



STEER INTO A NEW AGE!

India's Largest Integrated
ELT Material Recycler



A hand is shown holding a small, green, textured globe. A large, leafy green tree is growing out of the top of the globe. The background is a bright yellow-green gradient. The text is overlaid on the globe and tree.

**“Our focus for the year 21-22
will be margin expansion by bringing in
cost efficiency and sales growth.”**

Chairman's Message



Mr. Bhupinder Kumar Sekhri

Dear Stakeholders,

The world has just begun to come out of the grip of the COVID-19 pandemic. We pray and hope that the worst is behind us. I urge you to be safe and continue to follow COVID protocols.

It gives me pleasure to share with you our performance for the year, and insights into the exciting plans we have for the company. The most noteworthy aspect to report is that we have begun to see results of last few years of hard work put in by the team.

From the beginning of the pandemic, our company has prioritized the well-being, health, and safety of our employees, customers and our suppliers. We implemented comprehensive hygiene standards across all our locations and provided our employees with clear guidance – including introducing a structured program on safety behavior for line managers and blue-collar employees. By doing so, we ensured that operations were run as normal.

Creating Value: The TRIL Way

The magnitude and volatility of the COVID-19 pandemic has shaped the contours of a New Normal where the 5Ps – PURPOSE, PLANET, PARTNERSHIPS, PEOPLE and PERFORMANCE will form the cornerstone of successful organizations.

Despite the headwinds faced due to Covid19, we have improved our performance by harvesting benefits of better capacity utilization, and higher production of value added products. We maintained a comfortable liquidity position and continued to drive execution on our strategic priorities, with a disciplined cost and investment approach. With a long-term vision in mind, we are transforming our ways of working with digitalization across the entire value chain.

As anticipated by us about the Government policies and initiatives to build road infrastructure, approx. 35% of total revenue of our company last year was contributed from selling products to road sector. The non-road sector of our company contributed 65% to the total revenue during the year 20-21. We worked on higher capacity utilization which enabled us to get benefits from economies of scale. We also strengthened our R&D initiative and are working on ground breaking applications of recycled rubber.

The Government of India has imposed restrictions on import of new tyres to boost support for local tyre manufacturers since last year, while promoting the "ATMANIRBHAR BHARAT" scheme. We are optimally placed to benefit from this as Tinna is already approved by all the leading tyre manufacturers in India.

The Road and Non-road Sector of our company has performed very well during the year and increased the capacities of most of its flagship products. Moreover, the business has made significant advances in improving the overall efficiencies for all new products, with a focus on running the plants at maximum capacities as and when the need arises. A healthy demand from both segments has been encouraging and with the right investments that our company has made in this business, we are ready to seize all opportunities that will arise in the future.

Valuable Stakeholders

I am delighted to inform you that our esteemed list of customers include leaders in the tyre industry, where there are high barriers to entry due to strict quality standards to commence commercial supplies. I am pleased to inform you that almost all our customers are in midst of capacity expansion, which we expect will result in higher sales for us over the 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.

Outlook

Globally, greater emphasis is being placed on building environmental sustainability and climate resilience into the very core of future business models. Our company is well placed to meet the demand/opportunities that will arise from these 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 the year 21-22 will be margin expansion by bringing in cost efficiency and sales growth. One prime task will be reducing dependency on debts. Our debt/equity ratio has substantially improved in the last three years and we intend to become a zero long-term debt company within 2 years.

I wish to highlight that the Government of India, through a series of initiatives announced that 65,000 km of national highways are expected to be completed by 2022. This will be the year to benefit from economies of scale, and continue to establish a formidable presence in the market for recycled rubber products in the road sector.

In conclusion, I am confident of our growth potential and business opportunities that each of our segments exhibit. As domestic and international operating environment improves gradually, I am optimistic of a healthy performance. This is possible due to our investments in world-class infrastructure, competent resources, superior R&D capabilities, and a strong adherence to safety protocols.

We would like to thank our stakeholders for their commitment to Tinna. It is their hard work, alignment behind our strategy, and dedication that enables us to deliver on our promises. We also want to thank you, our shareholders, for your continuous support, your confidence and above all for your trust in us. Rest assured, our passion for Social Development Goal and Economic Social Governance, and quality will continue to generate sustainable, profitable returns you rightfully expect from us.

This is the moment to put in place measures to ensure Tinna thrives in this new normal. So, in this year, we made choices and investments that will shape the future and ensure our company's continuing success.



Dear Stakeholders,

2020 was an unusually challenging year for our people and communities. But even as lockdowns hit across India, the tremendous efforts of our people - whether on the factory floor or from a home office, enabled us to continue to service needs of customer.

We quickly implemented new ways of working, Our Employee care program ensured the safety of the work environment.

During the year, your company generated an EBITDA of INR 1739.45 lakhs, as compared to INR 895.82 Lakhs in FY20. Revenue grew to INR 13006.55 lakhs as compared to INR 12302.69 lakhs a year ago. FY21 gave us an opportunity to prove our steadfastness in critical times to all our stakeholders: customers, employees, business partners, and the community.

As we look forward to FY 22, we are committed to become the lowest cost producer of recycled rubber materials in the country. This will increase our sales by 35-40% as compared to FY21. We will continue to harvest benefits of scale & better capacity utilization by increasing our EBITDA margins.

This year our acute focus will be on automation aiming at productivity enhancement, manpower optimization and leveraging benefits of industry 4.0 as well as we will look forward on increasing our market share in export and overseas market.

We wish to emphasize that your company will keep reducing its dependency on long term debt and our aim is to become zero long term debt company within two years.

This year FY 22 achieving sustainable growth is our priority. We have reached many milestones on our journey, but as we look to the future, we will continue our work to further improve manufacturing operations, while also continuing to actively provide innovative products and solutions to support our customer's needs.

We have launched several projects to reduce wastage, promote reuse and recycling, wherever feasible, as part of our commitment to contribute towards a circular economy. All our projects are aimed at increasing awareness about our natural environment and ensure proactive participation from our employees.

We wish to become amongst the most respected companies globally in the field of tyre recycling and a champion for circular economy.

(Gaurav Sekhri)
Tinna Group
Director

A portrait of Kapil Sekhri, a man with dark, wavy hair, wearing a dark suit and tie, smiling slightly. The background is a dark, textured grey.

IN THE REMEMBRANCE OF KAPIL SEKHRI

It is with a heavy heart that we pay our respect to our beloved Kapil. His contribution to growth of Tinna Rubber during its formative years can never be forgotten. In the early 2000, he traversed across the length and breadth of India to advocate use of Crumb rubber modified bitumen in roads. The company has immensely benefited from his goodwill and hard work and will continue to do so for many years to come. Also, He was instrumental to bring our company in construction chemicals sector by forming a joint venture called TP buildtech Private Limited in 2012.

TP buildtech Private Limited is an associate company of Tinna rubber and Infrastructure Limited engaged in the business of manufacturing construction chemicals (Admixtures). Kapil served on the board of this company as a nominee of Tinna Rubber. His energy and strong values has enabled this company to become a leader in the field of concrete admixtures.

His strong sense of righteousness defined him. He was extremely passionate about his work and was an inspiration to everyone around him. He wrote the core values of the group and everyone in the Tinna family endeavors to live by this code.

We miss him dearly and will do everything possible to work with the same passion to accomplish his dream to see Tinna as amongst the most admired companies in our field.

(Gaurav Sekhri)
Tinna Group
Director



4⁺

Decades of experience



750⁺

Work Force



05

Plants



100000⁺
LANE KM

Roads



25000⁺
MT CO²

Carbon Emissions Prevented



40000⁺
TONS

Tyre Recycled



VISION

To continuously innovate and apply environment friendly technologies for conversion of waste into value added products with the aim to maximize stakeholder value.



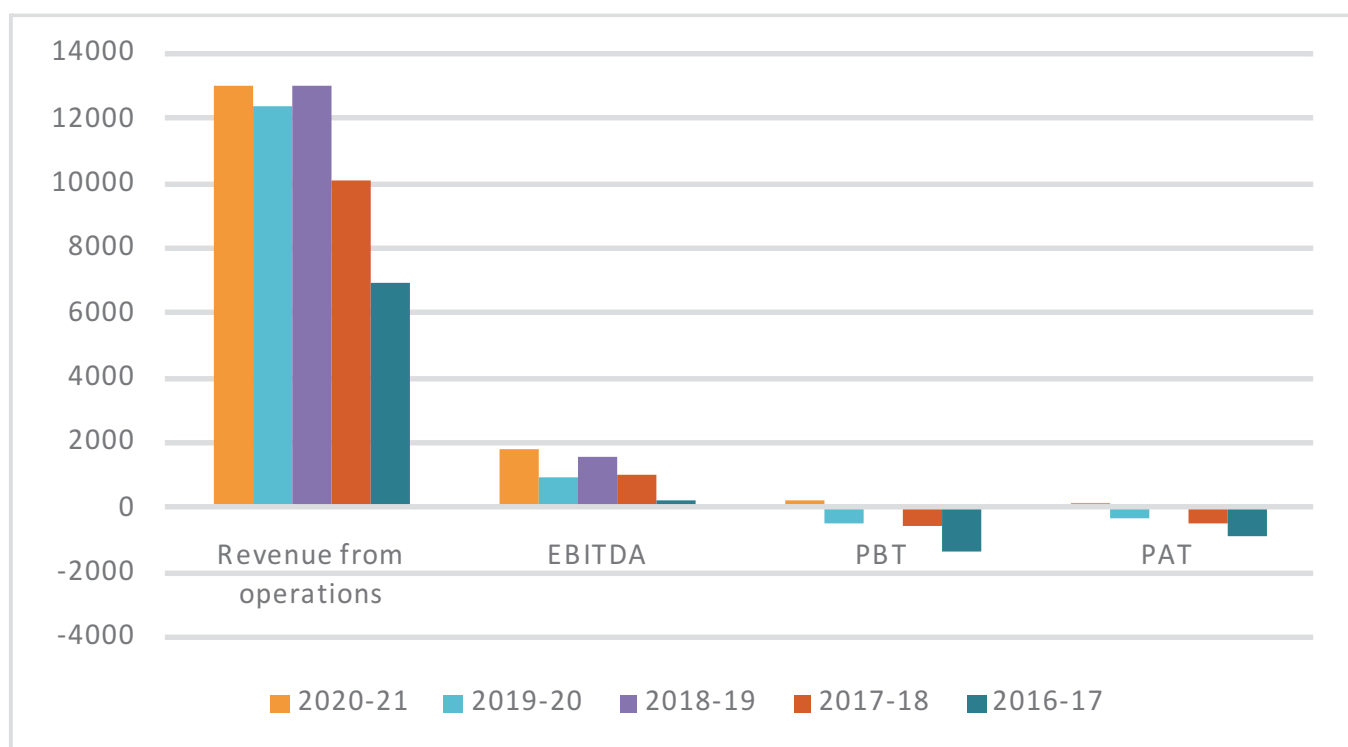
MISSION

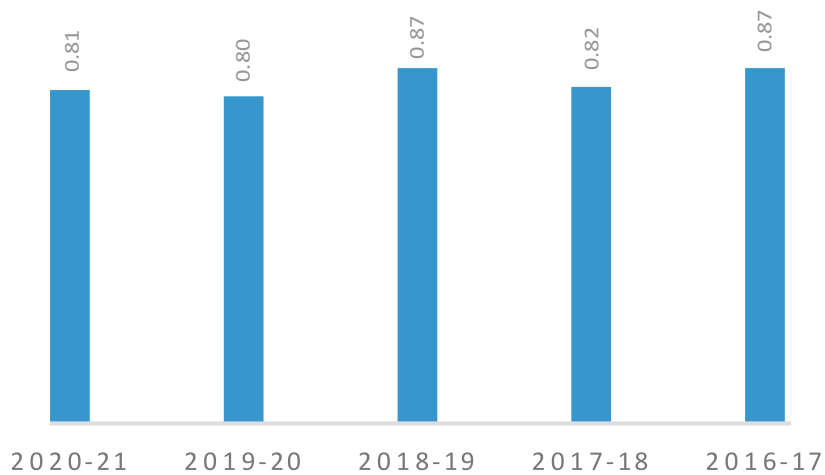
To become the largest fully integrated waste tyre recycling company in India and amongst the top 10 in the World by 2025

SALES, EBITDA, PBT, PAT AT A GLANCE:

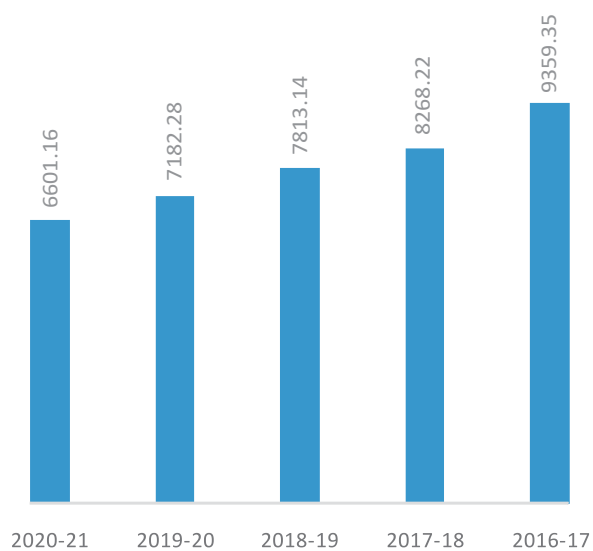
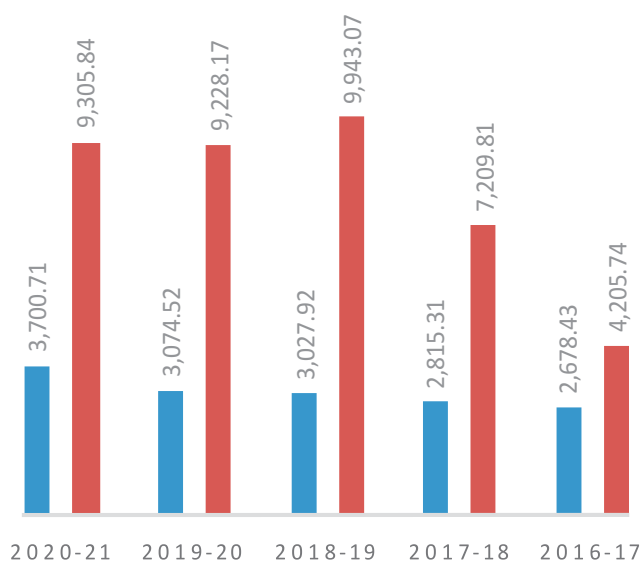
(₹ in lakhs)

	2020-21	2019-20	2018-19	2017-18	2016-17
Revenue from operations	13006.55	12302.69	12970.99	10025.12	6884.17
EBITDA	1739.45	895.82	1533.03	991.26	155.83
PBT	157.87	-544.12	34.6	-583.15	-1393.19
PAT	111.58	-388.68	-15.35	-491.87	-950.86





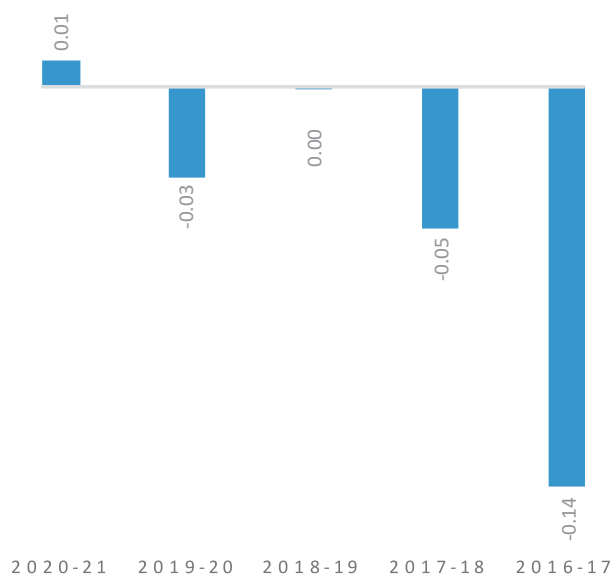
Current Ratio



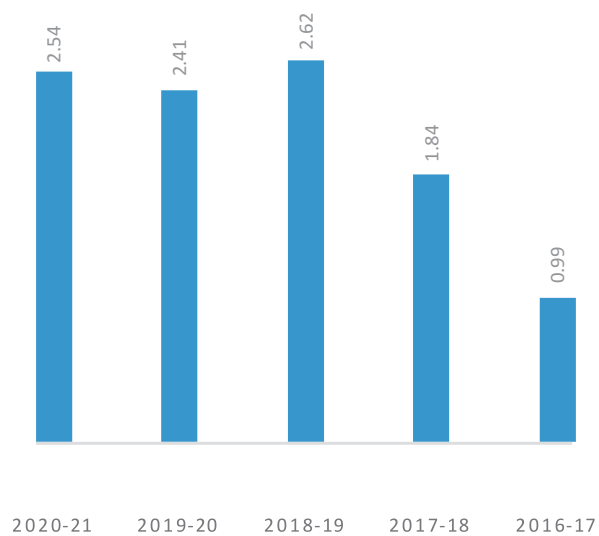
Net Sales - Road Sector

Net Sales - Non Road Sector

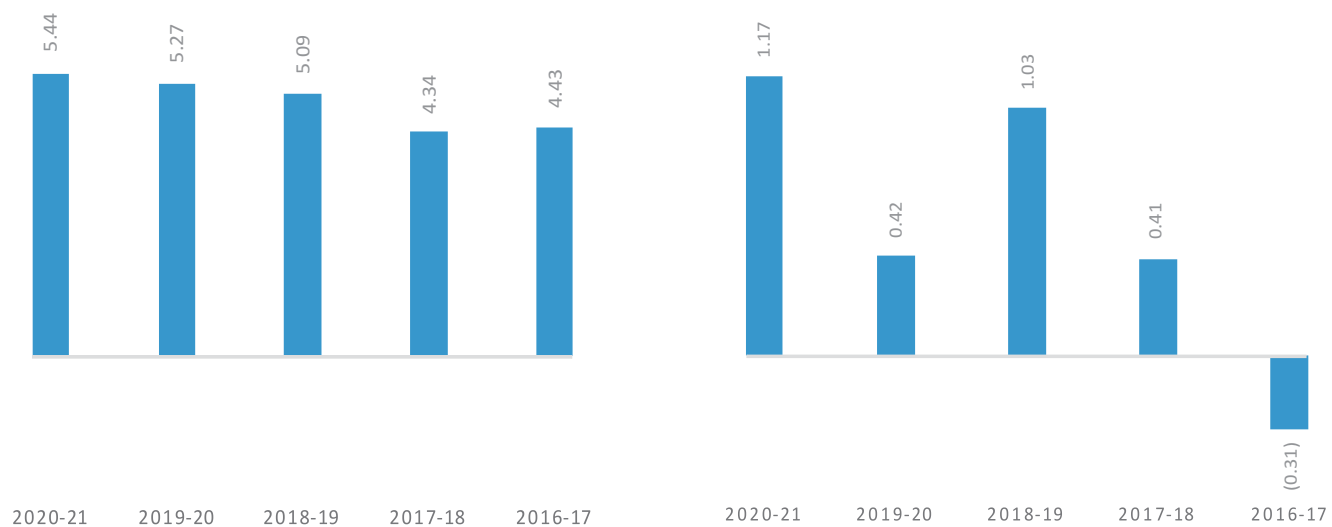
Total Loan fund in Lakhs



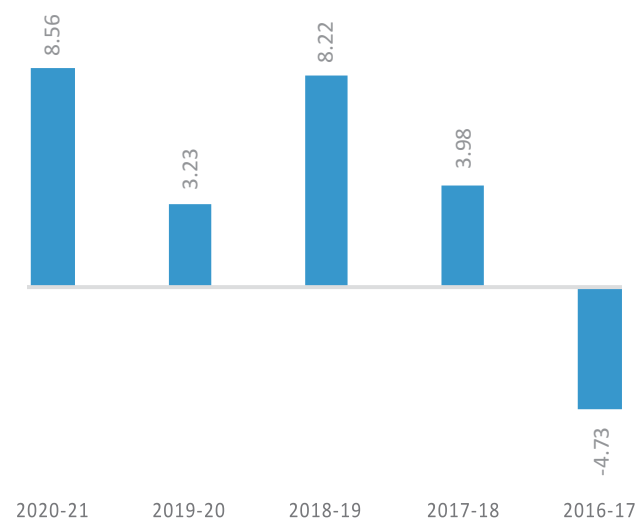
Net Profit Margin to Sales



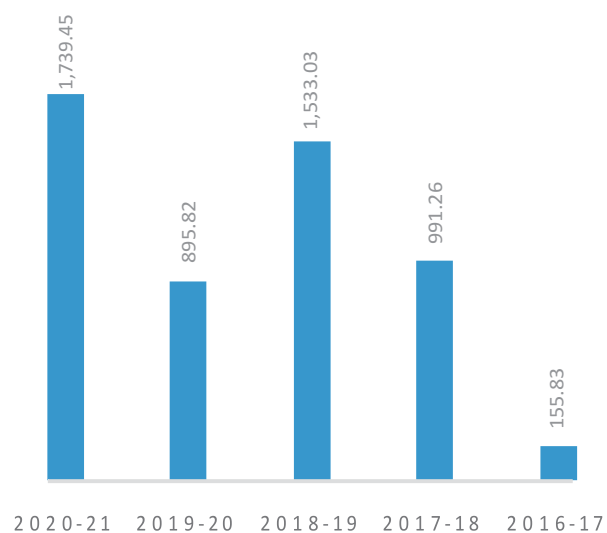
Inventory Turnover Ratio



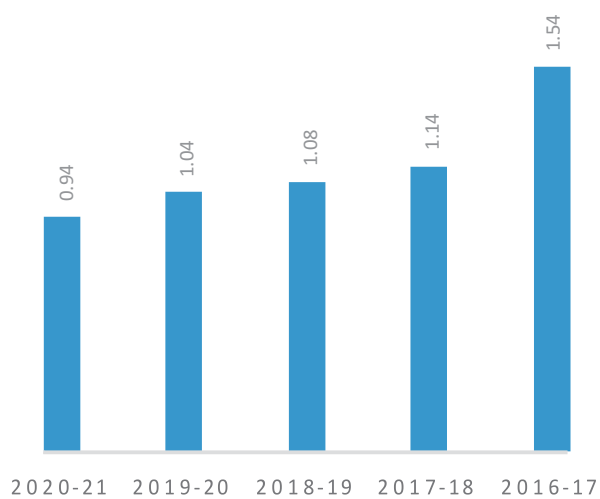
Debtors Turnover



Interest Coverage Ratio



Operating Profit Margin to Sales %



EBITDA

Total Debt/Equity Ratio

CORPORATE INFORMATION

BOARD OF DIRECTORS:	Mr. Bhupinder Kumar Sekhri	Managing Director
	Mr. Gaurav Sekhri	Director
	* Mr. Nirmal Jyoti Chatterjee	Whole Time Director
	# Mr. Subodh Kumar Sharma	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)

* Resigned on 14th September 2020

Appointed on 4th November 2020

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: Canara 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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