42nd ANNUAL REPORT 2020 - 2021

TNT

TAMILNADU STEEL TUBES LIMITED

Corporate Information

Mr. Bivashwa Das
Managing Director
Mr. N. Sudharsan
Whole time Director
Mr. M.T. Elumalai
Whole time Director
Mr. Ram Asish Singh
Whole time Director
Mr. Rajesh Sai Iyer
Independent Director
Mrs. Renuka Ramesh
Independent Director
Mrs Jyothi Sathish
Independent Director
Mr. R.V. Sathyanarayanan
Independent Director
[*As on June 30, 2021]
Board Committees#

Audit Committee:
Mr. Rajesh Sai Iyer
Mrs Jyothi Satish
Mrs. Renuka Ramesh
Mr. N.Sudharsan

Nomination and Remuneration Committee:
Mrs Jyothi Satish
Mr. Rajesh Sai Iyer
Mrs. Renuka Ramesh
CSR Committee:
Mr. Rajesh Sai Iyer
Mr. M.T. Elumalai
Mr. Ram Asish Singh
Mr. Bivashwa Das
Risk Management Committee:
Mr. Rajesh Sai Iyer
Mr. N. Sudharsan
Mr. Bivashwa Das

Stakeholders Relationship Committee:
Mr. Rajesh Sai Iyer
Mrs Jyothi Satish
Mrs. Renuka Ramesh
Mr. N. Sudharsan
Mr. M.T. Elumalai
Health, Safety, Env. & Women Protection Committee
Mrs Jyothi Satish
Mrs. Renuka Ramesh
Mr. RV Sathyanarayanan
Mr. Bivashwa Das
Independent Directors' Meeting
Mr. Rajesh Sai Iyer
Mrs Jyothi Satish
Mrs. Renuka Ramesh
Mr. RV Sathyanarayanan

Chief Financial Officer
Mrs. G Chitra
Statutory Auditors:
M/s. Abhay Jain & Co
Bhushaira House
6/46, Now Roji Road, Chetpet, Chennai- 31
Cost Auditor:
M/s Latha Venkatesh & Associates
Secretarial Auditor
Mr. V.S. Sowrirajan
Practising Company Secretary
Internal Auditor:
Ms. N. Neerja, FCA
Compliance Advisor:
Ms. Sobana Pranesh, FCS
GST Audit:
Mr. TMN Kesavan, CA
Legal Advisor
Mr. P.R. Shankar, Advocate
Supreme Court of India, New Delhi
Corporate Identification Number (CIN)
L27110TN1979PLC007887
Website
www.tamilnadusteeltubesltd.com

Registrar & Share Transfer Agent:
M/s. Cameo Corporate Services Limited
No.1 Subramanian Building
Club House Road, Chennai - 600 002
Ph: +91 44 4002 0723, 4002 0700
Fax: +91 44 4002 0129
E-mail: cameo@cameoindia.com

Registered Office:
Mercury Apartments, 1st Floor,
65, Pantheon Road,
Egmore, Chennai-600 008
E-mail: tnt.share@yahoo.in
tnsteel179@gmail.com
Ph: +91 44 28555653/ 28555673

Factory:
B-10, Industrial Complex,
Maraimalai Nagar- 603 209
Kancheepuram District

Ph: +91 44 27452233
Bankers
HDFC Bank
City Union Bank
Indian Bank
State Bank of India
Executive Officers
Mr. C. Muruganandam
Company Secretary & Compliance Officer

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Board of Directors

Mr. Bivashwa Das
Managing Director

Mr. N. Sudharsan
Whole-time Director

Mr.M.T.Elumalai
Whole-time Director

Mr. Ram Ashish Singh
Whole-time Director

Mrs Renuka Ramesh, CA.
Independent Director

Mr. Rajesh Sai Iyer, CMA.
Independent Director

Mrs. Jyothi Satish, CMA.
Independent Director

Mr.RV Sathya Narayanan
Independent Director

About the Report

Scope and Boundary of Reporting and Reporting Period

The Report covers financial and non-financial information and activities of TNT for the period April 1, 2020 to March 31, 2021, while the financial information has been audited by M/s Abhay Jain & Co, Chartered Accountants.

Reporting Principles

The Report is prepared in line with the Companies Act, 2013 (and the Rules made thereunder), Indian Accounting Standards, SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Secretarial Standards.

Forward-looking Statements

Certain statements in this Report relating to our business operations and prospects may be forward-looking statements. These statements can be identified by usage of words such as 'believes', 'estimates', 'anticipates', 'expects', 'intends', 'may', 'will', 'plans', 'outlook' and other words of similar meaning in connection with a discussion of future operating or financial performance. These forward-looking statements are dependent on assumptions, data or methods that may be incorrect or imprecise and hence may be incapable of being realised. Such statements are not guaranteed of future operating, financial and other results, but constitute our current expectations based on reasonable assumptions. The Company's actual results could materially differ from those projected in any forward-looking statements due to various future events, risks and uncertainties some of which are beyond our control. We do not assume any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Managing Director's Message

Accelerating value creation

During the year, our core focus remained on 'Health, Cost and Cash'.'

Dear Shareholders,

I take pride in leading an organization that continues to play a pivotal role in nation-building. It reflects the positive impact our teams continue to make in the face of unprecedented challenges.

During the year, we ensured the health and safety of our people. We connected more closely with our customers and reinforced our market leadership with value added products and services. We also optimized our operations for greater efficiency and strengthened our commitment to sustainability by driving focused efforts in the area.

MACRO DYNAMICS ARE TURNING FAVOURABLE

The government's focus on infrastructure and affordable housing is expected to bolster steel pipes demand. Affordable housing initiatives are expected to pick up pace under the Pradhan Mantri Awas Yojana (PMAY) with enhanced budgetary allocations. The Government spending on housing and infrastructure projects is expected to increase demand for steel pipes and building materials. Good monsoon has helped to improve the agricultural output which also augurs well for increased steel pipes demand.

As per the November 2021 India Brand Equity Foundation (IBEF) Report on steel pipes Industry, steel pipes demand is expected to reach 1000-1500 MTPM by 2025, thanks to a gradual upswing in housing, Commercial, Agricultural and Industrial construction.

PERFORMANCE IN PERSPECTIVE

During the year, we reported net sales of Rs. 51.98 Crores and consolidated net loss of Rs. 0.68 Crore, after remitting the sum of Rs.2,53,72,509 (Rupees Two Crores fifty-three lacs seventy-two thousand five hundred and nine only) towards Income Tax disputed amounts by availing "Vivad se Viswas" Scheme. We could ensure healthy cash flows due to rigorous working capital management.

A sharp focus on sustainable development embodies safety, conservation of energy and natural resources, preserving environment and biodiversity, water stewardship and the well-being of host communities.

STRATEGY AT PLAY

Although the disruption brought about by COVID-19 created short-term challenges, it also created medium-term opportunities. During the year, our core focus remained on 'Health, Cost and Cash'. Our operations continued to pave the way for business continuity and resilience as we drove cost efficiencies and prudently optimized cash follows to conserve liquidity.

We are innovating more than ever and investing in our people, technology and operations to develop solutions that take advantage of emerging trends in the industry. We continue to invest in areas of solutions and products, digital initiatives, technology, sustainability and in people development to build the TNT's of tomorrow.

RE-IMAGINING THE FUTURE WITH TECHNOLOGY

The way business environment is changing, organizations which embrace technology and remain focused on digital innovation, intelligent use of data and excellence in customer services would be able to lead the way. Over the last few years, we have increasingly focused on transforming our business by leveraging IT and digital interventions. We are enhancing customer experience through upgraded versions of Dealer Connect App. This offers additional functionalities. The Steel Traders' Club App comes with a singular social platform for construction professionals such as structural engineers, Architects and Design Engineers.

TRUST AND INTEGRITY HELP US THRIVE

Companies today are judged as much by their integrity and trustworthiness as by their financial performance. At TNT, doing business with integrity goes hand in hand with our strong corporate governance framework, excellent safety protocols, care and concern for all stakeholders.

INVESTING IN PEOPLE

In order to build the TNT's of tomorrow, we believe in the importance of a diverse workforce and an inclusive environment. TNT continues to strengthen its zero injuries, onsite or offsite, in all its operations so that 'Every day is a Safe day at 'TNT' .

COMMITMENT TO TACKLING CLIMATE CHANGE

Our sustainability strategy is led by our Sustainable Development 2030 Plan, which focuses on four broad pillars of climate and energy, circular economy, environment, and people and communities.

Through the 'TNT' brand, we continue our efforts to provide safe waste management solutions to industries while meeting the highest standards of health, safety and sustainability. Geocycle processes waste materials of various kinds to be used as kiln fuel, thereby offsetting the need for fossil fuel to an increasing extent.

ESG FOCUS - WORKING TOWARDS A BETTER WORLD

The long-term success of our business is rooted in our ability to keep sustainability at the core of our endeavours. Our unwavering commitment towards balancing business growth, environmental stewardship and social progress bears testimony to our concerted and responsible efforts towards transitioning to a brighter future.

REACHING OUT TO COMMUNITIES

Since the COVID-19 outbreak, TNT touched Industry lives by manufacturing and distributing triple layered face-masks and jute bags and spreading awareness. TNT has taken steps to alter the attitude of the nearby communities towards health and hygiene through awareness campaigns.

Here's wishing you all a healthy, safe, and productive year ahead.

Regards,

BIVASHWA DAS
Managing Director

THE "TNT"VISION	Sustain TNT 's position as one of South India's most valuable company through best class of performance, creating growing value for the Company's stakeholders.
THE "TNT" MISSION	To enhance the wealth generating capability of the enterprise in an environment, delivering superior and sustainable stakeholder value.
CORE VALUES	TNT's Core Values are aimed at developing a customer-focused, high-performance organization which creates value for all its stakeholders: **Trusteeship** As professional managers, we are conscious that TNT has been given to us in "trust" by all our stakeholders. We will actualize stakeholder value and interest on a long-term sustainable basis. **Customer Focus** We are always customer focused and will deliver what the customer needs in terms of value, quality and satisfaction. **Respect for People** We are result oriented, setting high performance standards for ourselves as individuals and teams. We will simultaneously respect and value people and uphold humanness and human dignity. We acknowledge that every individual brings different perspectives and capabilities to the team and that a strong team is founded on a variety of perspectives. We want individuals to dream, value differences, create and experiment in pursuit of opportunities and achieve leadership through teamwork. **Excellence** We do what is right, do it well and win. We will strive for excellence in whatever we do. **Innovation** We will constantly pursue newer and better processes, products, services and management practices

CORPORATE STRATEGIES	**Nation Orientation** We are aware of our responsibility to generate economic value for our stakeholders. In pursuit of our goals, we will make no compromise in complying with applicable laws and regulations at all levels. TNT is a board-managed professional company, committed to creating enduring value for the stakeholders. It has a rich organizational culture rooted in its core values of respect for people and belief in the empowerment. Its philosophy of all-round value creation is backed by strong corporate governance policies and systems. **TNT's corporate strategies are:** • Create multiple drivers of growth by developing business that best matches organizational capabilities in domestic markets. • Continue to focus on the latest technology for galvanized and stainless-steel pipes production • Benchmark the health of each branded products comprehensively across the criteria of Market Standing, Profitability and Internal Vitality • Enhance the competitive power of the portfolio through synergies derived by blending the diverse skills and capabilities residing in TNT's business. • Create distributed leadership within the organization by nurturing talented and focused top management teams for the businesses. • Continuously strengthen and refine Corporate Governance processes and systems to catalyst the entrepreneurial energies of management by striking the golden balance between executive freedom and the need for effective control and accountability **Preamble** TNT's Code of Conduct is derived from three interlinked fundamental principles, viz. good corporate governance, good corporate citizenship and exemplary personal conduct.

CODE OFCONDUCT	**Philosophy** TNT recognizes society as an important stakeholder in this enterprise and therefore it is part of our responsibility to ensure that the organization is managed in a manner that protects and furthers the interests of our stakeholders. **Corporate Governance Policy** The Corporate Governance Policy is the apex level instrument guiding conduct of the affairs of the Company and clearly delineates the roles, responsibilities and authorities of the key entities in the governance structure of the Company **Good Corporate Citizenship** We recognize society as an important stakeholder in this enterprise and therefore it is part of our responsibility to practice good corporate citizenship. **Personal Conduct** All directors, senior management and employees are expected to demonstrate exemplary personal conduct by adhering to ethical manners such as transparency, audit ability, avoidance of conflict of interest, protection of confidential information and by leading an example. **Waivers** Any waiver of any provision of this Code of Conduct for a director, senior management or employee must be placed for approval before the Company's Board of Directors / Corporate Management Committee, as appropriate. **Non-Adherence** Any instance of non-adherence of this Code of Conduct should be brought to the attention of the immediate reporting authority with copies to the relevant Divisional Chief Executive / Head of Corporate Department and the Head of Corporate Human Resources. **Duties of Independent Directors** The duties of Independent Directors of the Company, as laid down under Schedule IV to the companies Act,2013 in pursuant to Clause 49 of the Listing Agreement with Stock Exchange