



Recycle today for a
Better TOMORROW!



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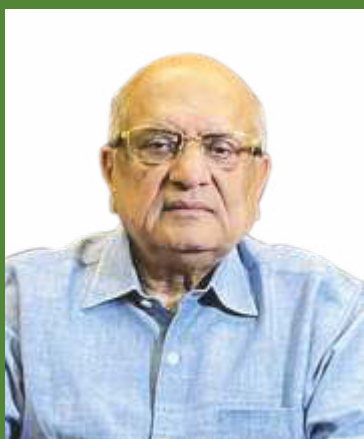
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CHAIRMAN MESSAGE



Dear Stakeholders,

I hope you and your loved ones are keeping well and staying healthy!

As I reflect back on the year that went by, I am filled with the mixed emotions of grief, and compassion as we saw several of our family members, friends and acquaintances succumb and struggle with the dynamic and evolving corona virus. First and foremost, I would like to express my deepest gratitude to all the frontline warriors who led the fight against the pandemic.

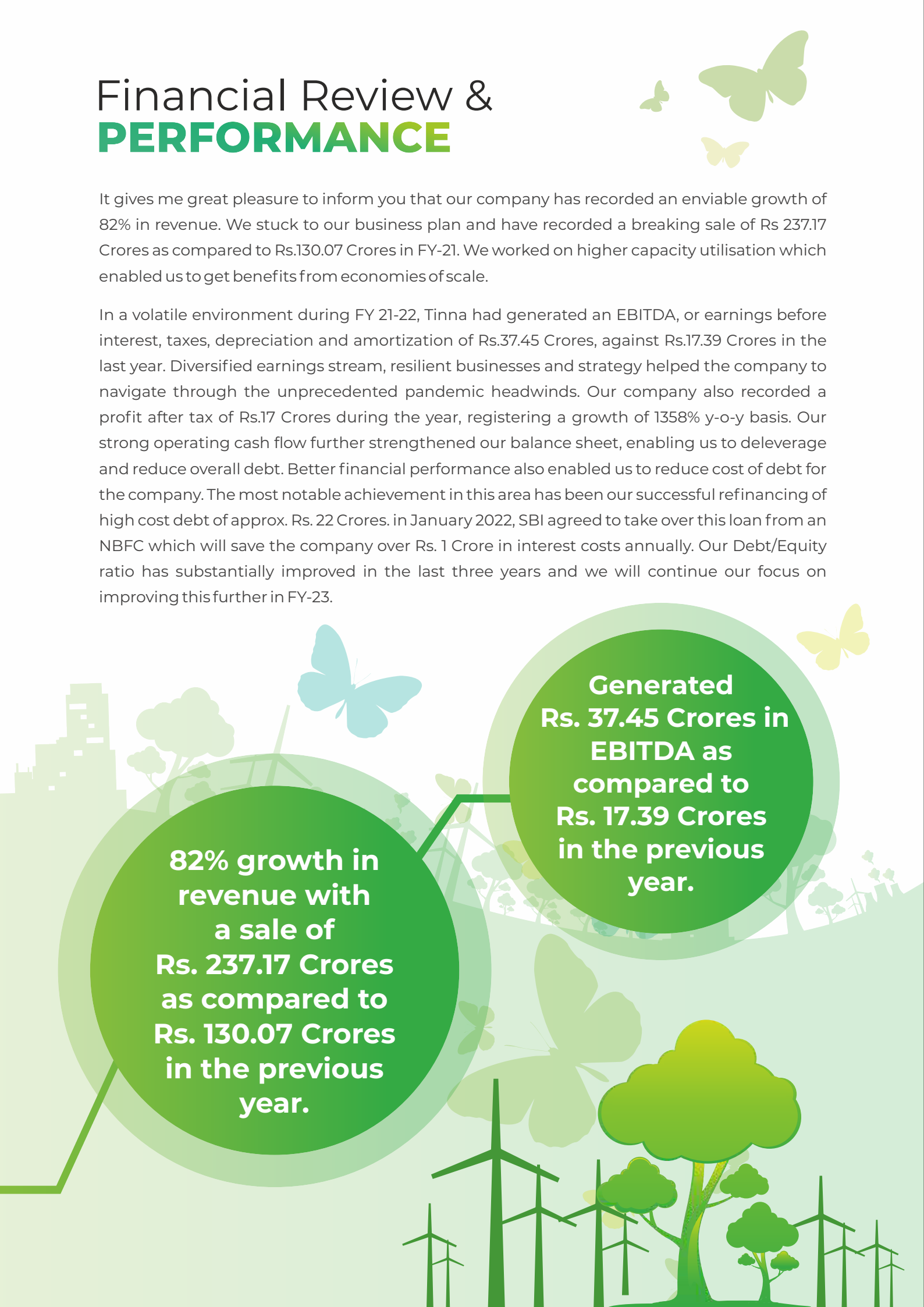
In my message last year, I had spoken about the 5P's – PURPOSE, PLANET, PARTNERSHIPS, PEOPLE AND PERFORMANCE being central to all decision making in the company. This has yielded fantastic results for us in FY-22 and we re-affirm this to be the theme of our company going forward too. Also, our company has shown its uncompromising commitment to better fiscal management. This too has yielded excellent results and it is my pleasure to apprise you of the same later in my speech. We had predicated/predicted last year itself that India's waste management industry is in a growing phase and gradually gaining global attention. With the concept of circular economy gaining prominence, waste management has become one of the crucial factors for achieving the same. At present, out of the total waste tyres generated, only 40-55% gets scientifically processed. We see this gap as a huge opportunity to ensure growth and profitability for the company in the coming years as well.



Financial Review & **PERFORMANCE**

It gives me great pleasure to inform you that our company has recorded an enviable growth of 82% in revenue. We stuck to our business plan and have recorded a breaking sale of Rs 237.17 Crores as compared to Rs.130.07 Crores in FY-21. We worked on higher capacity utilisation which enabled us to get benefits from economies of scale.

In a volatile environment during FY 21-22, Tinna had generated an EBITDA, or earnings before interest, taxes, depreciation and amortization of Rs.37.45 Crores, against Rs.17.39 Crores in the last year. Diversified earnings stream, resilient businesses and strategy helped the company to navigate through the unprecedented pandemic headwinds. Our company also recorded a profit after tax of Rs.17 Crores during the year, registering a growth of 1358% y-o-y basis. Our strong operating cash flow further strengthened our balance sheet, enabling us to deleverage and reduce overall debt. Better financial performance also enabled us to reduce cost of debt for the company. The most notable achievement in this area has been our successful refinancing of high cost debt of approx. Rs. 22 Crores. in January 2022, SBI agreed to take over this loan from an NBFC which will save the company over Rs. 1 Crore in interest costs annually. Our Debt/Equity ratio has substantially improved in the last three years and we will continue our focus on improving this further in FY-23.



82% growth in revenue with a sale of Rs. 237.17 Crores as compared to Rs. 130.07 Crores in the previous year.

Generated Rs. 37.45 Crores in EBITDA as compared to Rs. 17.39 Crores in the previous year.

CREATING VALUE BEYOND BUSINESS

We had committed last year that our prime focus will remain on continuing to grow our presence in export as well as going up the value chain by making more specialised recycled rubber materials. We strongly believe that this focus will enable our company to achieve over 20-25% growth in FY-23. We firmly believe that higher sales will enable us to harvest benefits of economies of scale which will help us operate at better EBITDA margins going forward. Also, Tinna will continue to invest in development of new specialised materials tailored to benefit our customers and as a result will also benefit us by delivering better margins.

Our Company's goals are targeted at putting our people first, positioning them to serve and care for our customers, the environment, the communities in which we work and our stakeholders. In the year FY-23 we intend to work more closely with the tyre industry to become enablers in their effort to find cost-effective solutions in collection and recycling of ELT's.



TRIL's Commitment ESG CRITERIA

I would like to share my immense joy in informing you that our company has won the prestigious Recircle Award in the category "Rubberised Asphalt Award" in FY-22. This global award is a brag-worthy recognition of our company's efforts to be at the forefront of innovation to recycle ELT's in the most efficient manner possible. We believe we are uniquely equipped to meet the challenges of the changing ELT industry and our customers' needs, as we work together to envision and create a more sustainable future. As a waste tyre recycler industry leader, we have the expertise necessary to recycle tyres efficiently and responsibly by delivering environmentally desirable recycling solutions — maximising resource value, while minimising environmental impact — so that both our economy and our environment can thrive.

Our fundamental strategy has not changed; we remain dedicated to providing long-term value to our stockholders by successfully executing our core strategy of focused differentiation and continuous improvement.

I would like to thank all our employees once again for their commitment. I would also like to express appreciation to my fellow Directors for their constant support and guidance.

Finally, I offer my thanks to our consumers, business partners, suppliers, banks, shareholders and all other stakeholders for their continued trust in the Company. We as a brand are energised about our potential and are driven to script a powerful story.

I look forward to the years ahead as we work towards building an inspiring Company that benefits all stakeholders. So this year, we made choices and investments that will shape the future and ensure our company's continuing success.

(Chairman)

Place: New Delhi



WINNER CERTIFICATE FOR THE 2022 RECIRCLE AWARDS

This is to certify that **Tinna Rubber** were honoured for a Recircle Award by winning the category of **Rubberised Asphalt Award** for their outstanding performance and contribution in this field.

DAVID WILSON

Managing Director of Valebridge Media Services, Organisers of the Recircle Awards
and Head Judge on the Recircle Awards Nominations Committee



DIRECTOR MESSAGE


Dear Stakeholders,

I hope you and your loved ones are keeping well and staying healthy.

I am writing to you today with a sense of pride given the impressive turnaround of your Company. In FY22, we are extremely pleased with not just the financial performance but also of what we have accomplished for our customers and the positive impact our business has had on the environment.

The relentless efforts put in by everyone in your company have been validated with the results we have seen in FY22. Our financial performance in the year under review is a testimony to our agility and preparedness for unprecedented events. We were able to achieve exponential growth in our top line and delivered a very healthy bottom line. We registered improved profit margins by enhancing our productivity levels, optimizing costs and ensuring strong cash flows. Despite all the challenges, Your Company was able to grow its market share in both Road & Non-Road Sector. What is even more exciting is that, I see FY22 as an inflection point for our company and I believe we will continue to see impressive growth going forward.

In my speech last year, I had committed that we will focus on automation aiming at productivity enhancement, manpower optimization and leveraging benefits of industry 4.0. Also, we will focus on increasing our market share in export and overseas market. I am pleased to share that we have doubled our exports from 1100 tons to 2200 tons in FY22 and we have only begun to tap the vast export potential for recycled rubber materials. We are looking forward to further expanding our exports business in FY23. Aside from increasing our exports, we are acutely focused to strengthen origination of End of life tyres (ELT's) from new sources. We are actively considering acquisition or creating our own set up for sourcing ELT's in overseas





locations to backward integrate our business. This will lead to greater reliability in sourcing ELT's and also bring down cost, which will add to our margins. In fy22 we have successfully implemented first phase of automation at our plants which has resulted in manpower cost reduction. This is an on-going process and we have some exciting new projects in this area in fy23 too. We have ramped up our tyre crushing capacity & we are expecting to process 100 thousands tons of materials in FY 23 and we are aiming for 25% plus growth in our top line. Also, we are confident that with enhanced productivity and growth in topline, we will further improve on EBITDA margins and will achieve "best in industry" financial performance in FY23.

In FY 23, we are looking forward to commissioning of our 4th DV for manufacturing of reclaim rubber at our Chennai plant. This will add approximately 20 crores to top line & will also help in better capacity utilization of crumb rubber. I wish to state that Government of India push towards Infrastructure/Roads construction, Circular economy and Utilization of Waste in Roads are key drivers for sales to Road sector. I am proud to share with you that our crumb rubber modifier has been extensively used in the prestigious Purvanchal Expressway. Almost double the Qty is expected to be consumed on Bundhelkhand expressway and Ganga Expressway combined together in next few years. Since the Infrastructure & Construction of road /highways will continue to be our nation's priority, we see continual high usage of crumb rubber modifier in the foreseeable future. While we are a pan India presence already to cater to this demand, we will not hesitate to further increase capacity as and when the need arises.

Your company's business is aligned with the Country's agenda to create world-class infrastructure and world-class products. Your company directly contributes to Sustainable Development Goals set out by United Nations. In the last year, we have also seen huge rise in cost of all minerals and natural resources. This has further amplified the necessity for efficient and environmentally desirous recycling of products. It takes 1 barrel of oil to make 1 tyre, therefore it is amongst the most important products which the World must learn and adapt to recycle more efficiently. Your company is opportunely placed to exploit this great need as it has already acquired world class skills in efficient and environmentally desirous recycling of tyres. We will strive to harvest the benefit of this knowledge by delivering outstanding financial performance in FY23.

(Gaurav Sekhri)
Tinna Group
Director



**Recorded
Rs. 16.83 Crores in
PAT as
compared to
Rs. 1.11 Crores
in the previous
year. Growth
1358% Y-O-Y**



Commitment to **ENVIRONMENT**

Tinna is the one of the largest ELT material recycling companies that is committed to the environment friendly ways. It works in a manner that helps to conserve our nature's resources and work on the principles of ESG (Environmental, Social, Governance) which makes our tomorrow a better place and much more sustainable.



Towards a **SUSTAINABLE FUTURE**

Tinna has pioneered itself as one of the largest ELT (End-of-Life-Tyre) material recycler with integrated operations that include sourcing to providing world-class recycled rubber materials.

These End of Life tyres are among the largest and a source of wide wastage in the world. Due to their incorrect disposal, all kinds of environmental and health hazards are caused. Our focus strongly remains on recycling these tyres and process them in an environment friendly manner while generating zero waste and zero pollution.

We have always worked on the principles of ESG (Environmental, Social, Governance) and have gained the trust of many over the last 40 years. Our core team carries out each process efficiently and with a lot of conviction while harnessing consistent growth and profits.

Therefore, our skills set and efficiency have enabled us to push ourselves through the toughest times while keeping focus solely on environmental practices and creating value in the society we live in.

