



ORIENTAL CARBON & CHEMICALS LIMITED

14th Floor, Tower-B, World Trade Tower, Plot No. C-1, Sector-16, Noida - 201301, UP
Phone : 91-120-2446850 Website : www.occlindia.com



November 02, 2021

The Manager
BSE Limited
Department of Corporate Services,
Floor 25, P. J. Towers, Dalal Street
Mumbai - 400 001

The Manager
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex
Bandra (E),
Mumbai - 400 051

Scrip Code: 506579

Symbol: OCCL

Dear Sirs/Madam,

Re: Investor Presentation for the quarter and half year ended 30th September, 2021

Pursuant to the provision of the Listing Regulations, 2015 enclosed please find herewith a copy of the Investor Presentation for the quarter and half year ended 30th Septemeber, 2021.

Thanking you,

Yours faithfully,
For Oriental Carbon & Chemicals Ltd


Pranab Kumar Maity
Company Secretary & GM Legal

Encl.: As above.



Oriental Carbon & Chemicals Limited


Providing Solutions...

...Creating Innovations

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The background of the slide is a grayscale photograph of a diamond mine. It shows a series of parallel tracks or paths leading into the distance, with numerous small, sparkling diamonds scattered across the ground. The lighting creates a bokeh effect with bright spots of light.

Q2 & H1 FY22 Financial Highlights

Message from Promoter & Managing Director



Commenting on the results, **Mr. Arvind Goenka, Promoter and Managing Director** said

“We have reported total income of Rs.187.3 crores in the first half of the current fiscal with EBITDA and PAT of Rs.47.2 and Rs. 25.1 respectively. This was on the back of revival in demand post the second wave of the pandemic, normalization of replacement and OEM demand in domestic and international markets, improvement in economic activities with significant decline in covid cases and increase in vaccination rate.

Sharp increase in raw material costs and freight costs has resulted in lower margins and impacted overall profitability with the time lag in raising the finished product prices. We continue to be focused on improving operational efficiencies and are continuously taking steps towards controlling costs.

The business environment is stable except for South Asian markets which is still affected by Covid. Operations at both our plants are running smoothly.

The Company in the process of starting trial runs of its upcoming Insoluble Sulphur plant at Dharuhera and we expect to commission the project in November 2021.

In order to reward the shareholders for their continuous support, the Board of Directors have recommended an Interim Dividend of Rs. 7 per equity share of FV of Rs. 10 each.

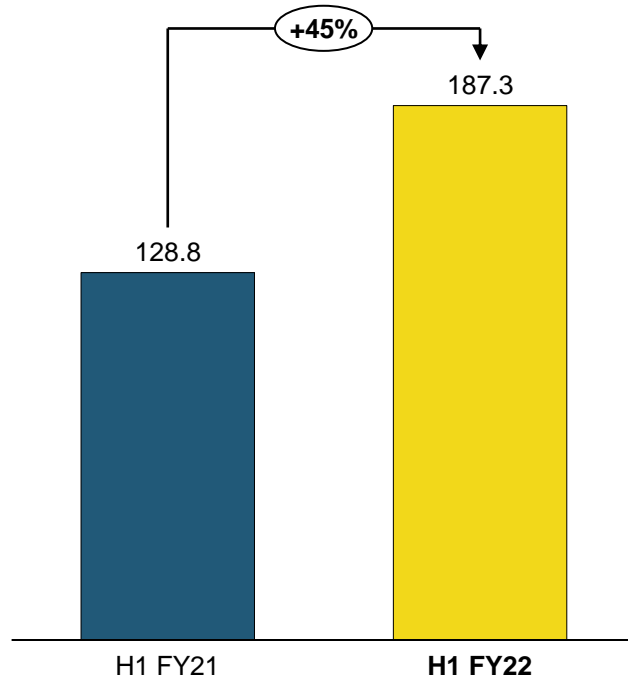
The Indian Tyre market is witnessing capacity expansions undertaken by tyre manufacturers and new products have been introduced over past few months. Indian Tyre market offtake appears to be optimistic. With increasing radialization in LCV and TBR tyre consumers, on account of superior mileage and fuel efficiency will drive large consumption of insoluble sulphur. We expect this momentum to sustain going ahead led by the normalization of operations in most markets and the upcoming festive season in India.

With the completion of our capacity expansion, we are optimistic of gaining new orders on back of our long standing relationship with our customers. We are on a strong footing to deliver sustainable and profitable long-term growth with our dominant position in the industry, being the only domestic player producing IS with domestic market share of ~60% and ~10% global market share, and a marquee customer base of 40+ tyre OEMs.”

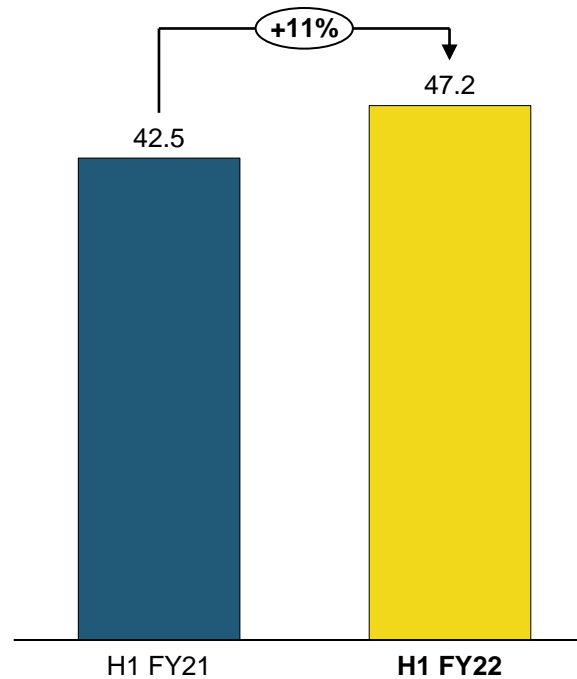
Standalone Financial Highlights: H1 FY22



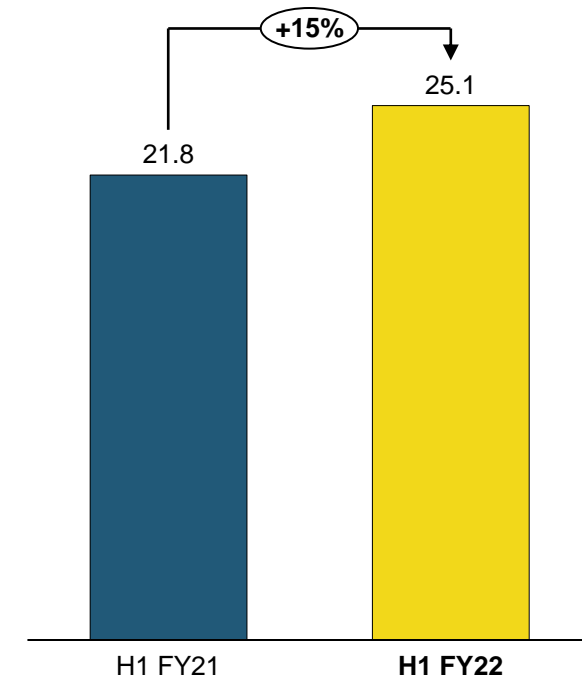
Revenues[^] (Rs. Crs)



EBITDA[^] (Rs. Crs)



PAT (Rs. Crs)



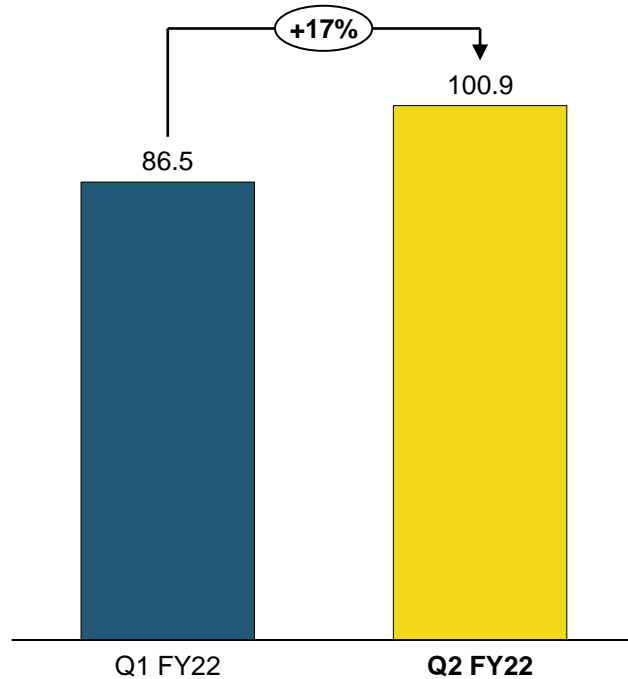
Rs. In crs.

[^]incl. Other Income

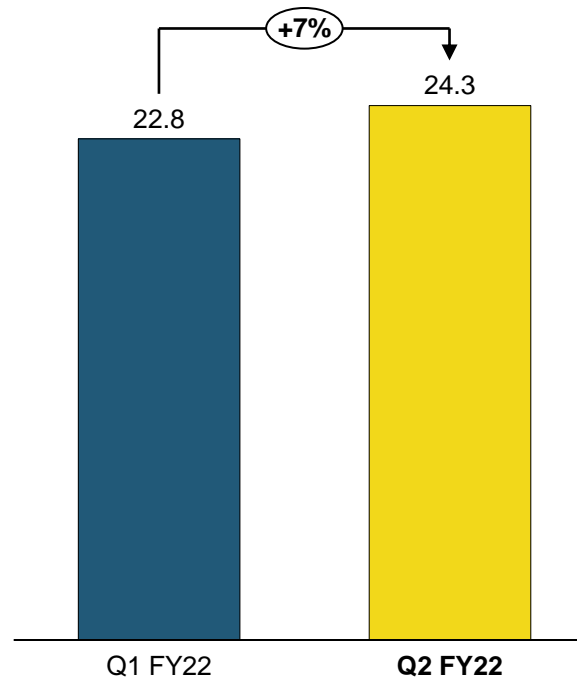
Standalone Financial Highlights: Q2 FY22



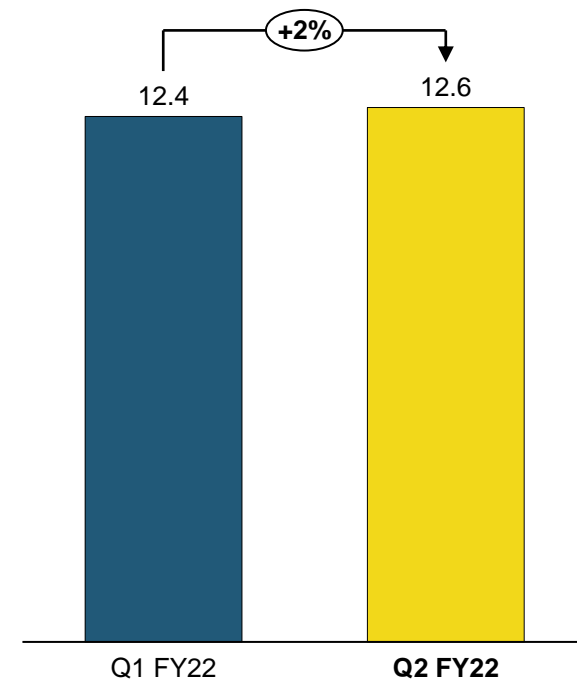
Revenues[^] (Rs. Crs)



EBITDA[^] (Rs. Crs)



PAT (Rs. Crs)



Rs. In crs.

[^]incl. Other Income

Standalone Profit & Loss Statement

Particulars (Rs. Crs.)	Standalone								
	Q2 FY22	Q2 FY21	Y-o-Y	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y	FY21
Total Income from Operations[^]	100.9	81.8	23%	86.5	17%	187.3	128.8	45%	344.7
Raw Material*	35.4	13.1		22.9		58.3	26.2		79.1
Employee Expenses	11.6	11.3		11.5		23.1	20.5		44.0
Other Expenses	29.5	23.9		29.2		58.7	39.6		97.7
EBITDA[^]	24.3	33.5	-27%	22.8	7%	47.2	42.5	11%	124.0
EBITDA Margin (%)[^]	24.1%	41.0%		26.4%		25.2%	33.0%		36.0%
Depreciation	5.5	5.1		5.3		10.9	10.1		21.0
EBIT	18.8	28.5	-34%	17.5	7%	36.3	32.4	12%	103.0
EBIT Margin (%)	18.6%	34.8%		20.2%		19.4%	25.2%		29.9%
Finance Cost	1.2	1.7		1.1		2.3	3.6		6.3
Profit before Tax	17.6	26.8	-34%	16.4	8%	34.0	28.8	18%	96.6
Tax	5.0	6.4		3.9		8.9	7.0		21.6
Profit After Tax	12.6	20.4	-38%	12.4	2%	25.1	21.8	15%	75.0
PAT Margin (%)	12.5%	24.9%		14.4%		13.4%	16.9%		21.8%
Other Comprehensive Income	1.1	-0.3		-0.3		0.8	0.4		-0.4
Total Comprehensive Income	13.8	20.1	-32%	12.1	14%	25.8	22.2	17%	74.6
EPS	12.64	20.43		12.43		25.08	21.82		75.08

Sharp increase in raw material costs and freight costs has resulted in lower margins and impacted overall profitability with the time lag in raising the finished product prices

[^]Incl. Other Income, *Total Raw material cost incl. change in Inventories

Balance Sheet - Standalone



EQUITY & LIABILITIES (Rs. Crs.)	Sep-21	Mar-21
Equity Share Capital	10.0	10.0
Other Equity	538.4	522.5
Total Equity	548.4	532.5
Financial Liabilities		
Borrowings	117.1	112.7
Lease Liability	5.5	5.8
Other Financial Liabilities	0.0	0.0
Provisions	2.5	2.3
Deferred Tax Liabilities (Net)	28.3	25.4
Total Non-Current Liabilities	153.3	146.2
Financial Liabilities		
Borrowings	81.6	66.2
Lease Liability	0.0	0.0
Trade Payables	22.4	19.1
Other Financial Liabilities	17.6	19.5
Other Current Liabilities	4.4	6.0
Income Tax Liability	0.0	0.2
Provisions	0.9	1.3
Total Current Liabilities	127.0	112.4
Total Equity and Liabilities	828.7	791.1

ASSETS (Rs. Crs.)	Sep-21	Mar-21
Property, Plant and Equipment	334.3	326.5
Capital Work-in-progress	129.0	113.3
Other Intangible Assets	0.4	0.4
Intangible Assets Under Development	0.0	0.1
Financial Assets		
Investments	59.5	45.6
Loans	0.7	0.7
Others	7.5	7.2
Other Non-Current assets	2.2	8.5
Total Non-Current Assets	533.7	502.3
Inventories	49.5	40.1
Financial Assets		
Investments	152.7	153.3
Trade Receivables	71.2	74.8
Cash and Cash Equivalents	2.9	1.6
Bank balances	1.6	1.8
Loans	0.8	0.7
Others Financial Assets	3.9	2.8
Current Tax Assets (Net)	0.5	0.0
Other Current Assets	12.1	13.8
Total Current Assets	295.0	288.8
Total Assets	828.7	791.1

Standalone Cashflow Statement



Particulars (Rs. Crs.)	Sep-21	Sep-20
Net Profit Before Tax	34.0	28.8
Adjustments for: Non Cash Items / Other Investment or Financial Items	7.2	8.2
Operating profit before working capital changes	41.2	37.0
Changes in working capital	-0.1	0.3
Cash generated from Operations	35.0	37.4
Direct taxes paid (net of refund)	-7.1	-4.1
Net Cash from Operating Activities	28.0	33.2
Net Cash from Investing Activities	-32.7	-67.6
Net Cash from Financing Activities	6.0	12.9
Net Decrease in Cash and Cash equivalents	1.3	-21.5
Add: Cash & Cash equivalents at the beginning of the period	1.6	23.3
Cash & Cash equivalents at the end of the period	2.9	1.8

Consolidated Profit & Loss Statement



Particulars (Rs. Crs.)	Consolidated								
	Q2 FY22	Q2 FY21	Y-o-Y	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y	FY21
Total Income from Operations^	114.7	93.5	23%	97.5	18%	212.3	145.1	46%	386.5
Raw Material*	43.0	19.5		28.5		71.6	35.3		103.3
Employee Expenses	14.5	13.7		15.0		29.5	24.8		53.4
Other Expenses	30.6	24.8		29.9		60.4	40.9		100.9
EBITDA^	26.6	35.5	-25%	24.1	10%	50.7	44.0	15%	129.0
EBITDA Margin (%) ^	23.2%	38.0%		24.8%		23.9%	30.3%		33.4%
Depreciation	5.8	5.3		5.6		11.4	10.6		22.1
EBIT	20.8	30.2	-31%	18.5	12%	39.3	33.4	18%	106.9
EBIT Margin (%)	18.1%	32.3%		19.0%		18.5%	23.0%		27.7%
Finance Cost	1.2	1.8		1.2		2.4	3.7		6.5
Exceptional Items	0.0	0.0		0.0		0.0	0.0		0.0
Profit before Tax	19.6	28.4	-31%	17.3	13%	36.9	29.7	24%	100.4
Tax	5.5	6.4		4.1		9.6	7.0		17.4
Profit After Tax	14.1	22.1	-36%	13.2	6%	27.2	22.7	20%	83.0
PAT Margin (%)	12.2%	23.6%		13.5%		12.8%	15.6%		21.5%
Other Comprehensive Income	1.1	-0.3		-0.4		0.8	0.4		-0.4
Non-Controlling Interest	0.7	0.8		0.4		1.1	0.4		4.0
Total Comprehensive Income	14.5	20.9	-31%	12.5	16%	26.9	22.6	19%	78.6
EPS	13.35	21.25		12.82		26.17	22.25		79.08

^incl. Other Income, *Total Raw material cost incl. change in Inventories

Balance Sheet - Consolidated



EQUITY & LIABILITIES (Rs. Crs.)	Sep-21	Mar-21
Equity Share Capital	10.0	10.0
Other Equity	540.1	523.2
Total Equity	550.1	533.2
Non-Controlling Interest	16.3	15.2
Financial Liabilities		
Borrowings	117.3	112.9
Lease Liability	5.5	5.8
Other Financial Liabilities	0.1	0.1
Provisions	3.0	2.7
Deferred Tax Liabilities (Net)	24.5	20.9
Total Non-Current Liabilities	150.3	142.3
Financial Liabilities		
Borrowings	85.0	66.2
Lease Liability	0.0	0.0
Trade Payables	27.5	25.2
Other Financial Liabilities	21.6	23.2
Other Current Liabilities	5.8	7.1
Provisions	1.1	1.5
Total Current Liabilities	141.1	123.2
Total Equity and Liabilities	857.8	813.9

ASSETS (Rs. Crs.)	Sep-21	Mar-21
Property, Plant and Equipment	349.6	342.0
Capital Work-in-progress	129.0	113.3
Other Intangible Assets	0.5	0.5
Intangible Assets Under Management	0.0	0.1
Financial Assets		
Investments	45.0	31.0
Loans	0.8	0.7
Others	7.6	7.3
Other Non-Current assets	2.3	8.5
Total Non-Current Assets	534.7	503.5
Inventories	57.7	47.4
Financial Assets		
Investments	157.1	154.3
Trade Receivables	76.3	80.6
Cash and Cash Equivalents	6.0	2.1
Bank balances	7.1	7.2
Loans	0.8	0.8
Others Financial Assets	4.0	2.8
Current Tax Assets (Net)	1.2	0.5
Other Current Assets	13.0	14.7
Total Current Assets	323.1	310.4
Total Assets	857.8	813.9

Consolidated Cashflow Statement

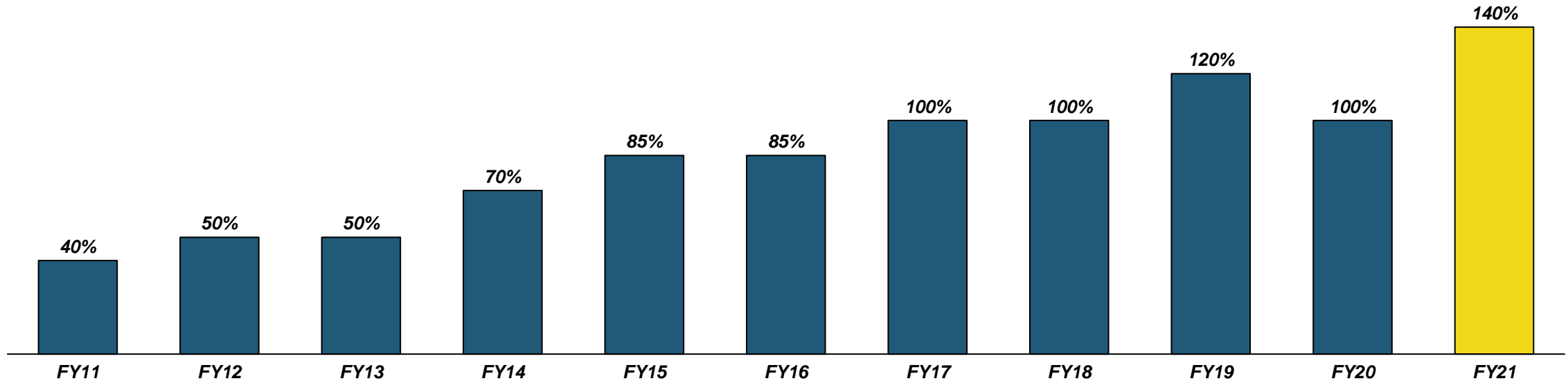


Particulars (Rs. Crs.)	Sep-21	Sep-20
Net Profit Before Tax	36.9	29.7
Adjustments for: Non Cash Items / Other Investment or Financial Items	7.7	8.8
Operating profit before working capital changes	44.6	38.5
Changes in working capital	-6.6	0.8
Cash generated from Operations	38.0	39.3
Direct taxes paid (net of refund)	-7.1	-4.1
Net Cash from Operating Activities	30.9	35.2
Net Cash from Investing Activities	-36.4	-68.2
Net Cash from Financing Activities	9.3	15.6
Net Decrease in Cash and Cash equivalents	3.8	-17.4
Add: Cash & Cash equivalents at the beginning of the period	2.1	23.4
Cash & Cash equivalents at the end of the period	6.0	6.0

Consistent Dividend Records



Dividend (% of Face Value)



The Board of Directors has declared an Interim Dividend for Financial Year 2021-2022 of Rs.7/- per equity share of Rs.10/- each (70% of FV)

Company Overview



MARKET LEADER

Duncan JP Goenka Group Company
One of the market leader in the production of Insoluble Sulphur

TECHNOLOGY DRIVEN

Aims to be the most respected, most preferred technology driven Insoluble Sulphur supplier to the Rubber industry

MANUFACTURING FACILITIES

State of the art manufacturing facilities in India at Dharuhera (Haryana) and at Mundra (Gujarat)

"REACH" Compliant

OCCL is a people and technology driven company. Our products are "REACH" compliant & Company has ISO40001 & ISO45001 certification

STRONG FINANCIALS

12 Year CAGR
Revenues – 9%
EBITDA – 18%
PAT – 21%

MARKET SHARE

Domestic Share of 55% - 60%
Global market share of ~10%
Customer Base + 40

RATING

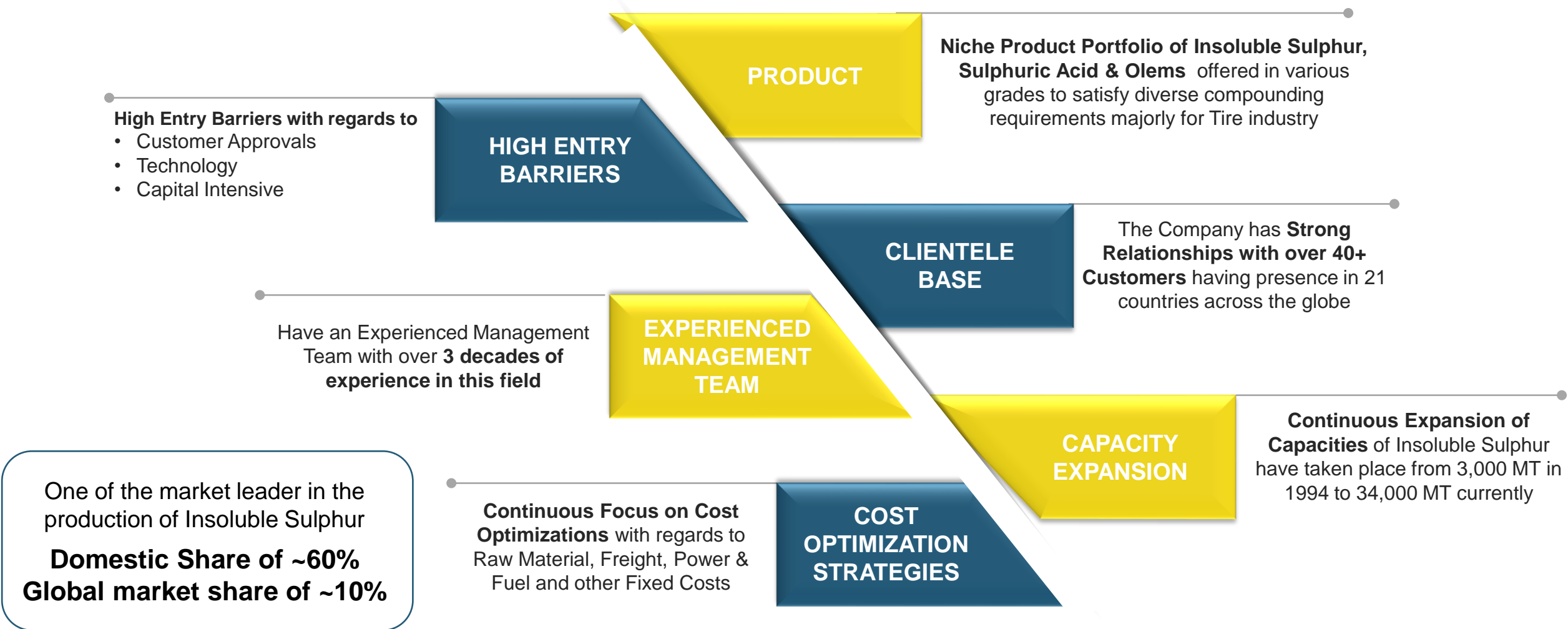
OCCL has been awarded with ECOVADIS GOLD SUSTAINABILITY RATING placing OCCL amongst the top 6% of the companies assessed globally



KEY STRENGTHS



Key Strengths

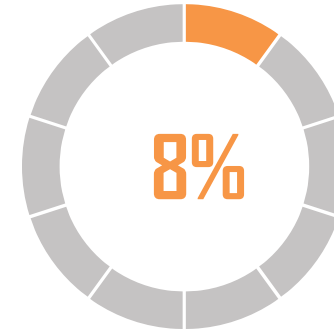


We deliver a Niche Product Portfolio...



INSOLUBLE SULPHUR

- **Insoluble Sulphur is sold under the brand “DIAMOND SULF”**
- Application : Used as vulcanising agent in application where sulphur loading levels are required above the sulphur solubility rating of particular elastomers
- DIAMOND SULF is offered in various grades to satisfy diverse compounding requirements majorly for Tire industry
 1. High Dispersion Grades
 2. High Stability Grades
 3. Special Grades



SULPHURIC ACID & OLEUMS

- **Manufactures both Commercial Grade and Battery Grade Sulphuric Acid and Oleums**
- Application : Dehydrating agent, catalyst, active reactant in chemical processes, solvent, detergents and absorbent
- **Offered in following Grades**
 - Grades of exact purity : Storage battery, rayon, dye, Detergent and pharmaceutical industries
 - Grades of less specifications : Steel, heavy chemical and superphosphate industries

With Strong Customer Relationships...



apollo

Continental



BRIDGESTONE
Your Journey, Our Passion

MRF

GOODYEAR



JK TYRE
TOTAL CONTROL



**NOKIAN
TYRES**

CEAT



**SUMITOMO
RUBBER INDUSTRIES**

Having Presence in 21 Countries



...across the globe

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

We have Continuously expanded...

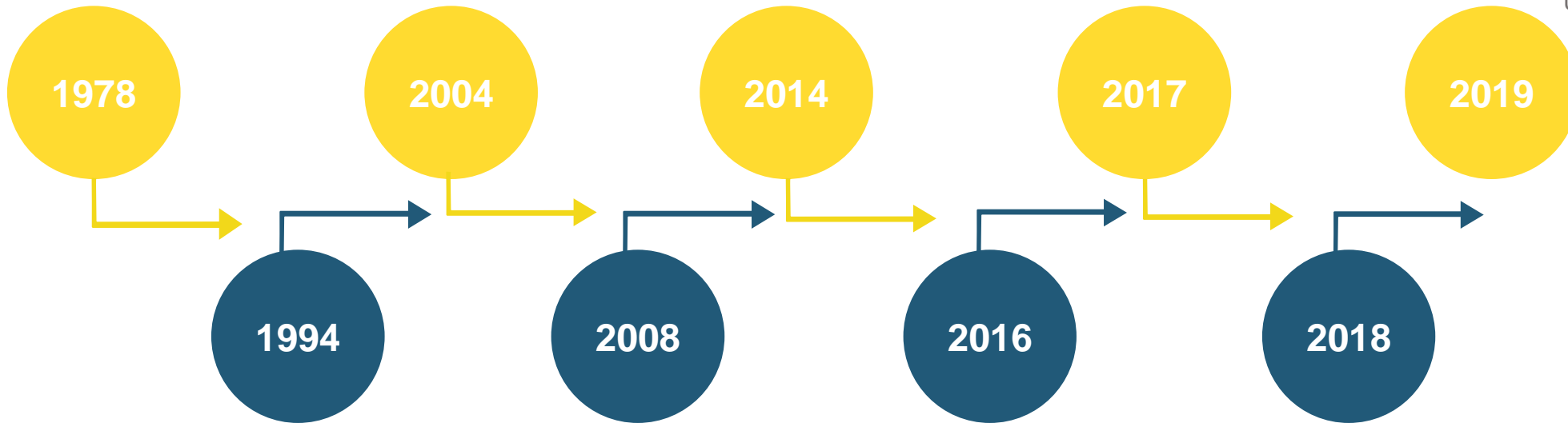
Dharuhera Plant
Incorporated as Dharuhera Chemicals Ltd to manufacture Sulphuric Acid of 30,000 MTPA

Dharuhera Plant – EOU
Set up 2nd line of Insoluble Sulphur with capacity of 4,000 MTPA

Mundra Plant – Phase I & II
Set up Insoluble Sulphur Capacity of 11000 MTPA
Acquired 50% Equity shares of Schrader Duncan Ltd.

Mundra Plant
Increase Insoluble Sulphur Capacity by 11,000 MTPA
Phase I – 5,500MT (2017) – Commenced Production

Dharuhera Plant
Expansion of 11,000 MTPA of Insoluble Sulphur in 2 phases of 5,500 MTPA each & 42,000 MTPA of Sulphuric Acid at Dharuhera, Haryana is underway



Dharuhera Plant
Insoluble sulphur operations started with capacity of 3,000 MTPA

Debottlenecking
Capacity Increase
Capacity increased to 12,000 MTPA

Dharuhera + Mundra
Insoluble Sulphur: 23,000 MTPA
Sulphuric Acid: 46,000 MTPA

Mundra Plant
Phase II – 5,500MT – Commenced Production in July 2018

Having State of Art Manufacturing Facilities...

Product name	Annual Capacity (MT)	Location	No. Of Lines
Insoluble Sulphur	12,000	Dharuhera (Haryana)	2
Insoluble Sulphur	22,000	SEZ Mundra (Gujarat)	4
Sulphuric Acid / Oleum	46,000	Dharuhera (Haryana)	1



We use Cost Optimization Strategies

KEY RAW MATERIAL

Sulphur available easily due to ample supply

Naphthenic Oil is procured from domestic as well as international players

LOGISTICAL ADVANTAGE

Presence at the Port gives Location Advantage of reduced Logistic & Freight Cost

~67% of the sales constitutes Exports

FIXED COSTS

With increase production at the plants Operating Leverage to play out

Expansion has resulted in reduced Fixed cost/ Overheads per MT as R&D and Utilities have been shared

POWER COST OPTIMIZATION

Self-Sufficiency of steam for Plant at Dharuhera

Benefits from Lower Power Cost in SEZ Gujarat

TAX BENEFIT

SEZ location of Mundra Plant - Tax Exemption benefit

Experienced Management Team



Mr. J. P. Goenka - Promoter & Chairman

- Graduate from Kolkata University – An Industrialist associated with the renowned multi-Industry group name Duncan
- Having 55 years of Experience in the industries of diverse business interests such as Jute & Cotton Textiles, Wool-Tops, Industrial Explosives, Rubber Chemicals & Engineering products

Mr. Arvind Goenka - Promoter & Managing Director

- Commerce Graduate from Kolkata University with 30 years of Experience in managing jute, lubricants and carbon black industry with expertise in finance & international marketing
- Responsible for the Long-term Goal Setting & Monitoring the progress of the Company

Mr. Akshat Goenka - Promoter & Jt. Managing Director

- Graduate in Economics & International Relations from University of Pennsylvania, USA
- Lead the team for setting up new Plant for manufacturing Insoluble Sulphur at SEZ Mundra, Gujarat

Mr. Anurag Jain - Chief Financial Officer (CFO)

- Part of the company from more than 30 years
- He brings dynamism to the Financial & Commercial Operations of the company & has played a key role in the Growth and Restructuring of the company over the years

Mr. Vijay Sabbarwal: President (Operations)

- He is an IIT graduate & heading the Operations of the company from 2014
- Has over 25 years of experience in diverse Industrial segments like Chemicals, FMCG, Consumer Durables, Auto etc

Mr. Muneesh Batta: Vice President (Marketing)

- An M.B.A (International Business) with over 20 years of experience in International business
- Responsible for marketing of Insoluble Sulphur & increasing market share of Diamond Sulf overseas

Having High Entry Barriers

<p>Product Portfolio</p>	<ul style="list-style-type: none"> • Various grades to satisfy diverse compounding requirements of leading tire manufacturers • Ongoing development of New Grades to meet Customer requirements
<p>Customer Approvals</p>	<ul style="list-style-type: none"> • Minimum 24 months required by Customers to approve & validate product from new supplier • Widely accepted around the world as a preferred vendor by leading tire manufacturers
<p>Capital Intensive</p>	<ul style="list-style-type: none"> • Edge over the others - Proven Track Record In-house Technology
<p>In house Technology</p>	<ul style="list-style-type: none"> • In house R&D team works on a continuous basis to improve Quality of product and its Properties • In house technology team to maintain the technical and quality edge at each production stage

OCCL has successfully implemented its In-house Technology which has been approved by all our Customers across the globe



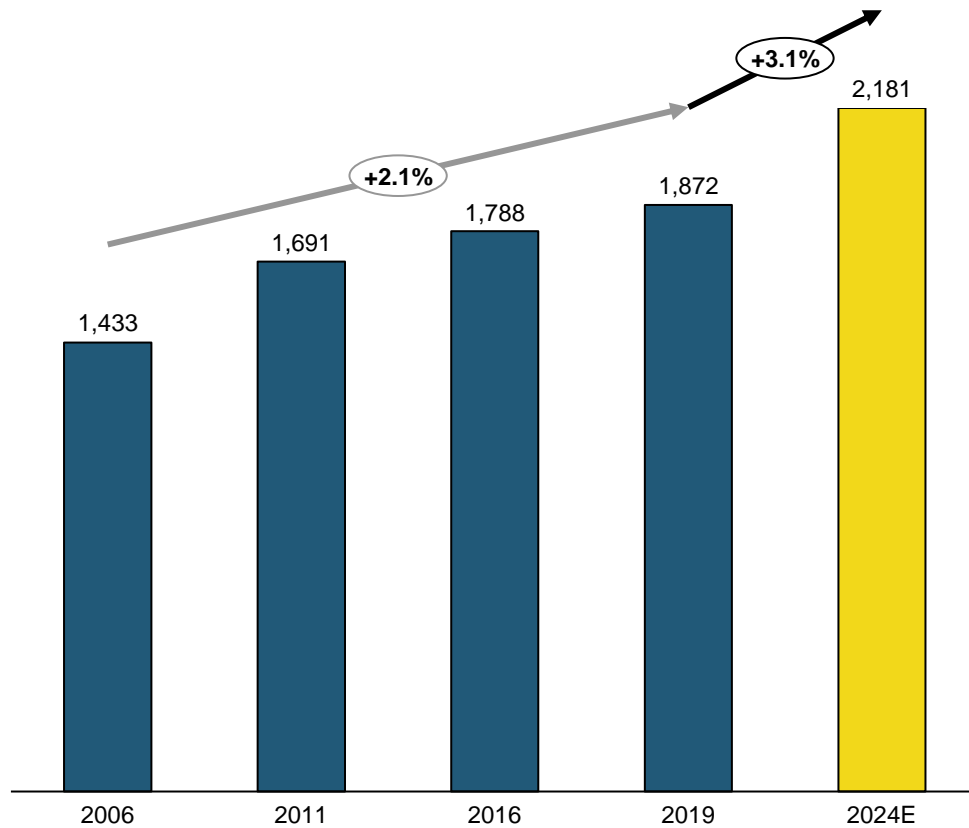
KEY GROWTH OPPORTUNITIES



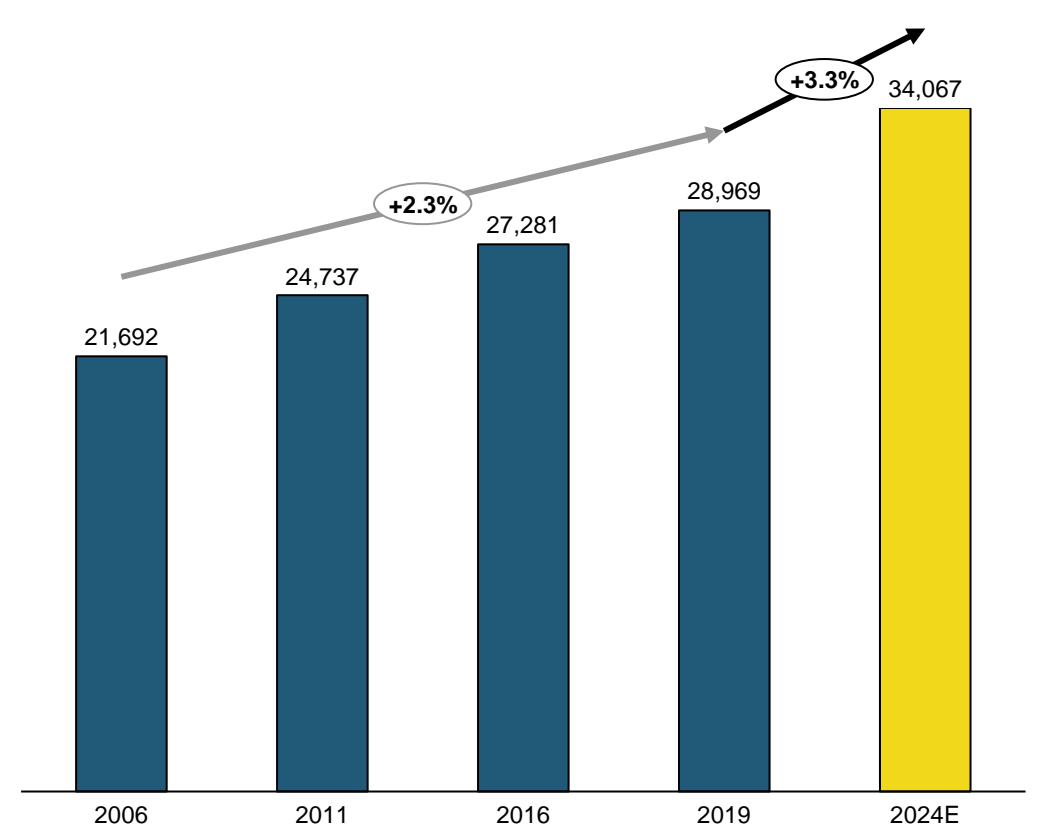
Global Tyre Industry



Tyre Production (mn units)



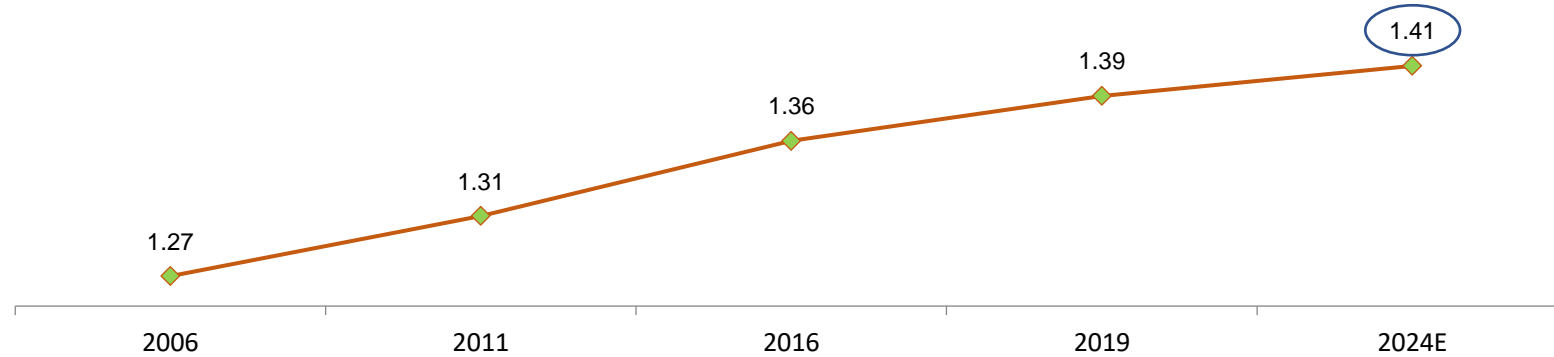
Tyre Rubber Consumption (‘000 tonnes)



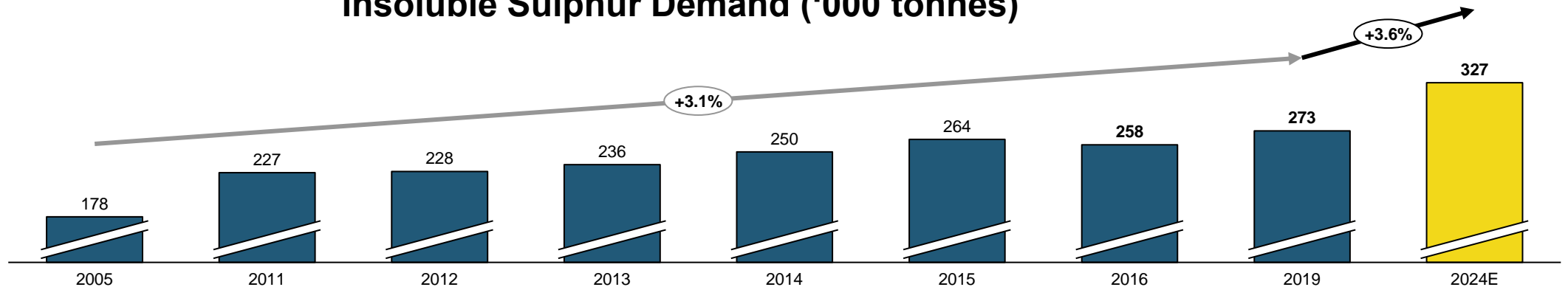
Source: Notch Report

Insoluble Sulphur – Demand Forecast

Radialisation Effect
Insoluble Sulphur to Tire Rubber Ratio



***Insoluble Sulphur Demand ('000 tonnes)**



Source: Notch Report

* Also incl. Insoluble Sulphur used for Non-Tire Goods



Capacity Expansion

- Capacity expansion at Dharuhera, Haryana
- In-house technology and Common Infrastructure available
- Strategic Location to meet Export demand
- Approval from all Large Global Tire Companies

Radialization

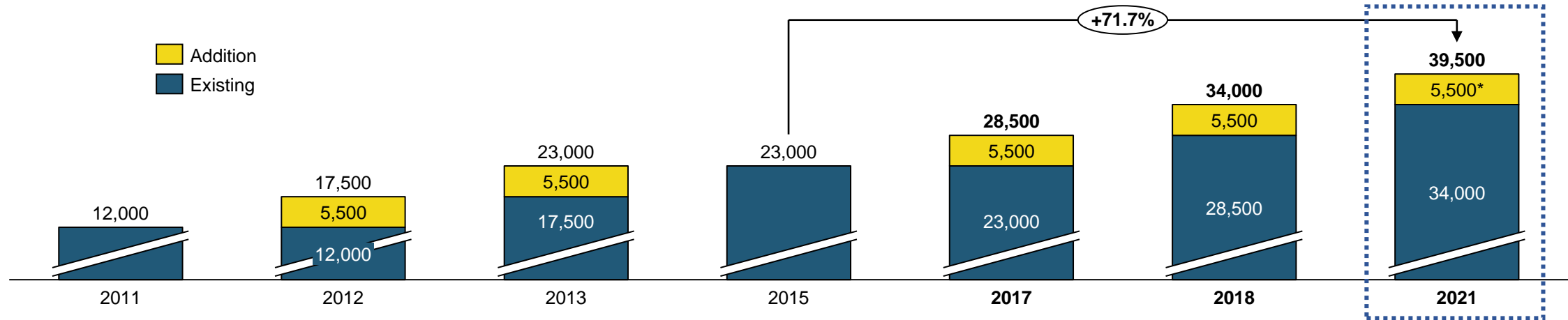
An increase in rate of Radialization in Commercial Vehicles in India will lead to an increase in requirement of Insoluble Sulphur

Geographical Penetration

- North America is the largest market for Insoluble sulphur with potential for growth to increase share
- Insoluble sulphur requirement increasing at a fast pace in Asia – High Growth Market

Increase in Automation in Tire Industry and Higher Performance Expectation from Tires will also drive the demand of Insoluble Sulphur

Capacity Expansion...Ready for Future Growth



Brownfield Expansion To cater to the Growth in Insoluble Sulphur Demand

- Large Tire manufacturers expanding their business in Asia – High Growth Market
- Grabbing opportunities of increasing Radialisation in India
- Strong R&D and in house Technology to support future expansion
- Increase in market share in the Domestic & International market
- Increase presence in North American Market
- Increase from Natural Growth of Existing Customers

* 5,500 units of IS line expected to be commissioned by November 2021

Expansion Plan



INSOLUBLE SULPHUR

Expansion of Insoluble Sulphur Capacity
by **11,000 MT**

Expansion in **2 phases of 5,500 MT** each

SULPHURIC ACID

Expansion of Sulphuric Acid Capacity
by **42,000 MT**

Total Capacity of Sulphuric Acid would become **88,000 MT**

- Capital investment would be of ~Rs.216 crores including Working Capital of Rs. 7.5 crores
- The Project is proposed to be funded by a mix of Loans and Internal accruals with a debt equity ratio of 2:1
- Phase-1 of 5,500 MT of Insoluble Sulphur line and 42,000 MT of Sulphuric Acid Line at Dharuhera (Haryana) is expected to be commissioned by November 2021



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