

# TECHNICAL & COMMERCIAL PROPOSAL

In Response to: RFQ-2026-BRG-001  
Industrial Control Valves — Borouge Polyolefin Plant, Ruwais

Field	Details
Bidder	PetroFlow Solutions LLC
Headquarters	Abu Dhabi, UAE
Regional Office	ICAD III, Mussafah, Abu Dhabi
Bid Reference	PFS-Q-2026-0089
Submission Date	26 February 2026
Contact Person	Eng. Khalid Al Hashemi, Chief Commercial Officer
Email	khalid.alhashemi@petroflow.ae
Validity	120 days from submission

## PART A — COMPANY PROFILE & EXPERIENCE

PetroFlow Solutions LLC is a UAE-headquartered valve engineering company established in 2009, specializing in control valve solutions for the oil & gas and petrochemical industries in the GCC region. As a proud Emirati company, we combine international engineering standards with deep local market knowledge and strong ICV contribution. We are an authorized systems integrator and value-added reseller for Metso (formerly Neles) control valves, and we manufacture our own line of butterfly and ball valves at our ICAD III facility in Mussafah.

### Key Facts

- Founded: 2009 | Employees: 420 (85% UAE-based)
- Annual Revenue: AED 320 million (2025)
- UAE National employees: 62 (15% Emiratization)
- Active contracts with ADNOC Group: 8 ongoing
- ICV Score: 64% (certified 2025)
- Authorized Metso/Neles systems integrator since 2012

### Manufacturing Facilities

- Manufacturing: ICAD III, Mussafah — 8,000 sqm, butterfly and ball valve manufacturing, valve assembly, hydrostatic testing
- Service Center: Ruwais Industrial City — 1,200 sqm, dedicated to ADNOC group support, spare parts stocking
- Warehouse: KIZAD — 4,500 sqm, valve and actuator inventory hub for GCC

## PART B — TECHNICAL PROPOSAL

PetroFlow proposes a hybrid solution combining Metso Neles globe control valves (for critical high-performance applications) with our locally manufactured PF-Series butterfly and ball valves (for utility and general service). This approach delivers best-in-class performance where it matters most while maximizing local content and cost efficiency. Our Ruwais service center ensures immediate on-site support.

### Technical Compliance Summary

Specification	Compliance	Notes
IEC 60534 / ISA S75	Fully Compliant	Metso Neles certified
Pressure Rating (ANSI 150-600)	Fully Compliant	—
Temperature Range (-29 to 425°C)	Partially Compliant	PF-Series butterfly max 350°C. Metso handles high-
Body Material (WCB / CF8M)	Fully Compliant	—
Stellite 6 / WC Trim	Fully Compliant	Metso ND9000 series standard
HART 7.0 / FF H1	Fully Compliant	Metso Neles ND9000 positioner supports both
FCI 70-2 Class V/VI	Fully Compliant	Class VI on Metso globe valves
ISO 15848-1 BH	Fully Compliant	Certified on all Metso products
SIL 2 (IEC 61508)	Fully Compliant	Metso valves SIL 2/3 certified
ATEX Zone 1 / IECEx	Fully Compliant	—

### Noted Deviations

- Deviation D1: PF-Series butterfly valves have a maximum operating temperature of 350°C vs. specified 425°C. For the steam header application (380°C), we will supply Metso Neles globe valves with bellows seal instead of PF-Series butterfly. No impact on performance.
- Deviation D2: PF-Series ball valves are manufactured to API 608 rather than API 6D. API 608 is the appropriate standard for control ball valves and provides equivalent quality assurance.

### Quality Assurance

- ISO 9001:2015 certified (ICAD III facility)
- API Q1 certification in progress — expected Q3 2026
- Metso products carry full OEM certifications
- Hydrostatic and pneumatic testing per API 598 at ICAD III
- FAT capability at ICAD III facility with client witness testing area

## PART C — COMMERCIAL PROPOSAL

Item	Quantity	Unit Price	Line Total
Globe Control Valves — Metso Neles	120	AED 24,500	AED 2,940,000
Butterfly Control Valves — PF-Series	85	AED 11,800	AED 1,003,000
Ball Control Valves — PF-Series	60	AED 16,500	AED 990,000
Actuators (Pneumatic & Electric)	265	AED 7,200	AED 1,908,000
Smart Positioners — Metso ND9000	265	AED 3,800	AED 1,007,000
Spare Parts Kit (2-year)	Lot	—	AED 420,000
Installation & Commissioning	Lot	—	AED 680,000
3-Year Maintenance Contract	Annual	AED 195,000/yr	AED 585,000

**Total Bid Value: AED 9,533,000 (USD 2,596,000)**

5-Year Total Cost of Ownership: AED 11,200,000 (including 5-year maintenance, spares, and energy cost)

### Payment Terms

We accept Borouge's proposed payment terms: 30/60/10. As a local UAE company, we also offer flexible milestone-based payments if preferred.

### Warranty

24-month warranty from commissioning on all equipment (Metso and PF-Series). Metso globe valves carry additional OEM warranty of 36 months. Packing and gaskets warranted for 12 months.

### Delivery Schedule

- Phase 1 (Globe Valves — Metso): 16 weeks from PO — delivery by July 2026 (ahead of schedule) ✓
- Phase 2 (Butterfly & Ball — PF-Series): 12 weeks from PO — delivery by September 2026 (ahead of schedule) ✓
- Incoterms: DAP Ruwais — delivered from our KIZAD warehouse and Ruwais service center
- Local delivery advantage: No customs, no shipping delays, same-day emergency supply capability

PART D — HSE DOCUMENTATION

PetroFlow maintains an HSE management system aligned with ADNOC HSE standards and certified to ISO 45001:2018. As an active ADNOC group contractor, our HSE program is regularly audited by ADNOC SHE. All field personnel hold valid ADNOC HSE induction (OSHAD), H2S Alive certification, and confined space entry permits. Our Ruwais team has completed 1,200+ days LTI-free as of January 2026.

HSE Statistics (Last 5 Years)

Metric	2021	2022	2023	2024	2025
LTIFR	0.25	0.20	0.15	0.10	0.08
TRIR	0.55	0.45	0.38	0.28	0.22
Near Misses Reported	45	62	78	95	112
Fatalities	0	0	0	0	0
Safety Training Hours	3,800	4,500	5,200	6,100	7,200

HSE Certifications

- ISO 45001:2018
- ISO 14001:2015
- OSHAD SF certified
- ADNOC SHE approved contractor

PART E — ESG & SUSTAINABILITY

PetroFlow is committed to sustainability and has initiated its first ESG framework in 2024. Key highlights: (1) We have started carbon footprint measurement for Scope 1 and 2 but have not yet published a formal ESG report. Our first report is targeted for publication in Q4 2026. (2) Our ICAD III facility is connected to EWEC clean energy grid (partial solar). (3) Waste management: 75% of manufacturing waste is recycled through approved UAE contractors. (4) Community: Active participant in ADNOC's national talent development program. Note: We acknowledge this is an area of development for PetroFlow. We are committed to aligning with ADNOC's Net Zero 2045 ambitions and will publish comprehensive ESG targets in our inaugural report.

## PART F — ICV (IN-COUNTRY VALUE) PLAN

PetroFlow is a UAE-headquartered company with a certified ICV score of 64% (certified by Tawazun Economic Council, 2025). ICV contribution for this contract: (1) All butterfly and ball valves manufactured locally at ICAD III, Mussafah. (2) 85% of workforce is UAE-based, including 62 UAE nationals. (3) All installation, commissioning, and maintenance performed by UAE-based teams. (4) Local supply chain: fasteners, gaskets, and packaging sourced from UAE manufacturers. (5) Projected ICV for this contract: 58-62%. (6) Committed to achieving minimum 30% ICV as per RFQ mandatory requirement — we significantly exceed this threshold.

## PART G — PROJECT REFERENCES

**ADNOC Gas Processing — Habshan** — Supply of 95 Metso control valves for gas treatment plant

*Value: AED 7.8M | Year: 2023-2024 | Contact: vendor.mgmt@adnoc.ae*

**Fertil (ADNOC Group) — Ruwais** — Valve maintenance and supply contract — 3 year

*Value: AED 5.2M | Year: 2022-2025 | Contact: procurement@fertil.ae*

**Emirates Steel — Mussafah** — Supply of 60 PF-Series ball and butterfly valves

*Value: AED 3.8M | Year: 2024 | Contact: supply.chain@emiratessteel.ae*

**TAQA — Al Mirfa Power** — Control valve replacement program

*Value: AED 6.1M | Year: 2023-2024 | Contact: contracts@taqa.com*

## PART H — CERTIFICATIONS

The following certifications are held and copies are attached:

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- API Q1 (in progress — expected Q3 2026)
- ATEX / IECEx (Metso products)
- SIL 2/3 per IEC 61508 (Metso products)
- ISO 15848-1 Class BH (Metso products)
- ADNOC Approved Vendor (active since 2013)
- ICV Certificate — 64% (Tawazun, 2025)