

TECHNICAL & COMMERCIAL PROPOSAL

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

Field	Details
Bidder	ValveTech Industries GmbH
Headquarters	Ludwigshafen, Germany
Regional Office	Dubai Industrial City, UAE
Bid Reference	VT-BRG-2026-0142
Submission Date	26 February 2026
Contact Person	Dr. Klaus Weber, Regional Sales Director
Email	k.weber@valvetech-industries.de
Validity	120 days from submission

PART A — COMPANY PROFILE & EXPERIENCE

ValveTech Industries GmbH is a leading European manufacturer of high-performance industrial control valves with over 57 years of experience serving the petrochemical, refining, and chemical processing industries worldwide. Headquartered in Ludwigshafen, Germany, we operate 4 manufacturing facilities across Germany, India, and the UAE, with a dedicated Middle East operations center in Dubai Industrial City. Our valves are installed in over 200 petrochemical facilities globally, including major complexes operated by SABIC, BASF, Borealis, and Shell.

Key Facts

- Founded: 1968 | Employees: 3,200 globally
- Annual Revenue: EUR 480 million (2025)
- R&D; Investment: 6.5% of revenue annually
- Valves installed globally: 850,000+ units
- GCC project experience: 35+ completed contracts since 2010
- UAE local entity established: 2014

Manufacturing Facilities

- Primary: Ludwigshafen, Germany — 28,000 sqm, ISO 9001/14001 certified, API Q1 licensed
- Secondary: Pune, India — 12,000 sqm, large-volume butterfly and ball valves
- Regional: Dubai Industrial City — 3,500 sqm service center, valve assembly, testing, spare parts warehouse

PART B — TECHNICAL PROPOSAL

ValveTech proposes a comprehensive control valve solution fully compliant with Borouge's technical specifications. Our VT-9000 series globe control valves and VT-6000 series butterfly valves are specifically designed for polyolefin applications and are currently installed in 14 similar ADNOC group facilities. All valves will be manufactured at our Ludwigshafen facility with final assembly and testing at our Dubai service center.

Technical Compliance Summary

Specification	Compliance	Notes
IEC 60534 / ISA S75	Fully Compliant	Standard design basis
Pressure Rating (ANSI 150-600)	Fully Compliant	Up to Class 900 available
Temperature Range (-29 to 425°C)	Fully Compliant	Cryogenic options available
Body Material (WCB / CF8M)	Fully Compliant	Duplex SS also available
Stellite 6 / WC Trim	Fully Compliant	Proprietary VT-HardTrim coating exceeds spec
HART 7.0 / FF H1	Fully Compliant	HART 7.0 standard, FF H1 optional
FCI 70-2 Class V/VI	Fully Compliant	Class VI standard on all globe valves
ISO 15848-1 BH	Fully Compliant	Certified on all packing designs
SIL 2 (IEC 61508)	Fully Compliant	SIL 3 available for critical applications
ATEX Zone 1 / IECEx	Fully Compliant	All actuators and positioners certified

Noted Deviations

- Deviation D1: We propose HART 7.0 as standard. Foundation Fieldbus H1 available at 8% additional cost per positioner. Recommend HART 7.0 based on industry trend and Honeywell Experion compatibility.

Quality Assurance

- ISO 9001:2015 certified (Ludwigshafen & Pune)
- API Q1 licensed manufacturing facility
- All valves undergo 100% hydrostatic and pneumatic testing per API 598
- FAT conducted at Ludwigshafen for all valves above 8-inch per RFQ requirement
- Full material traceability with EN 10204 3.1 certificates

PART C — COMMERCIAL PROPOSAL

Item	Quantity	Unit Price	Line Total
Globe Control Valves (2"-16")	120	AED 28,500	AED 3,420,000
Butterfly Control Valves (6"-36")	85	AED 18,200	AED 1,547,000
Ball Control Valves (1"-12")	60	AED 22,800	AED 1,368,000
Actuators (Pneumatic & Electric)	265	AED 8,500	AED 2,252,500
Smart Positioners (HART)	265	AED 4,200	AED 1,113,000
Spare Parts Kit (2-year)	Lot	—	AED 680,000
Installation & Commissioning	Lot	—	AED 920,000
3-Year Maintenance Contract	Annual	AED 285,000/yr	AED 855,000

Total Bid Value: AED 12,155,500 (USD 3,310,000)

5-Year Total Cost of Ownership: AED 14,280,000 (including 5-year maintenance, spares, and energy cost)

Payment Terms

We accept Borouge's proposed payment terms: 30/60/10. We propose a 2% early payment discount if full payment is made within 90 days of delivery.

Warranty

36-month warranty from commissioning date on all valves and actuators. Extended warranty of 60 months available at additional 5% of valve cost. Warranty covers manufacturing defects, materials, and workmanship. Excludes wear parts (packing, gaskets) which are covered under maintenance contract.

Delivery Schedule

- Phase 1 (Globe Valves): 20 weeks from PO — delivery by August 2026 ✓
- Phase 2 (Butterfly & Ball): 24 weeks from PO — delivery by November 2026 ✓
- Incoterms: DAP Ruwais Industrial City as requested
- Shipping: Sea freight ex-Hamburg to Khalifa Port, road transport to Ruwais
- Customs: Handled by our Dubai entity with full UAE import clearance capability

PART D — HSE DOCUMENTATION

ValveTech maintains a comprehensive HSE management system certified to ISO 45001:2018 and ISO 14001:2015. Our global Target Zero program has achieved a Lost Time Injury Frequency Rate (LTIFR) of 0.12 in 2025, well below industry average. All site personnel undergo ADNOC-approved HSE induction training, and we maintain OPITO-certified offshore safety training for relevant staff.

HSE Statistics (Last 5 Years)

Metric	2021	2022	2023	2024	2025
LTIFR	0.18	0.15	0.14	0.13	0.12
TRIR	0.42	0.38	0.35	0.30	0.28
Near Misses Reported	124	156	189	210	235
Fatalities	0	0	0	0	0
Safety Training Hours	12,400	14,200	15,800	16,500	18,000

HSE Certifications

- ISO 45001:2018
- ISO 14001:2015
- OHSAS 18001 (legacy, maintained)
- NEBOSH certified HSE team (14 personnel in GCC)

PART E — ESG & SUSTAINABILITY

ValveTech published its third annual ESG report in 2025 aligned with GRI Standards. Key highlights: (1) Carbon Neutrality Target: Committed to net-zero Scope 1 and 2 emissions by 2035. Current carbon intensity reduced 32% vs 2019 baseline. (2) Sustainable Manufacturing: Ludwigshafen facility powered by 65% renewable energy. Water recycling rate of 92%. (3) Circular Economy: Valve refurbishment program recovers 85% of materials from end-of-life valves. (4) Diversity: 28% female representation in leadership (target 35% by 2028). (5) Supply Chain: All tier-1 suppliers audited against ValveTech Responsible Sourcing Code aligned with UN Global Compact. Full carbon footprint report for 2025: Scope 1: 4,200 tCO2e, Scope 2: 8,100 tCO2e, Scope 3: 52,000 tCO2e.

PART F — ICV (IN-COUNTRY VALUE) PLAN

ValveTech has operated a UAE legal entity since 2014 (ValveTech Middle East LLC, Dubai Industrial City). Current ICV Score: 38% (certified by approved ICV Certifier). ICV Improvement Plan for this contract: (1) Expand Dubai service center by 1,500 sqm to handle valve assembly and testing locally — projected to add 8% ICV. (2) Hire 12 additional UAE-based engineers and technicians (5 UAE nationals) within Year 1. (3) Source packing, gaskets, and fasteners from UAE-based suppliers (Al Masood, NAFFCO). (4) Projected ICV Score by end of Year 1: 48%. Year 3 target: 55%.

PART G — PROJECT REFERENCES

SABIC — Yanbu Petrochemical Complex — Supply of 180 control valves for ethylene cracker expansion

Value: AED 14.2M | Year: 2023-2024 | Contact: eng.ahmed@sabic.com

Borealis — Stenungsund, Sweden — Complete valve replacement program for PP plant

Value: EUR 6.8M | Year: 2022-2023 | Contact: procurement@borealis.com

ADNOC Refining — Ruwais — Supply and maintenance of 95 control valves for CBDC project

Value: AED 8.5M | Year: 2024-2025 | Contact: contracts@adnocrefining.ae

PART H — CERTIFICATIONS

The following certifications are held and copies are attached:

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- API Q1
- ATEX / IECEx (actuators & positioners)
- SIL 2/3 per IEC 61508 (certified by TUV SUD)
- ISO 15848-1 Class BH
- PED 2014/68/EU
- NACE MR0175 compliance