नेक्स्ट डिजिटल के मुख्यालय पर ब्रॉड  
 ब्रॉडबैंड किया गया। इस अवसर पर





## Online & Print Media Coverage



## NXTDIGITAL posts strong quarterly results - continues its growth story in Q1 of the current fiscal

NXTDIGITAL today announced its results for the first quarter of the current financial year – a quarter that was significantly impacted by the Covid pandemic. Against this challenging backdrop, the company continued its growth story, with revenues for Q1 standing at Rs. 234.82 crores.

On a consolidated basis, revenues grew by 3.4% on a sequential basis over the previous quarter and 2.7% over the same quarter of the previous year. The Company posted an EBIDTA of Rs.50.36 crores for the quarter; posting a growth of 99% on a sequential basis over the previous quarter and 2.6% on a year-on-year basis.

The Company today stated that the company has not only been able to maintain its subscriber base but even grow its video and data businesses, in spite of the serious negative sentiments of the pandemic. The Company has maintained its collection efficiency of over 99.5% under its prepaid collection model.

The Board considered a capital raising exercise as any other business item in the agenda and has constituted a committee of directors to analyse and explore various options including Preferential Allotment, Rights Issue or such other means as the Board may consider appropriate for an amount up to Rs.500 Crores.

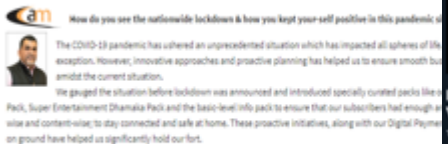
The Board appointed Mr. Amar Chintipanthi who is Chief Financial Officer of the Company as Whole Time Director and Chief Financial Officer and Key Managerial Person of the Company with immediate effect pursuant to provisions of Section 203 of the Companies Act, 2013.



## ଏକ୍ସକ୍ୟୁଟିଭ ଡିଜିଟାଲ ପକ୍ଷରୁ ଆର୍ଥିକ ଫଳାଫଳ ଘୋଷଣା

ଏକ୍ସକ୍ୟୁଟିଭ ଡିଜିଟାଲ ପକ୍ଷରୁ ୨୦୨୦ ଚାରି ମାସ ଚାରି ମାସ ଶେଷ ଘୋଷଣା ଅର୍ଥରେ ବର୍ଷକ ପଦକ୍ଷେପ ଘୋଷଣା କରାଯାଇଛି। ଏହା ଅର୍ଥରେ ଶେଷ ପଦକ୍ଷେପ ଘୋଷଣା କରାଯାଇଛି। ୨୦୧୯ ଅର୍ଥରେ ବର୍ଷକ ପଦକ୍ଷେପ ଘୋଷଣା କରାଯାଇଛି। ୨୦୧୯ ଅର୍ଥରେ ବର୍ଷକ ପଦକ୍ଷେପ ଘୋଷଣା କରାଯାଇଛି।

IndusInd Media & Communications Ltd. (A subsidiary of Hinduja Ventures Limited) is one of India's largest integrated media companies ("IMCL"). IMCL is the pioneering and one of the largest multi-system operators in the country. IMCL has a backbone of over 10000 kms of hybrid fibre optic networks. It has over 2800 Local Cable Operators as Franchisees and around 2000 staff.

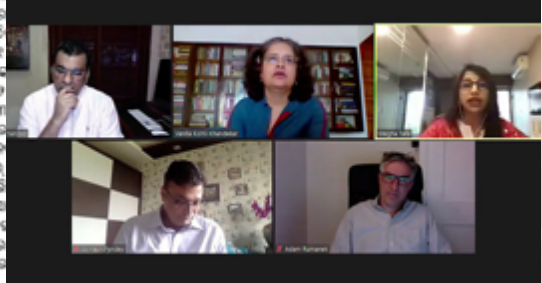


## नेकस्टडिजिटल ने की शानदार परिणामों की घोषणा

**303.43 करोड़ के मुनाफे का ऐलान**  
**110.05 करोड़ का मुनाफा दर्ज कराया**  
 प्रदर्शन के वाहक ...  
 31 मार्च 2020 को समाप्त की गई वित्तीय वर्ष की वित्तीय प्रदर्शन के अनुसार, नेकस्टडिजिटल ने 303.43 करोड़ के मुनाफे का ऐलान किया है। यह मुनाफा पिछले वित्तीय वर्ष की तुलना में 110.05 करोड़ का मुनाफा दर्ज कराया गया है।

## NXTDIGITAL plans to consolidate presence in key markets; to bundle broadband with cable service

**NXTDIGITAL announces impressive results for FY20**  
**Records profit of '110.05cr against a loss of '303.43cr in the previous year**  
 (A.O. Barua)  
 Mumbai, Aug 3: NXTDIGITAL today announced the results for the year ending 31<sup>st</sup> March 2020. The company recorded a profit of Rs. 110.05 crore as against a loss of Rs. 303.43 crore in the previous year. The company also announced its plans to consolidate presence in key markets and to bundle broadband with cable service.



# Business Performance

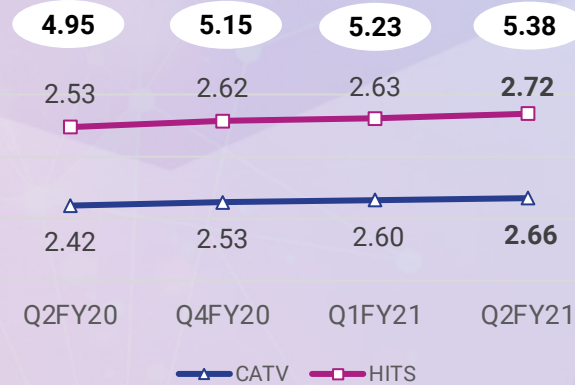


## Q2 strategy reflected in strong KPIs

The Q2 initiatives focused on customer outreach, innovative solutions and cross-selling has continued to ensure strong KPIs, even against the challenging environmental backdrop

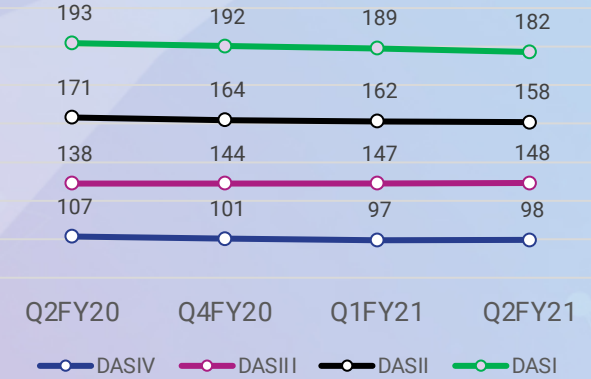
### Sub. Base - Digital content delivery

(in millions)



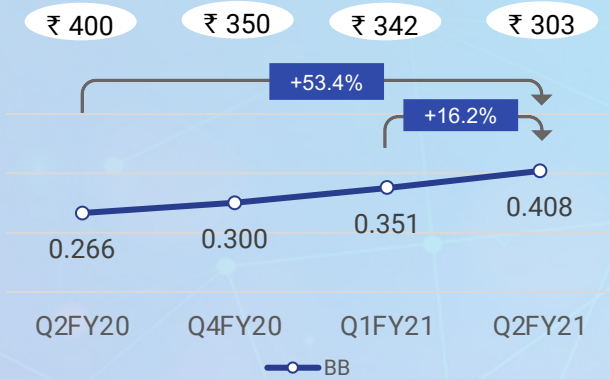
### ARPUs- Digital content delivery

(Exit point in ₹)



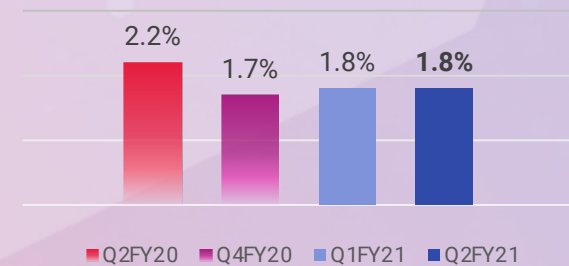
### Broadband sub. base & ARPU

(sub. base in millions & exit ARPU in ₹)



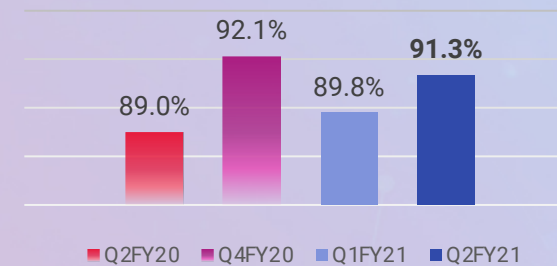
### 90-day Net Churn

(Exit point data)



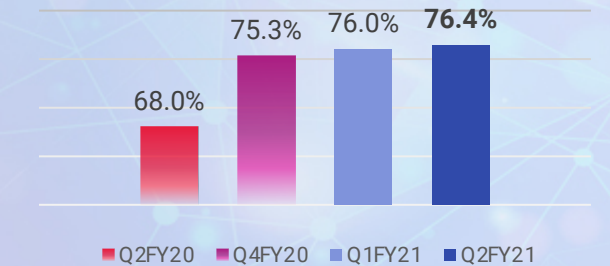
### Same Month Renewal

(Exit point data)



### On-Time Renewal

(Exit point data)



All key metrics have continued to remain stable or grow in Q2



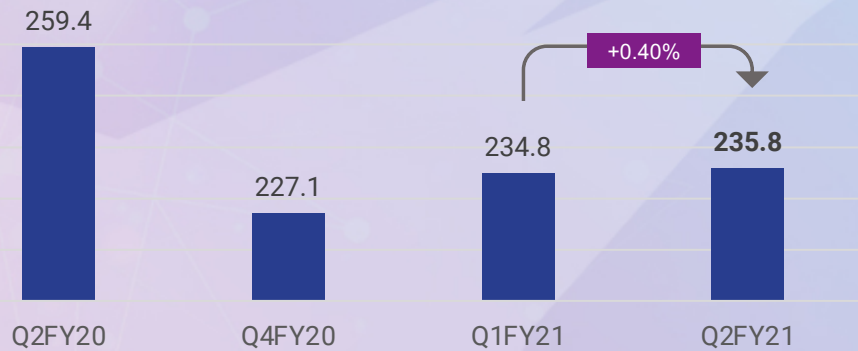
# Continuing strong quarterly financial performance



All revenue parameters continue to show growth on a quarter-on-quarter basis, buoyed by strong KPIs

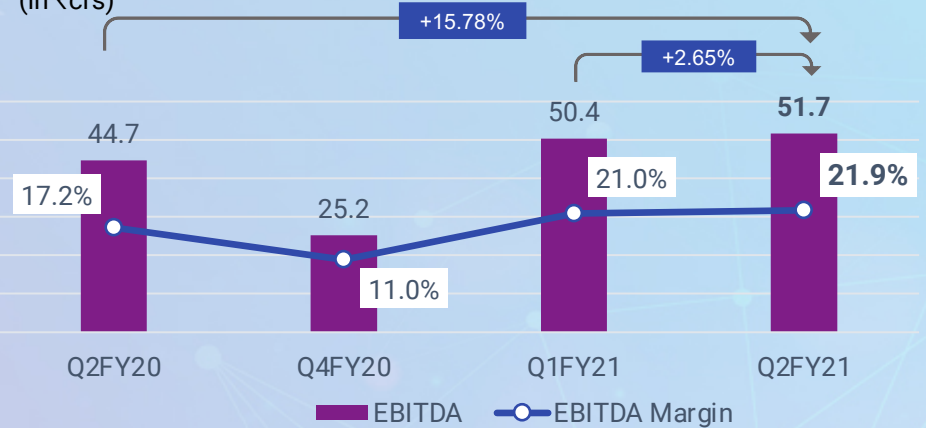
## Revenue

(in ₹crs)



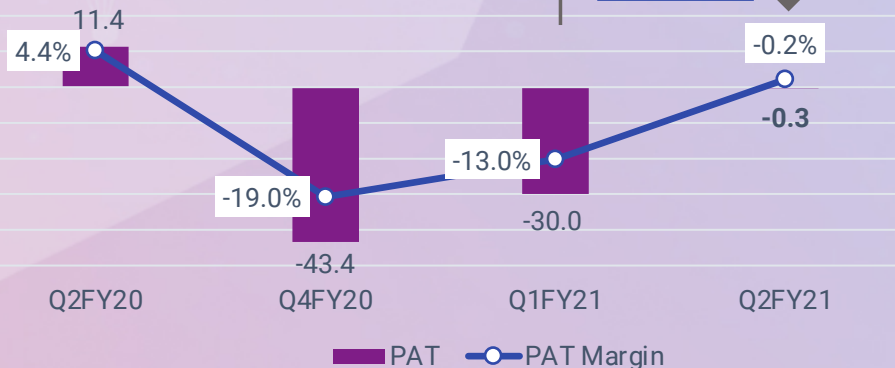
## EBITDA

(in ₹crs)



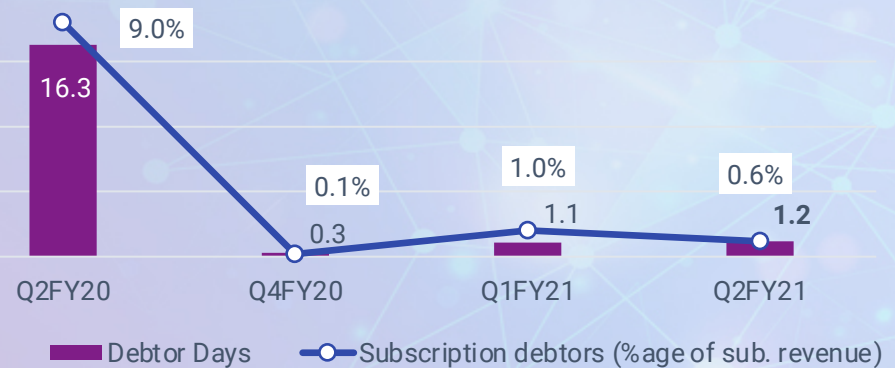
## PAT

(in ₹crs)



## Subscriber Debtor Days

(Average Subscriber Debtor Days)





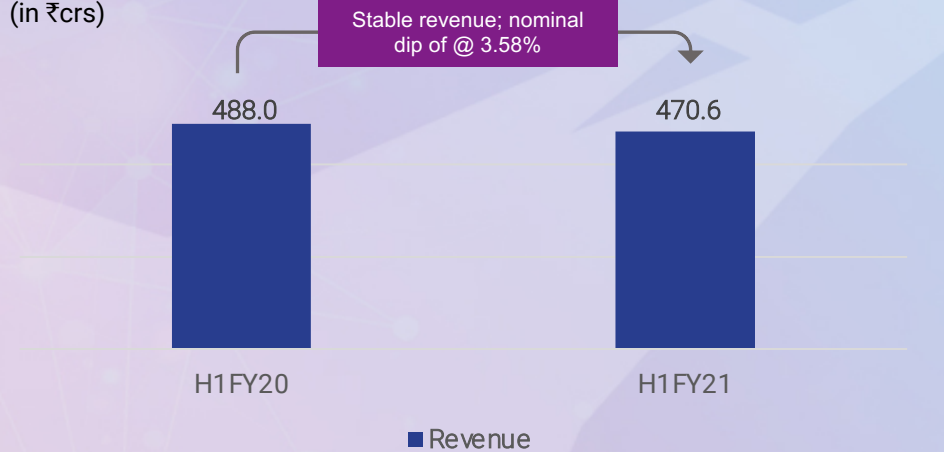
# Ending H1FY21 on a strong note



Key financial performance parameters continued to see a strong and stable trend from last fiscal through H1FY21

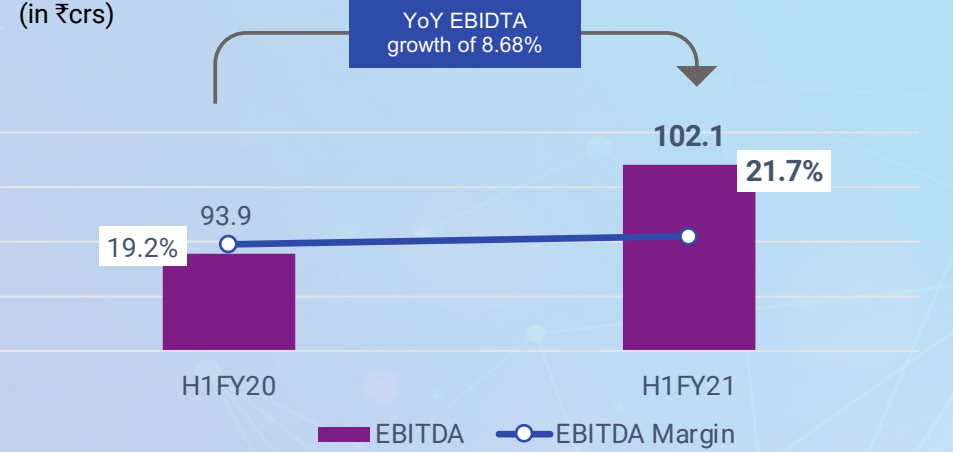
## Revenue

(in ₹crs)



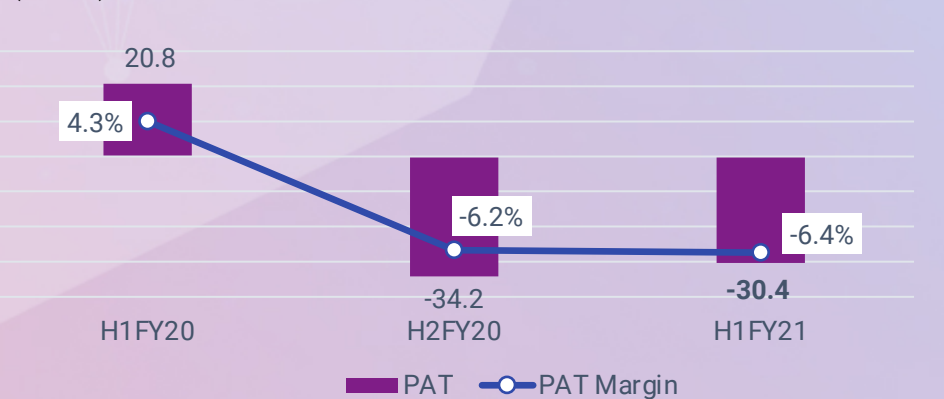
## EBITDA

(in ₹crs)



## PAT

(in ₹crs)



NXTDIGITAL ends Q2FY21 (and H1FY21) on a strong note; against the challenging backdrop of Covid-19 that has significantly affected the media & entertainment business across all segments

Subscriber base not only retained but also sees growth in both, video and broadband segment; mitigating aspect of "reverse migration" and "economic driven downgrades"

All KPIs continue to remain stable

Revenues and EBITDA continues to grow on a QoQ basis

Company turns break-even at PAT level in Q2



# Annexures



## Consolidated Income Statement (Quarterly)

Particulars	Q2FY21 (₹cr)	Q1FY21 (₹cr)	QoQ growth (%)	Q2FY20 (₹cr)	YoY growth (%)
<b>Revenue:</b>					
<b>Total revenue</b>	<b>235.76</b>	<b>234.82</b>	<b>0.4</b>	<b>259.42*</b>	<b>-9.1</b>
<b>Expenses:</b>					
Operating costs	114.94	116.64	-1.5	154.52	-25.6
People costs	18.30	20.09	-8.9	15.61	17.2
Other costs	50.82	47.72	6.5	44.64	13.9
<b>Total expenses</b>	<b>184.06</b>	<b>184.46</b>	<b>-0.2</b>	<b>214.77</b>	<b>-14.3</b>
<b>EBIDTA</b>	<b>51.70</b>	<b>50.36</b>	<b>2.7</b>	<b>44.65</b>	<b>15.8</b>
Depreciation	56.92	49.03		48.38	
Interest	37.52	36.16		24.75	
Extra-ordinary income					
<b>Profit before tax</b>	<b>-42.73</b>	<b>-34.83</b>		<b>-28.48</b>	
Taxation	-42.39	-4.82		-39.89	
<b>Profit after tax</b>	<b>-0.34</b>	<b>-30.01</b>		<b>11.41**</b>	

\* excludes one-time revenue of Rs 123.12 Cr

\*\* operating PAT

## Consolidated Income Statement (Half yearly)

Particulars	H1FY21 (₹cr)	H1FY20 (₹cr)	YoY growth (%)
<b>Revenue:</b>			
<b>Total revenue</b>	<b>470.58</b>	<b>488.04*</b>	<b>-3.6</b>
<b>Expenses:</b>			
<b>Operating costs</b>	<b>231.58</b>	<b>266.95</b>	<b>-13.2</b>
People costs	38.40	29.24	31.3
Other costs	98.54	97.95	0.6
Total expenses	368.52	394.13	-6.5
<b>EBIDTA</b>	<b>102.06</b>	<b>93.91</b>	<b>8.7</b>
Depreciation	105.95	93.62	
Interest	73.68	49.22	
Extra-ordinary income			
Profit before tax	-77.56	-48.93	
Taxation	-47.21	-69.69	
<b>Profit after tax</b>	<b>-30.35</b>	<b>20.77**</b>	

\* excludes one time revenue of Rs 123.12 Cr

\*\* operating PAT





# NXTDIGITAL LIMITED



HINDUJA GROUP