



33rd
ANNUAL REPORT
2019-20

TINNA RUBBER AND INFRASTRUCTURE LIMITED

“

*“The bigger your carbon footprint is, the bigger your moral duty.
The bigger your platform the bigger your responsibility.”*

(Greta Thunberg)

Environmental Activist

”

“

*“We are a party of innovation. We do not reject our traditions, but
we are willing to adapt to changing circumstances, when change
we must. We are willing to suffer the discomfort of change in order
to achieve a better future.”*

(Barbara Jordan)

Lawyer, Politician, US (Texas Senate)

”

GLIMPSE OF EXPO



TYRE TECH EXPO HANNOVER GERMANY

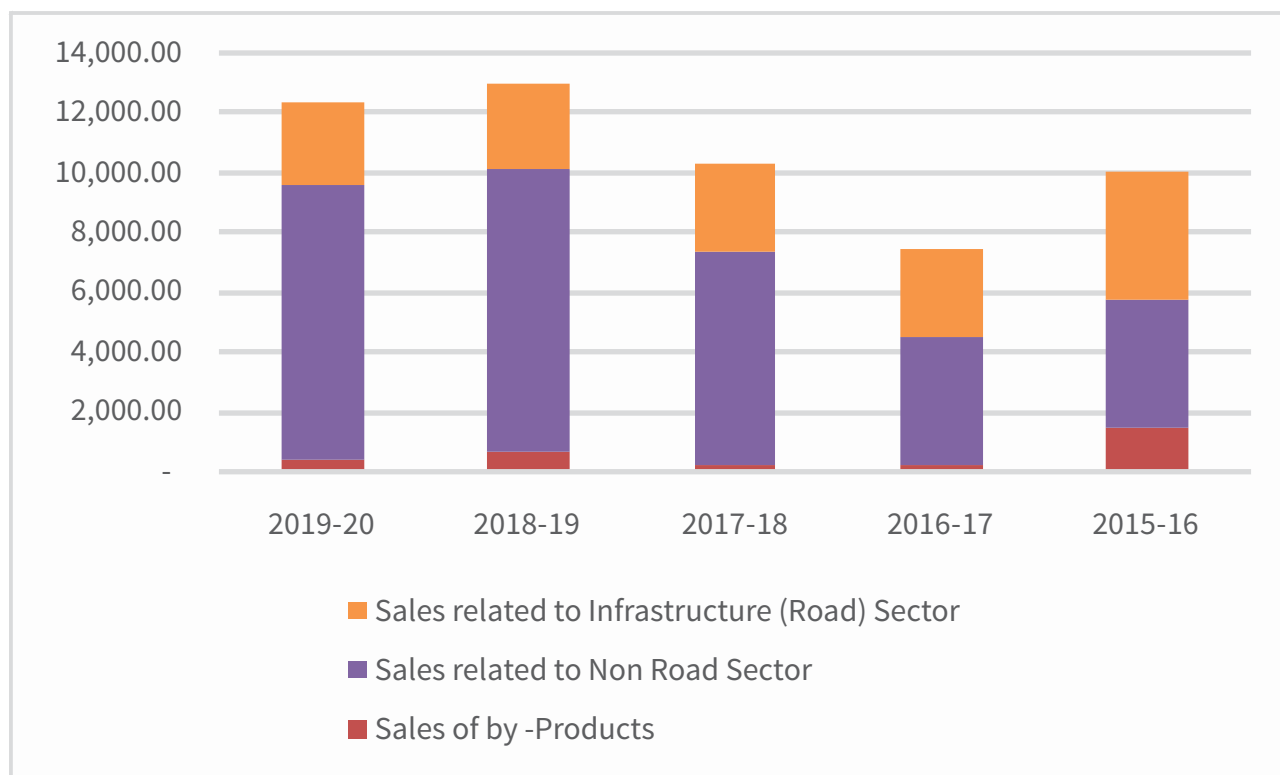


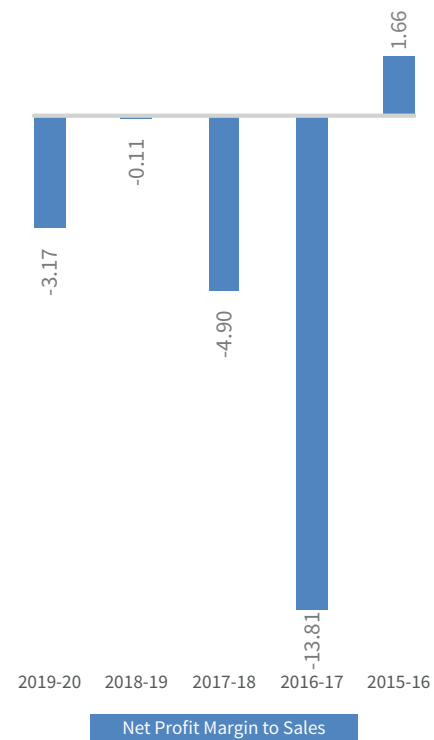
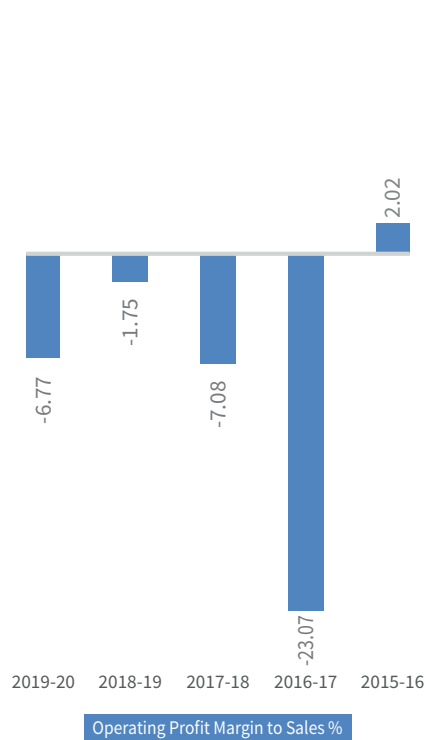
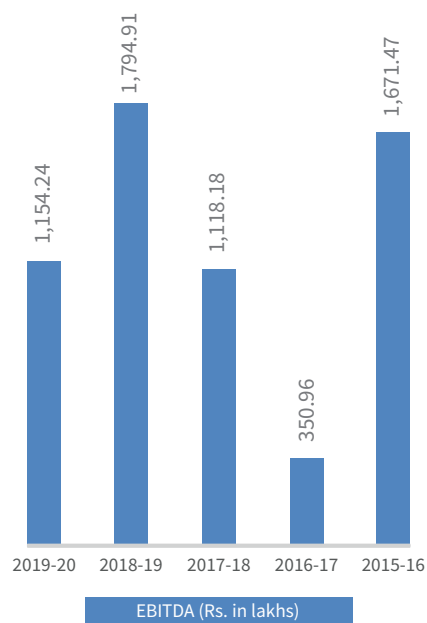
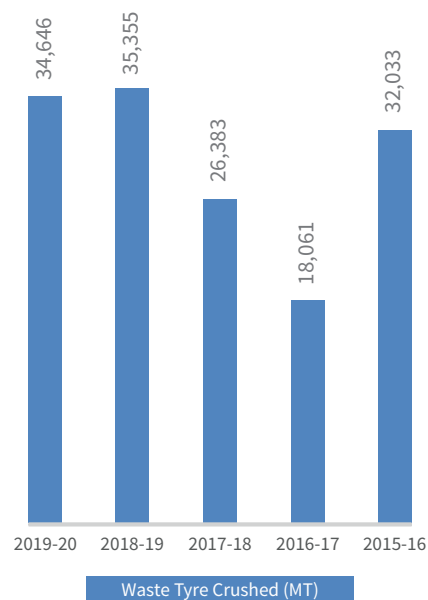
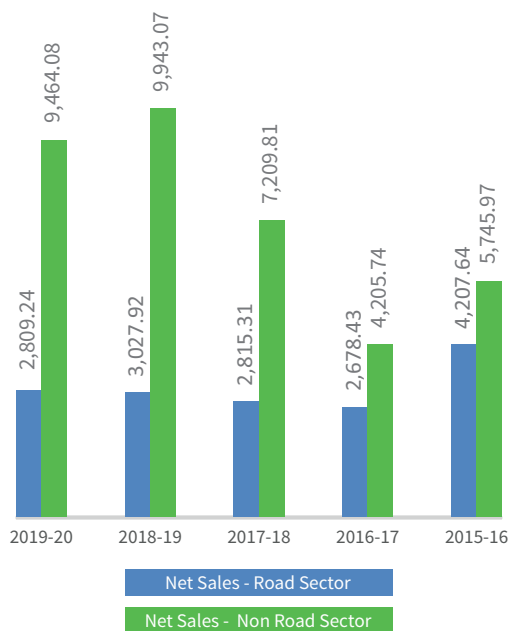
ACS RUBBER SHOW CLEVELAND (USA)

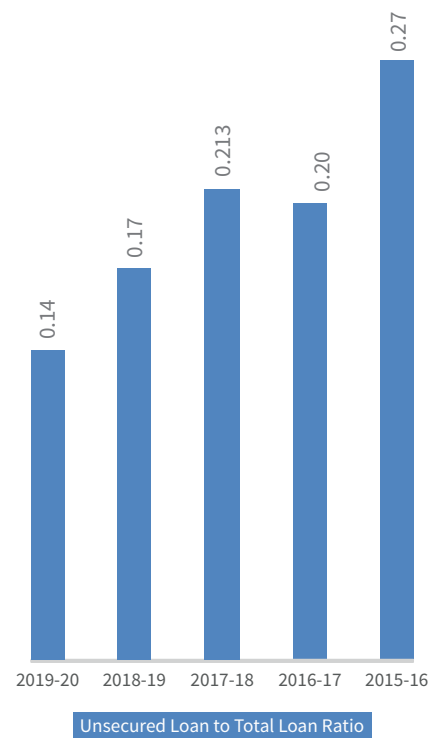
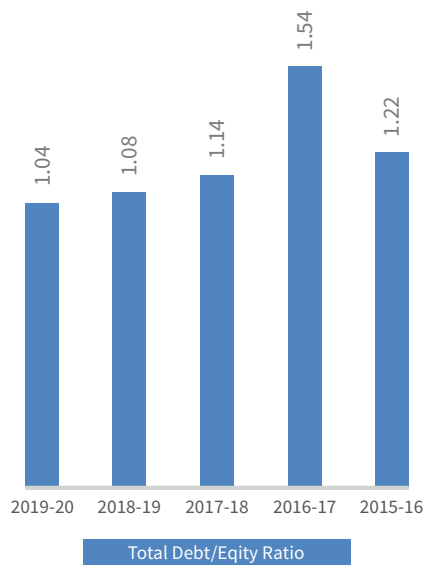
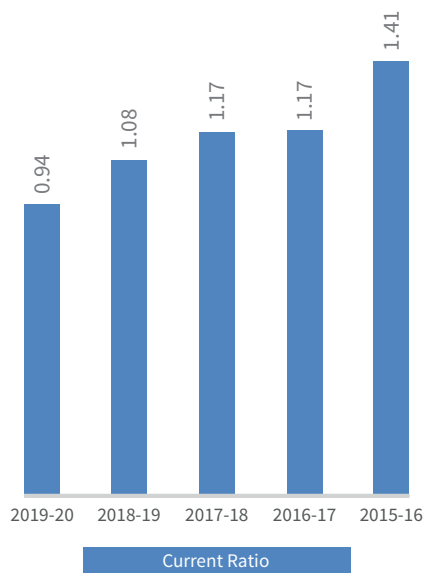
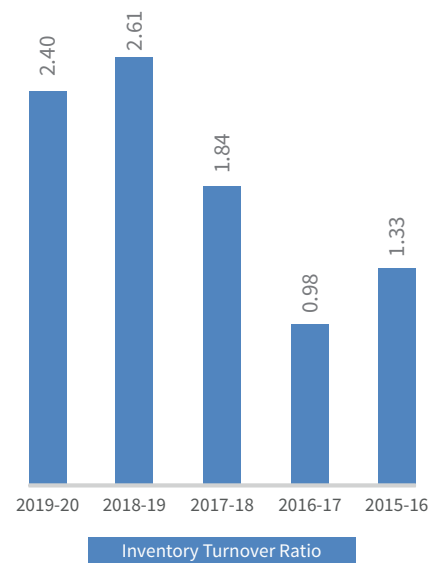
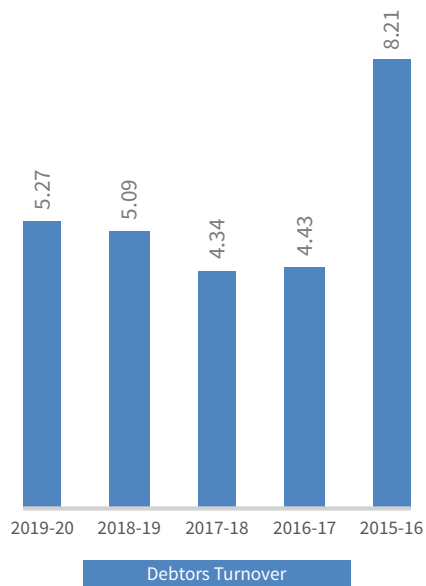
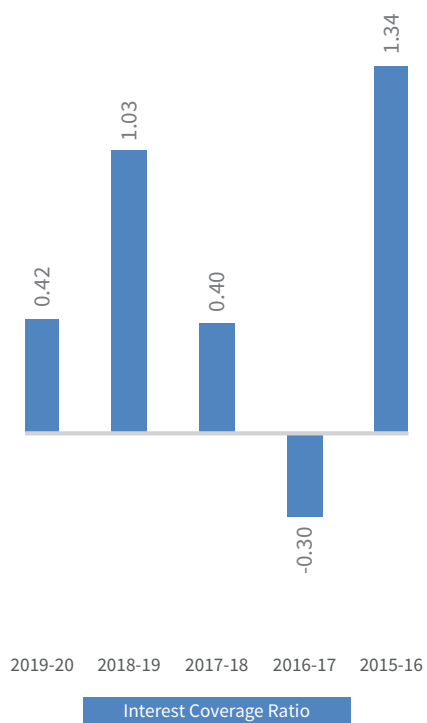
SALES AT A GLANCE

(₹ in lakhs)

	2019-20	2018-19	2017-18	2016-17	2015-16
Net Sales-Road Sector	2,809.24	3,027.92	2,815.31	2,678.43	4,207.64
Net Sales-Non Road Sector	9,464.08	9,943.07	7,209.81	4,205.74	5,745.97
Revenue from operations	12,273.32	12,970.99	10,025.12	6,884.17	9,953.61
Other Income	287.79	261.88	126.92	195.13	93.17
Total Income	12,561.11	13,232.87	10,152.04	7,079.30	10,046.78









“ Our Mission is 'To become the largest fully integrated waste tyre recycling company in India and amongst the top 10 in the World by 2025'. ”

CHAIRMAN'S MESSAGE

Dear Stakeholders,

It is my privilege to write to you and present the Annual Report for Financial Year 2019-20. I hope this letter finds you safe and in good health. To say that we are in the midst of unprecedented times will perhaps be an understatement.

The onset of the COVID-19 pandemic in the final quarter of the year, has ushered in a new reality for industries, businesses and the entire human race. The novel strain of coronavirus ('COVID-19') has spread throughout the world, and the World Health Organisation declared the COVID-19 outbreak a Global pandemic in March 2020. As on date, there are no completely and effective treatment or vaccines available. Development of treatments or vaccines may still take a significant amount of time. The COVID-19 pandemic and associated governmental responses have adversely affected consumer sentiment, economies and financial markets. As expected, this immediately took a toll on consumer spending, which led to a global economic downturn. Our learning from the current situation is that during these times nothing can be taken as granted.

I am pleased to share with you that the leadership team of your company responded and adopted extremely well to the given circumstances. As I write this note, I am pleased to share that we have resumed production at all factories and due to strict SOP's set up, and by the grace of god, we have not had a single case of Covid-19 in our workforce of almost 700 people.

Also, I am pleased to state that we have already achieved 90% of our average monthly sales of previous FY 2019-20 within two months of resuming business post lock down. Given the facts that we have achieved turnover of Approximately Rs. 9 Crores per month consecutively in June and July and we are confident to achieve overall growth of 10 to 15% in FY20-21 in spite of losing 50% sales in Quarter one of 2020-2021.

Indian and Global Economy

It is predicted that the coronavirus pandemic will plunge the world into a severe recession, the deepest since World War II, shredding per capita incomes and pushing millions into poverty, as per the World Bank. The global economy is expected to shrink 5.2% in 2020. Declines in economic growth across region will be driven by severe disruptions to “domestic demand and supply, trade and finance”,

In India, the World bank forecasts that Gross Domestic Product (GDP) will shrink 3.2% in the fiscal year 2020-21, when the “impact of the pandemic will largely hit”. GDP, or the value of all goods and services produced, is the broadest measure of incomes generated in an economy. The International Monetary Fund has slashed its 2020-21 growth projection for India to 1.9% from 5.8% estimated in January. However, we are confident that due to the diversity of our business and with the support on policy front from the Government, we will continue to grow at 10-15% even with the tremendous headwinds faced by the economy.

The Period under review

A notable achievement of the year 2019-20 is the company's success in the export market. Your company achieved export turnover of Rs. 9.83 Crores as compare to Rs. 4.17 Crores in 2018-19. We are delighted to inform you that we have achieved more than 100% growth which was only possible due to intensive efforts from our Marketing and production team. Your Company participated in the Rubber Fair in USA also exhibited in World's biggest tyre Technology show in Hannover in Germany. At both these events, we were invited to present a technical paper on use of recycled rubber materials in manufacturing new tyres. I am pleased to share that your company is being recognized globally for its innovative approach in the space of recycled rubber materials. Your Company's efforts have resulted in successful execution of export contract for supply of products to Thailand, Turkey and Sri Lanka & Australia. We expect to see continued growth in Company's Export during the year 2020-21.

The Govt of India imposed restriction on Import of new tyres to boost support local tyre manufacturers, hence promoting the Scheme of "ATMANIRBHAR BHARAT". We are optimally placed to benefit from this as Tinna is already approved by all the leading tyres company of India.

Your company is also got registered under the new guidelines as a Medium Industry (MSME) introduced by the Government recently. This is likely to benefit us by getting more flexibility from Banks. It should also result in preferential treatment in Government supply contracts.

Further Government of India is making a major infrastructure push through building new Highways (through NHAI) and Rural Roads (under PMGSY). This is major driver for Modified Bitumen business. The FM made a specific mention about building physical and social infrastructure and pollution free India "with green mother earth and blue skies." In her budget speech. There has been substantial allocations made, especially in Infrastructure, which should help the Road Construction Industry which should augur well for us as we expect higher sales of our products to the Road sector.

Tinna has been a part of the societal and economic changes the Country has witnessed. Your Company is the only company in India which is fully integrated in sourcing of waste/ELT tyres, processing & manufacturing value added products from the recovered Rubber and Steel. Also, we are the only manufacturer in India, possibly in the world to make Micronised Rubber Powder as fine as 120 mesh in ambient conditions. This product is being widely accepted now as an excellent additive for making new tyres.

Value added Stakeholders

I am delighted to inform you that our esteemed list of customers include leaders in tyre industry, where there is two to three years

process due to strict quality standards to commence commercial supplies. This creates a time based entry barrier for others. I am pleased to inform you that almost all our customers are in midst of capacity expansion, which will result in higher sales for us over next 2-3 years. The auto components industry is also bound to grow as India consolidates its position as a manufacturing hub. This will result in higher demand for steel abrasives.

Looking Forward:

As we look ahead over the next two years, we anticipate a complete transformation stemming from COVID-19. Consumer behaviour will change in numerous ways, from demanding more integrated digital experiences to prioritising health and safety features across purchasing decisions. We are following these trends closely so that we adapt and ensure we are ready. Last year, prior to Covid 19, we had already embarked on migrating to a cloud based ERP. While we are still stabilizing its use, this timely decision helped us to work seamlessly from home during the lockdown. We will continue to further invest in technology that brings in efficiency in our work.

A greater scrutiny will be placed on building environmental sustainability and climate resilience into the very core of business models. Your company is well placed to meet the demand/opportunities that will arise from these important and fundamental shifts. We will continue to explore new and innovative applications for use of recycled rubber which will emerge due to this irreversible trend. Our focus for 20-21 will be margin expansion by bringing in efficiency in costs and sales growth.

I wish to highlight that Exports and branding will be a key focus of Management in the Current Year as well. This will be the year to exploit benefits from economics of scale and establish a formidable presence in the market for recycled rubber products in the non-road sector. Over the last couple of years, we have made substantive investments to mitigate risks associated with our business and have laid the foundation for solid growth.

I am aware that it has not been an easy journey and I would like to thank our employees, management team, customers, suppliers and all other stakeholders for their hard work and commitment at this important time of the company's journey.

I would also like to thank you for your continued trust, confidence and support as we turn this business around and deliver the results that we all look forward to.

CHAIRMAN

Place: New Delhi
Date: 8th September, 2020

CORPORATE INFORMATION

BOARD OF DIRECTORS:	Mr. Bhupinder Kumar Sekhri	Managing Director
	Mr. Gaurav Sekhri	Director
	Mr. Nirmal Jyoti Chatterjee	Whole Time Director
	Mr. Vivek Kohli	Independent Director
	Mr. Ashish Madan	Independent Director
	Mr. Ashok Kumar Sood	Independent Director
	Mr. Rajender Parshad Indoria	Independent Director
	Mrs. Promila Kumar	Women Director (Non-Independent)

CORPORATE IDENTITY NUMBER: L51909DL1987PLC027186

REGISTERED OFFICE: Tinna House, No. 6, Sultanpur, Mandi Road,
Mehrauli, New Delhi-110030.

STATUTORY AUDITORS: M/S V.R. Bansal & Associates,
Chartered Accountants, New Delhi.

BANKERS: Syndicate Bank,
Vasant Vihar, New Delhi.

CHIEF FINANCIAL OFFICER: Mr. Ravindra Chabbra
COMPANY SECRETARY & COMPLIANCE OFFICER: Mr. Vaibhav Pandey
REGISTRAR & SHARE TRANSFER AGENT: M/S Alankit Assignments Limited
Alankit House 4E/2,
Jhandewalan Extension, New Delhi-110055.

E-MAIL & WEBSITE: investor@tinna.in, www.tinna.in

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