



# TAMILNADU STEEL TUBES LIMITED

Symbol for superior quality for Black and GI pipes since 1979

## 44th ANNUAL REPORT 2022-23



# 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 Satish**

Independent Director

**Mr. R.V. Sathyanarayanan**

Independent Director

## **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. R.V. Sathyanarayanan

### **Chief Financial Officer**

Mrs. G Chitra

### **Statutory Auditors:**

M/s. DPV & Associates, Chartered Accountants

'Sri Ranga'

No. 151, First Floor, Mambalam High Road, T.Nagar

**Chennai - 17**

### **Cost Auditor:**

M/s. Latha Venkatesh & Associates

### **Secretarial Auditor**

Mr. V.S. Sowrirajan

Practicing Company Secretary

### **Internal Auditor:**

Ms. N. Neerja, FCA

### **Compliance Advisors:**

a) Ms. Sobana Pranesh, FCS

b) M/s. MPVR & Associates

c) M/s. Veritas Consulting

### **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.tntpipes.com](http://www.tntpipes.com)

### **Registrar & Share Transfer Agent:**

M/s. Cameo Corporate Services Limited

Subramanian Building

No.1, Club House Road, Chennai - 600 002

Ph: +91 44 4002 0723, 4002 0700

Fax: +91 44 4002 0129

E-mail: [murali@cameoindia.com](mailto:murali@cameoindia.com)

[investor@cameoindia.com](mailto:investor@cameoindia.com)

### **Registered Office:**

Mercury Apartments, 1st Floor,

65, Pantheon Road,

Egmore, Chennai-600 008

E-mail: [tnt.share@yahoo.in](mailto:tnt.share@yahoo.in)

[contact@tntpipes.com](mailto:contact@tntpipes.com)

Ph: +91 44 28555653/ 28555673

### **Factory:**

B-10, Industrial Complex,

Maraimalai Nagar- 603 209

Kancheepuram District

Ph: +91 44 27452233

### **Bankers**

City Union Bank

Indian Bank

### **Executive Officers**

Mr. K Suresh

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**

At TNT, we believe in an integrated approach that priorities growth, sustainability, innovation, and inclusive development. Our Integrated Report 2022-23 provides important information to all our stakeholders, including our performance, governance, material risks and opportunities, strategy, and future prospects.

This report covers risk management, and material information related to our strategy and business model, operating context, stakeholder interests, and governance. Our goal is to create long-term value for our stakeholders in an ethical manner, using various forms of capital available to us and pursuing value- accretive activities.

The Report also covers financial and non-financial information and activities of TNT for the period April 1, 2022 to March 31, 2023, while the financial information has been audited by M/s. DPV & Associates, Chartered Accountants.

### **Financial and Non-Financial Reporting**

We aim to provide information that goes beyond financial aspects and includes non-financial performance, opportunities, risks and outcomes that are associated with our key stakeholders and have a significant impact on our ability to create value

### **Reporting Principles**

The Report is prepared in line with the Companies Act, 2013 (and the Rules made there under), Indian Accounting Standards, SEBI (Listing Obligation 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 realized. 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.

## **Target Readers**

Our primary aim with this report is to provide investors, both current and potential, with the information they require. However, we have also endeavored to present this information in a manner that is relevant to other key stakeholders, including our customers, regulators, employees, at large.

### Frameworks, Guidelines and Standards

We have prepared this report according to the Comprehensive option of GRI Standards.

### This report also aligns with

- The Companies Act, 2013 (and the rules made there under)
- Task Force on Climate-related Financial Disclosures (TCFD)
- National Voluntary Guidelines on Social, Environmental and Economic Responsibilities of Business (NVG-SEE)
- Indian Accounting Standards
- Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015
- Secretarial Standards issued by the Institute of Company Secretaries of India

### Data Integrity

Our goal is to ensure the accuracy, reliability, comparability, and comprehensibility of the information we provide. To achieve this, we use internal software to collect and analyze financial and non-financial data for inclusion in the report. We maintain strict internal controls during the data collection and analysis process, which is then internally verified and externally audited before being presented in the Report.

### Feedback

We value feedback on our report and strive to provide information that is relevant and useful for stakeholder decision-making. If you have any queries or suggestions, please do not hesitate to reach out to us at [www.tntpipes.com](http://www.tntpipes.com)

## Managing Director's Message

*This year, as we marked our 44th Year, we strengthened our commitment to building an even better TNT*

Dear Shareholders,

A very warm Good Morning to each and every one of you. It gives me great pleasure to welcome you to the 44<sup>th</sup> Annual General Meeting of Tamilnadu Steel Tubes Limited. Like the previous two years, this AGM too is being hosted on a digital platform. The digital platform enables more shareholders from across the Nation to participate in the AGM. However, I miss the warmth and bonhomie of our personal interactions. I sincerely hope that next year, we will be able to switch to a hybrid mode, which will combine the best of both physical and digital modes.

The year 2022 has been challenging for each one of us. The second wave of the COVID-19 pandemic had a significant impact on lives, livelihoods, and business. I would like to start by expressing my deepest appreciation to all, particularly all our front-line workers who have worked tirelessly to ensure the safety of our people and communities.

It's heartening to see that the world has almost overcome the COVID-19 pandemic. However, there is uncertainty again owing to heightened geopolitical tensions and global risks. There is severe economic stress in many parts of the State. Rising steel prices are impacting everyone. High inflation and supply disruptions threaten to trigger a global recession.

Amidst this widespread unpredictability, India stands tall as a beacon of growth and stability. The Government's skilful management of the pandemic, and pragmatic approach in dealing with the ensuing economic challenges, have helped India emerge stronger than before, wiser than before, and more resilient than before.

The most profound lesson that the nation has learnt from the pandemic is: Greater the adversity, greater still is humanity's inner strength to conquer it, provided we care for each other.

This prompts me to reiterate the core philosophy of TNT, the Philosophy of We Care. We care for our employees and their families. We care for all our stakeholders - customers & shareholders.

### BUSINESS AND FINANCIAL PERFORMANCE

Let me now speak about the business and financial performance of your company in FY 2022-23. TNT has continued to make all-round progress across its businesses.

Indian businesses are slowly gaining steady momentum with increase in capital expenditure, capacity building, good real estate demand, government push for infrastructure spending and the recent launch of Gati Shakti scheme. Tier II and III cities have become front runners in driving demand across sectors. We are finally entering an era of inclusive, bottom-up transformation.

### **OUR COMMITMENT TO LANDMARK CLIMATE ACTION**

TNT has also taken several measures to reduce CO2 emissions, such as reducing the clinker factor, improving Air Quality reducing Thermal and Electrical Energy (TEE) intensity, implementing Waste Heat Recovery System (WHRS) and increasing the Water consumption by introducing new technologies.

### **CONSOLIDATING OUR GREEN EFFORTS**

We have also taken the initiative to lead and share sustainability learning's with industry peers. We have been a part of the Steel Industry Initiative (SI) in India, and are now also a part of the Sothern Steel Tubes Association (STTASSO). All our activities and reporting methodologies associated with initiatives in climate, water, circular economy, and biodiversity align with the SOUTHERN STEEL TUBES ASSOCIATION charter, thereby ensuring continuity and uniformity across the sector.

### **PERFORMANCE IN PERSPECTIVE**

During the year, we reported net sales of Rs.92.06 Crores and net profit of Rs.0.53 Crore. We could ensure healthy cash flows due to rigorous working capital management.

### **STRONG COMMUNITY RELATIONS FOR INCLUSIVE GROWTH**

We continue to drive value creation with a focus on sustainability, innovation, and inclusivity. TNT continues to work in the areas of quality education, health, sanitation, women empowerment and HIV/AIDS that improve the quality of lives. This year, we have spent some amount on community development efforts, benefiting more than 10 people, residing in nearby villages in the vicinity of our plants.

### **OUR FOUNDATION FOR A BETTER TOMORROW**

This year, as we marked our 45<sup>th</sup> Founder's Day, we strengthened our commitment to build an even better Company. TNT has maintained its reputation of being a pioneering brand with a history of 'category-first' innovations that have gone on to set new benchmarks. Optimized and cleaner production methods, a vast range of innovative products, more mainstream use of various circular methods are all trends that will influence and steer our onward journey.



We remain indebted to our large family of stakeholders for their unstinting support during these troubled times. As always, their faith makes us stronger and ambitious to achieve more. We remain committed to make an even bigger difference by re imagining and improving our work, investing in our people and cementing a sustainable future.

I have always believed that the interests of an institution must always override those of any individual or family.

Keeping this in mind, we will create a robust architecture for tomorrow's TNT to ensure that it remains a united, well-integrated and secure institution even as we develop our existing businesses and add new growth engines. This architecture will maximise the synergies among all our existing and new businesses.

We have already put in place a fail-safe governance system to ensure accountability at all levels. We will keep on improving this system on a continuous basis to protect the interests of all our stakeholders.

Therefore, even as I continue to provide hands-on leadership to your company as before, my existing team of leaders and I, along with our Board of Directors, will dedicate ourselves to making TNT more robust, more resilient, more purpose-driven, and truly future-ready, so that, in the near term, TNT more than doubles its value by the end of its Golden Decade in 2028, and thereafter continues to grow ever more rapidly.

This is my solemn commitment to all of you and I would like you to judge me and my existing and new leadership team by our performance. In this noble mission of TNT to serve India and Humanity, I seek your continued support.

## Acknowledgements

I would like to thank the Central and State Governments, shareholders, investors, lenders, suppliers and customers for their consistent and resolute support. I thank all my colleagues on the Board for their oversight in this crucial phase of our growth, their support, and immense encouragement. I have special words to acknowledge the collective efforts of the entire TNT team, working tirelessly to create and sustain a best Industry.

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

Thank you!

**CHENNAI**  
**20.09.2023**

**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	<p>TNT’s Core Values are aimed at developing a customer-focused, high-performance organization which creates value for all its stakeholders:</p> <p><b>Trusteeship</b></p> <p>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.</p> <p><b>Customer Focus</b></p> <p>We are always customer focused and will deliver what the customer needs in terms of value, quality and satisfaction.</p> <p><b>Respect for People</b></p> <p>We are result oriented, setting high performance standards for ourselves as individuals and teams.</p> <p>We will simultaneously respect and value people and uphold humanness and human dignity.</p> <p>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.</p> <p>We want individuals to dream, value differences, create and experiment in pursuit of opportunities and achieve leadership through teamwork.</p> <p><b>Excellence</b></p> <p>We do what is right, do it well and win. We will strive for excellence in whatever we do.</p> <p><b>Innovation</b></p> <p>We will constantly pursue newer and better processes, products, services and management practices</p>