# **BF UTILITIES LIMITED**



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Annual Report for the year ended on 30th September, 2015

#### BOARD OF DIRECTORS

Mr. B. N. Kalyani Chairman

Mr. A. B. Kalyani Non-Executive Director

Mr. B. B. Hattarki Non-Executive Independent Director

Mr. G. K. Agarwal Non-Executive Director \*

Mr. S. S. Vaidya Non-Executive Independent Director

Ms. A. A. Sathe Additional Director (Non-Executive Independent Director) ®

\* Resigned on 31st March, 2015

<sup>®</sup> Appointed on 31st March, 2015

# CHIEF EXECUTIVE OFFICER / COMPANY SECRETARY

Mr. B.S. Mitkari

#### CHIEF FINANCIAL OFFICER

Mr. S. S. Joshi

#### STATUTORY AUDITORS

M/s.Joshi Apte & Co., Chartered Accountants

#### SECRETARIAL AUDITORS

Mr. S.V. Deulkar Partner - SVD & Associates

#### **BANKERS**

**HDFC Bank Limited** 

#### REGISTRAR AND SHARE TRANSFER AGENT

Link Intime India Private Limited
'Akshay' Complex, Block No. 202, 2nd Floor,
Near Ganesh Temple, Off Dhole Patil Road, Pune - 411 001
Tel.: +91 (20) 2616 1629 / 2616 0084 Fax: +91 (20) 2616 3503;

Email: pune@linkintime.co.in

# REGISTERED OFFICE

BF Utilities Limited Mundhwa, Pune Cantonment, Pune 411 036, Maharashtra, India.

#### **CORRESPONDANCE ADDRESS**

Cyber City, Tower 15, Level 6, Office 602, Magarpatta City, Hadapsar, Pune - 411 013

Phone: +91-20-6629 2550 / 26 E-mail : bfutilitiesItd@vsnl.net Website : http://www.bfutilities.com CIN : L40108PN2000PLC015323

## **INFORMATION FOR SHAREHOLDERS**

Annual General Meeting

Day & Date: Wednesday, 2<sup>nd</sup> March, 2016

Time: 11.30 a.m.

Venue : Kalyani Steels Ltd. Mundhwa, Pune - 411 036

Date of Book Closure: 2nd March, 2016



# BF UTILITIES LIMITED

Registered Office: Mundhwa, Pune Cantonment, Pune 411 036.
CIN: L40108PN2000PLC015323

# NOTICE

NOTICE is hereby given that the Fifteenth Annual General Meeting of the Members of BF Utilities Limited will be held at Kalyani Steels Ltd at Mundhwa, Pune 411 036 on Wednesday, the 2<sup>nd</sup> day of March, 2016 at 11.30 a.m. (IST), to transact the following business

#### **ORDINARY BUSINESS:**

#### ITEM NO.1:

To receive, consider and adopt the Audited Financial Statements of the Company for the Financial Year ended 30<sup>th</sup> September, 2015 and the Reports of the Board of Directors and Auditors thereon.

#### ITEM NO.2:

To appoint a Director in place of Mr. A.B. Kalyani, (DIN: 00089430), who retires by rotation and being eligible offers himself for re-appointment.

#### ITEM NO.3:

To consider and, if thought fit, to pass, with or without modification(s), the following resolution as an ORDINARY RESOLUTION:

"RESOLVED THAT pursuant to the provisions of Section 139 and other applicable provisions, if any, of the Companies Act, 2013, read with the Companies (Audit and Auditors) Rules, 2014, the appointment of M/s. Joshi Apte & Co., Chartered Accountant, Pune (Firm Registration No.104370W), (who were appointed in the Fourteenth Annual General Meeting, as Statutory Auditors for a period of three years upto the conclusion of the Seventeenth Annual General Meeting to be held during the year 2018) be and is hereby ratified for the financial year 2015-16 as Statutory Auditor of the Company to hold office from the conclusion of this Annual General Meeting till the conclusion of the next Annual General Meeting of the Company on such remuneration plus service tax thereon and reimbursement of out of pocket and travelling expenses etc. as may be mutually agreed between the Board of Directors of the Company and the auditors based on the recommendation of the Audit Committee."

## SPECIAL BUSINESS:

# ITEM NO. 4:

Appointment of Ms. Aarti A. Sathe as an Independent Director

To consider and if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:

"RESOLVED THAT pursuant to the provisions of Section 149, 152 and any other applicable provisions, if any, of the Companies Act, 2013 ("Act") read with Schedule IV to the Act and the Companies (Appointment and Qualification of Directors) Rules, 2014 (including any statutory modification(s) or re-enactment thereof for the time being in force) and Clause 49 of the Listing Agreement, Ms. Aarti A. Sathe (DIN 06925030), who has submitted a declaration that she meets the criteria for independence as prescribed in Section 149(6) of the Act and Clause 49 of the Listing Agreement and in respect of whom the Company has received a notice in writing from a member proposing her candidature for the office of Director, be and is hereby appointed as an Independent Director of the Company to hold office for a term of 5 (Five) consecutive years with effect from 2<sup>nd</sup> March, 2016 to 1<sup>st</sup> March, 2021."

# ITEM NO. 5:

Related party Transactions of the Company with Bharat Forge Limited.

To consider and if thought fit, to pass, with or without modification(s), the following resolution as a Special Resolution:

"RESOLVED THAT pursuant to the applicable provisions of Section 188 and any other provisions of the Companies Act, 2013 and Rules framed thereunder and in terms of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 "Regulations" (including statutory modification(s) or re-enactment thereof for the time being in force) and subject to such other statutory approvals as may be necessary, consent of the Company be and is hereby accorded to the Board of Directors to enter into transaction/s of purchase/sale of goods / services, lease, transfer, assign or otherwise etc., whether material or otherwise, for the period of five (5) financial years with effect from April 1, 2015, of the Company with Bharat Forge Limited - Related Party, upto an estimated annual value of Rs.500 millions, to be discharged in a manner and on such terms and conditions as may be mutually agreed upon between the Board of Directors of the Company and Bharat Forge Limited."

"RESOLVED FURTHER THAT the Board of Directors of the Company be and is hereby authorized to negotiate and finalise other terms and conditions and to do all such acts, deeds and things including delegation of powers as may be necessary, proper or expedient to give effect to this Resolution."

By Order of the Board of Directors For BF Utilities Limited

Pune 28<sup>th</sup> November, 2015 B. S. Mitkari Company Secretary Membership No.FCS/3237

#### NOTES:

- 1. A member entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy to attend and vote on a Poll instead of himself and the proxy need not be a member of the Company. A person can act as proxy on behalf of members not exceeding fifty (50) and holding in the aggregate not more than ten percent of the total share capital of the Company carrying voting rights. In case, a Proxy is proposed to be appointed by a member holding more than 10% of the total share capital of the Company carrying voting rights, then such Proxy shall not act as a Proxy for any other person or member.
  - The Instrument appointing proxy should, however, be deposited at the Registered Office of the Company duly completed and signed not less than forty-eight (48) hours before the commencement of the meeting.
- 2. A Statement pursuant to Section 102 of the Companies Act, 2013, relating to Special Business under Item No .4 and 5 of the Notice to be transacted at the Annual General Meeting is annexed hereto.
- 3. Corporate members are requested to send board resolution duly certified, authorising their representative to attend and vote on their behalf at the Annual General Meeting.
- 4. Members who hold shares in dematerialised form are requested to write their DP ID AND CLIENT ID numbers and those who hold shares in physical form are requested to write their Folio Number in the Attendance Slip for attending the meeting to facilitate easy identification of membership at the meeting.
- 5. Members holding shares in dematerialised form are requested to intimate any change in their address, bank details, ECS details etc. to their respective Depository Participants and those holding shares in physical form are to intimate the said changes to the Registrar and Transfer Agent of the Company, at their address given below.
- 6. The Share Transfer Books and the Register of Members of the Company will remain closed on Wednesday, 2<sup>nd</sup> March, 2016, as an Annual Closure for Annual General Meeting.
- 7. Equity Shares of the Company are under compulsory demat trading by all investors. Those shareholders, who have not dematerialised their shareholding, are advised to dematerialise the same to avoid any inconvenience in future.
- 8. Brief Profile of Directors proposed to be appointed / re-appointed, names of companies in which they hold directorships and memberships / chairmanships of Board Committees, shareholding and relationships between directors inter-se as stipulated under Clause 49 of the Listing Agreement / Listing Regulations 2015 with the Stock Exchanges in India, are provided in the Report on Corporate Governance forming part of the Annual Report.
- 9. The Securities and Exchange Board of India (SEBI) has mandated the submission of Permanent Account Number (PAN) by every participant in the securities market. Members holding shares in dematerialised form are therefore requested to submit their PAN to the Depository Participants with whom they are maintaining the demat account. Members holding shares in physical form can submit their PAN details to the Registrar and Transfer

Agent of the Company, at their address given below.

10. The Ministry of Corporate Affairs (MCA), Government of India, had taken a "Green Initiative in the Corporate Governance" by allowing paperless compliances by the companies and had issued circulars stating that service of notice / documents including Annual Report can be done by e-mail to its members.

To support this green initiative of the Government in full measure, members who have not registered their email addresses, so far, are requested to register their e-mail addresses, in respect of dematerialised holdings with the Depository through their concerned Depository Participants. Members who hold shares in physical form are requested submit the same to the Registrar and Transfer Agent of the Company i.e. Link Intime India Private Limited, Block No. 202, 2<sup>nd</sup> Floor, Akshay Complex, Off Dhole Patil Road, Pune ñ 411 001, (Maharashtra), Telephone No. 020 2616 1629 / 2616 0084.

The Notice of the Annual General Meeting along with the Annual Report 2014-15 is being sent by electronic mode to those members whose e-mail addresses are registered with the Company / Depositories, unless any member has requested for the physical copy of the same.

- 11. In case members wish to ask for any information about accounts and operations of the Company, they are requested to send their queries in writing at least 7 days in advance of the date of the meeting so that the information can be made available at the time of the meeting.
- 12. All documents referred to in the Notice or in the accompanying Statement are available for inspection by the members at the Registered Office of the Company on all working days, except Saturdays, Sundays and public holidays, between 10.00 a.m. to 12.00 noon, prior to the date of the Annual General Meeting and also available for inspection at the meeting.
- 13. Pursuant to Section 72 of the Act read with the Companies (Share Capital and Debentures) Rules, 2014, members are entitled to make a nomination in respect of shares held by them in physical form. Shareholders desirous of making a nomination are requested to send their requests in Form No. SH 13 in duplicate (which will be made available on request) to the Registrar and Share Transfer Agent of the Company.
- 14. Voting through electronic means
  - I. In compliance with provisions of Section 108 of the Companies Act, 2013, Rule 20 of the Companies (Management and Administration) Rules, 2014 as amended by the Companies (Management and Administration) Amendment Rules, 2015 and Clause 35B of the Listing Agreement/ Listing Regulations 2015, the Company is pleased to provide members facility to exercise their right to vote on resolutions proposed to be considered at the Fifteenth Annual General Meeting (AGM) by electronic means and the business may be transacted through e-Voting Services. The facility of casting the votes by the members using an electronic voting system from a place other than venue of the AGM ("remote e-voting") will be provided by National Securities Depository Limited (NSDL).
  - II. The facility for voting through Poling Paper shall be made available at the AGM and the members attending the meeting who have not cast their vote by remote e-voting shall be able to exercise their right at the meeting through Poling Paper.
  - III. The members who have cast their vote by remote e-voting prior to the AGM may also attend the AGM but shall not be entitled to cast their vote again.
  - IV. The remote e-voting period commences on 28<sup>th</sup> February, 2016 (9:00 am) and ends on 1<sup>st</sup> March, 2016 (5:00 pm). During this period members' of the Company, holding shares either in physical form or in dematerialized form, as on the cut-off date of 24<sup>th</sup> February, 2016, may cast their vote by remote e-voting. The remote e-voting module shall be disabled by NSDL for voting thereafter. Once the vote on a resolution is cast by the member, the member shall not be allowed to change it subsequently.
  - V. The process and manner for remote e-voting are as under:
    - A. In case a Member receives an email from NSDL [for members whose email IDs are registered with the Company/ Depository Participants(s)]:
      - (i) Open email and open PDF file viz; "BF\_utilities\_e-Voting.pdf" with your Client ID or Folio No. as password. The said PDF file contains your user ID and password/PIN for remote e-voting. Please note that the password is an initial password.
      - (ii) Launch internet browser by typing the following URL: https://www.evoting.nsdl.com/

- (iii) Click on Shareholder Login
- (iv) Put user ID and password as initial password/PIN noted in step (i) above. Click Login.
- (v) Password change menu appears. Change the password/PIN with new password of your choice with minimum 8 digits/characters or combination thereof. Note new password. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential.
- (vi) Home page of remote e-voting opens. Click on remote e-voting: Active Voting Cycles.
- (vii) Select "EVEN" of "BF Utilities Limited".
- (viii) Now you are ready for remote e-voting as Cast Vote page opens.
- (ix) Cast your vote by selecting appropriate option and click on "Submit" and also "Confirm" when prompted.
- (x) Upon confirmation, the message "Vote cast successfully" will be displayed.
- (xi) Once you have voted on the resolution, you will not be allowed to modify your vote.
- (xii) Institutional shareholders (i.e. other than individuals, HUF, NRI etc.) are required to send scanned copy (PDF/JPG Format) of the relevant Board Resolution/ Authority letter etc. together with attested specimen signature of the duly authorized signatory(ies) who are authorized to vote, to the Scrutinizer through e-mail to deulkarcs@gmail.com with a copy marked to evoting@nsdl.co.in
- B. In case a Member receives physical copy of the Notice of AGM [for members whose email IDs are not registered with the Company/Depository Participants(s) or requesting physical copy]:
  - (i) Initial password is provided as below/at the bottom of the Attendance Slip for the Fifteenth AGM:

# EVEN (Remote e-voting Event Number) USER ID PASSWORD/PIN

- (ii) Please follow all steps from Sl. No. (ii) to Sl. No. (xii) above, to cast vote.
- VI. In case of any queries, you may refer the Frequently Asked Questions (FAQs) for Members and remote evoting user manual for Members available at the downloads section of <a href="www.evoting.nsdl.com">www.evoting.nsdl.com</a> or call on toll free no.: 1800-222-990.
- VII. If you are already registered with NSDL for remote e-voting then you can use your existing user ID and password/PIN for casting your vote.
- VIII. You can also update your mobile number and e-mail id in the user profile details of the folio which may be used for sending future communication(s).
- IX. The voting rights of members shall be in proportion to their shares of the paid up equity share capital of the Company as on the cut-off date of 24<sup>th</sup> February, 2016.
- X. Any person, who acquires shares of the Company and become member of the Company after dispatch of the notice and holding shares as of the cut-off date i.e. 24<sup>th</sup> February, 2016, may obtain the login ID and password by sending a request at <a href="mailto:evoting@nsdl.co.in">evoting@nsdl.co.in</a> or <a href="mailto:pune@linkintime.co.in">pune@linkintime.co.in</a>.
  - However, if you are already registered with NSDL for remote e-voting then you can use your existing user ID and password for casting your vote. If you forgot your password, you can reset your password by using "Forgot User Details/Password" option available on <a href="https://www.evoting.nsdl.com">www.evoting.nsdl.com</a> or contact NSDL at the following toll free no.: 1800-222-990.
- XI. A member may participate in the AGM even after exercising his right to vote through remote e-voting but shall not be allowed to vote again at the AGM.

- XII. A person, whose name is recorded in the register of members or in the register of beneficial owners maintained by the depositories as on the cut-off date only shall be entitled to avail the facility of remote e-voting as well as voting at the AGM through ballot paper.
- XIII. Mr. S. V. Deulkar, of SVD & Associates, Company Secretaries (Membership No. FCS 6156 & CP No. 2664) has been appointed for as the Scrutinizer for providing facility to the members of the Company to scrutinize the voting and remote e-voting process in a fair and transparent manner.
- XIV. The Chairman shall, at the Fifteenth AGM, at the end of discussion on the resolutions on which voting is to be held, allow voting with the assistance of scrutinizer, by use of "Poling Paper" for all those members who are present at the AGM but have not cast their votes by availing the remote e-voting facility.
- XV. The Scrutinizer shall after the conclusion of voting at the general meeting, will first count the votes cast at the meeting and thereafter unblock the votes cast through remote e-voting in the presence of at least two witnesses not in the employment of the Company and shall make, not later than three days of the conclusion of the AGM, a consolidated scrutinizer's report of the total votes cast in favour or against, if any, to the Chairman or a person authorized by him in writing, who shall countersign the same and declare the result of the voting forthwith.
- XVI. The Results declared alongwith the report of the Scrutinizer shall be placed on the website of the Company <a href="https://www.bfutilities.com">www.bfutilities.com</a> and on the website of NSDL immediately after the declaration of result by the Chairman or a person authorized by him in writing. The results shall also be immediately forwarded to the National Stock Exchange of India Limited and BSE Limited, Mumbai.
- 15. For members who wish to vote using Ballot Paper:

Pursuant to Clause 35B of the Listing Agreement / Listing Regulations, 2015, Members who do not have access to e-voting facility may fill in the Ballot Paper enclosed with the Notice (a copy of the same is also part of the soft copy of the Notice) and submit the same in a sealed envelope to the Scrutinizer appointed by the Board of Directors of the Company, Mr. S. V. Deulkar of SVD & Associates, Company Secretaries, at C/o BF Utilities Limited, Secretarial Department, Cyber City, Tower 15, Level 6, Office 602, Magarpatta City, Hadapsar Pune 411 013 so as to reach not later than 1st March, 2016 by 6:00 p.m. Ballot Paper received thereafter will be treated as invalid.

- 16. A member shall opt for only one mode of voting i.e either through remote e-voting or by Ballot Paper or by Poling Paper. If the member casts vote through all the modes, the votes in the electronic system would be considered and the Ballot Paper and / or Poling Paper would be ignored.
- 17. In terms of Section 152 of the Companies Act, 2013, Mr. Amit B. Kalyani (DIN:00089430) Director retires by rotation at the Meeting and being eligible offers himself for reappointment. The information as required under Clause 49 of the Listing Agreement/ Listing Regulations, 2015 with the Stock Exchanges, with respect to the retiring director is as under:

Mr. A. B. Kalyani, aged 40 years, is a Mechanical Engineer from Bucknell University, Pennsylvania, USA and has been on the Board of BF Utilities Limited since 2005. Mr. A.B. Kalyani is Executive Director of Bharat Forge Limited.

He initially worked with Kalyani Steels Ltd, followed by other companies within the Group. He then joined Bharat Forge in 1999 as Vice President and Chief Technology Officer, where he played a critical role responsible for implementing Unified MIS System SAP R3.

He later took charge of investor relations & fund raising such as GDR, FCCB, Rights Issue & ECBs, He was also instrumental in strategizing and execution of the several acquisitions that the Group had done in Germany.

Mr. Kalyani is currently an Executive Director on the board of Bharat Forge Limited, the flagship company of the Kalyani Group. While he is involved in the company's strategic planning & global business development initiatives, Mr. Kalyani also takes care of the overall Group strategy and is responsible for the expansion of its steel business and driving the infrastructure business foray of the Group.

Mr. A.B. Kalyani is a member of Audit Committee, Nomination and Remuneration Committee, Corporate Social Responsibility Committee and Share Transfer Cum Shareholders' / Investors' Grievance and Risk Management Committee.

Directorships / Committee memberships / Chairmanships of Mr. A.B. Kalyani in other companies are as under:

Name of the Company	Board position held	Name of the Committees	Chairman/ Member
Bharat Forge Limited	Executive Director	-	-
Kalyani Steels Limited	Director	-	-
BF Investment Limited	Director	Audit Committee	Member
Kalyani Investment Co. Limited	Chairman	-	-
BF-NTPC Energy Systems Limited	Director	-	-
Hikal Limited	Director	-	-
BF Elbit Advanced Systems Private Limited	Director	-	-

Mr. A.B. Kalyani is holding 28,270 equity shares of Rs. 5/- each of the Company. He is son of Mr. B. N. Kalyani, Chairman of the company.

Save and except, Mr. A.B. Kalyani, to the extent of his shareholding interest, if any, in the Company, none of other Directors / Key Managerial Personnel of the Company / their relatives are, in any way, concerned or interested, in the said resolution.

The Board recommends the Ordinary Resolution set out at Item No. 2 of the Notice for approval by the shareholders.

18. Disclosure of Shareholding of Directors recommended by the Board of Directors for Appointment / Re-appointment at the Annual General Meeting pursuant to Clause 49 of the Listing Agreement :

Sr. No.	Name of Director	No. of Shares held	
1	Mr. A. B. Kalyani	28270	
2	Ms. Aarti A. Sathe	Nil	

Register and Transfer Agent LINK INTIME INDIA PRIVATE LIMITED Block No.202, 2<sup>nd</sup> Floor, Akshay Complex, Off Dhole Patil Road, Near Ganesh Mandir,Pune - 411 001 Tel-020 2616 1629 / 26160084, E-mail: pune@linkintime.co.in

> By Order of the Board of Directors For BF Utilities Limited

Pune 411036 28<sup>th</sup> November, 2015 B. S. Mitkari Company Secretary Membership No.FCS/3237

#### ANNEXURE TO THE NOTICE

# Explanatory Statement as required by Section 102 of the Companies Act, 2013

#### ANNEXURE TO THE NOTICE

As required by Section 102 (1) of the Companies Act, 2013 and pursuant to Clause 49 of the Listing Agreement/Listing Regulations, 2015, the following Statement sets out all material facts relating to Item No. 4 and 5 in the accompanying Notice dated 28<sup>th</sup> November, 2015 of Annual General Meeting of the Company to be held on Wednesday, the 2<sup>nd</sup> day of March, 2016 at 11.30 a.m. at Kalyani Steels Ltd., at Mundhwa, Pune 411 036.

#### ITEM NO. 4 OF THE NOTICE:

The Board of Directors of the Company in its meeting held on 31st March, 2015 had appointed Ms. Aarti Sathe as an additional director on the Board of the Company to hold office upto the conclusion of the ensuing Annual General Meeting.

Ms. Sathe has submitted a declaration that she meets the criteria for independence as prescribed in Section 149(6) of the Act and Clause 49 of the Listing Agreement and in respect of whom the Company has received a notice in writing from a member proposing her candidature for the office of Director, is proposed to be appointed as an Independent Director on the Board of the Company.

Ms. Aarti A. Sathe, is a Master in Laws in Constitutional & Administrative Laws from University of Mumbai. She is presently an Independent Counsel and appears before various quasi judicial bodies such as Income Tax Appellate Tribunal, Customs, Excise and Service Tax Appellate Tribunal, etc. She also appears as a Counsel in Bombay High Court before the tax bench for tax Appeals, writs, etc., before Authority of Advance Rulings in International tax matters and also before the Supreme Court in tax matters.

Ms. Sathe has wide experience in direct and indirect taxation, international taxation, FEMA, etc.

Her articles and case law updates are published in the Income Tax Review, a publication of the Chamber of Tax Consultants, Mumbai. Earlier, she was a visiting Faculty on Direct Taxes in Mergers & Acquisitions at Symbiosis Institute of Management Pune.

Directorships / Committee memberships / Chairmanships of Ms. Aarti Sathe in other companies are as under:

Name of the Company	Board position held	Name of the Committees	Chairman/Member
BF Investment Limited	Independent Director	Audit Committee	Member

Ms. Sathe does not hold any shares of the Company. She is not related to any other Director on the Board of the Company.

Save and except, Ms. Sathe, to the extent of her shareholding interest, if any, in the Company, none of other Directors / Key Managerial Personnel of the Company / their relatives are, in any way, concerned or interested, in the said resolution.

The Board recommends the Ordinary Resolution set out at Item No. 4 of the Notice for approval by the shareholders.

# ITEM NO. 5 OF THE NOTICE:

Further to the applicable provisions of Section 188 and any other provisions of the Companies Act, 2013 and Rules framed thereunder, the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations. 2015 "Regulations" Under the said Regulations, all Related Party Transactions shall require prior approval of the Audit Committee and all material Related Party Transactions shall require approval of the shareholders by a Special Resolution.

The Company has been in the business of generating Wind Power. The Power generated from Wind Mills is supplied to Bharat Forge Limited. Considering the sizable requirement for power of Bharat Forge Limited, BF Utilities Limited will benefit by supplying entire power to a single customer i.e. Bharat Forge Limited.

The individual transaction values would be revised, if required, based on mutual discussions to align the same at arm's length rates,.