

# TECHNICAL & COMMERCIAL PROPOSAL

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

Field	Details
Bidder	Shanghai Industrial Valve Co., Ltd.
Headquarters	Shanghai, China
Regional Office	Jebel Ali Free Zone, Dubai, UAE (warehouse only)
Bid Reference	SIV-INT-2026-0341
Submission Date	26 February 2026
Contact Person	Mr. Chen Wei, International Sales Manager
Email	chen.wei@shanghaiIV.com
Validity	120 days from submission

## PART A — COMPANY PROFILE & EXPERIENCE

Shanghai Industrial Valve Co., Ltd. (SIV) is one of China's largest control valve manufacturers, established in 1992 with over 30 years of experience. We operate a 45,000 sqm manufacturing complex in Pudong, Shanghai, producing over 50,000 control valves annually for export to 65+ countries. SIV is a publicly listed company on the Shanghai Stock Exchange (SSE: 601218) and has been designated as a National High-Tech Enterprise by the Chinese government.

### Key Facts

- Founded: 1992 | Employees: 2,800
- Annual Revenue: CNY 2.1 billion / AED 1.1 billion (2025)
- Manufacturing capacity: 50,000+ valves per year
- Export to 65+ countries, GCC sales office since 2019
- Jebel Ali warehouse for regional stocking (no manufacturing in UAE)
- Publicly listed: SSE 601218

### Manufacturing Facilities

- Manufacturing: Pudong, Shanghai — 45,000 sqm, fully automated CNC machining, foundry, assembly, and testing
- Warehouse: Jebel Ali Free Zone, Dubai — 2,000 sqm, spare parts and finished goods inventory
- Note: No manufacturing or assembly capability in UAE

## PART B — TECHNICAL PROPOSAL

SIV proposes its SIV-7000 series globe control valves and SIV-5000 series butterfly/ball valves for this project. All products are manufactured at our Shanghai facility using imported European raw materials (Thyssen Krupp steel, Kennametal tungsten carbide). Our valves are currently installed in KNPC (Kuwait), QatarEnergy, and PDO (Oman) facilities.

### Technical Compliance Summary

Specification	Compliance	Notes
IEC 60534 / ISA S75	Fully Compliant	—
Pressure Rating (ANSI 150-600)	Fully Compliant	—
Temperature Range (-29 to 425°C)	Fully Compliant	—
Body Material (WCB / CF8M)	Fully Compliant	Thyssen Krupp sourced material
Stellite 6 / WC Trim	Fully Compliant	Kennametal WC standard
HART 7.0 / FF H1	Partially Compliant	HART 7.0 standard. FF H1 not available.
FCI 70-2 Class V/VI	Fully Compliant	Class V standard, Class VI on request
ISO 15848-1 BH	Fully Compliant	Certified by CQC (China)
SIL 2 (IEC 61508)	Fully Compliant	Certified by TUV Rheinland
ATEX Zone 1 / IECEx	Partially Compliant	IECEx certified. ATEX certification pending — expected by Q2 2026

### Noted Deviations

- Deviation D1: Foundation Fieldbus H1 is NOT available for SIV positioners. All positioners are HART 7.0 only. If FF H1 is required, we can supply third-party Siemens SIPART PS2 positioners at additional cost.
- Deviation D2: ATEX certification is currently pending for SIV electric actuators. IECEx certification is available and accepted in UAE. ATEX expected by Q2 2026.
- Deviation D3: SIL 2 certification is available for globe valves only. Ball and butterfly valves are SIL 1 rated. SIL 2 for ball/butterfly expected by end 2026.

### Quality Assurance

- ISO 9001:2015 certified (Shanghai facility)
- API Q1 certification — NOT currently held (application submitted January 2026)
- Testing per API 598 at Shanghai facility
- FAT available at Shanghai — client must travel to China for witness testing
- Material certificates per EN 10204 3.1 available

## PART C — COMMERCIAL PROPOSAL

Item	Quantity	Unit Price	Line Total
Globe Control Valves (2"-16")	120	AED 14,800	AED 1,776,000
Butterfly Control Valves (6"-36")	85	AED 7,500	AED 637,500
Ball Control Valves (1"-12")	60	AED 10,200	AED 612,000
Actuators (Pneumatic & Electric)	265	AED 4,800	AED 1,272,000
Smart Positioners (HART only)	265	AED 2,100	AED 556,500
Spare Parts Kit (2-year)	Lot	—	AED 280,000
Installation & Commissioning	Lot	—	AED 450,000
3-Year Maintenance Contract	Annual	AED 120,000/yr	AED 360,000

**Total Bid Value: AED 5,944,000 (USD 1,619,000)**

5-Year Total Cost of Ownership: AED 7,800,000 (including 5-year maintenance, spares, and energy cost)

### Payment Terms

Proposed payment terms: 40% upon order confirmation via irrevocable L/C, 50% upon shipment (against Bill of Lading), 10% upon commissioning. Note: We require Letter of Credit for first order.

### Warranty

18-month warranty from delivery OR 12 months from commissioning, whichever comes first. Warranty covers manufacturing defects only. Packing, gaskets, and wear parts are not covered. Extended warranty to 24 months available at additional 8% of valve cost.

### Delivery Schedule

- Phase 1 (Globe Valves): 14 weeks from PO + L/C receipt — delivery by July 2026 ✓
- Phase 2 (Butterfly & Ball): 10 weeks from PO — delivery by August 2026 ✓
- Incoterms: CIF Khalifa Port (not DAP Ruwais as requested — inland transport not included)
- Shipping: Sea freight ex-Shanghai to Khalifa Port (4-5 weeks transit)
- Note: Customs clearance and inland transport to Ruwais to be arranged by Borouge or a nominated freight forwarder

PART D — HSE DOCUMENTATION

SIV maintains an occupational health and safety management system certified to ISO 45001:2018 for our Shanghai manufacturing facility. Our safety record is in line with Chinese industry standards. We have a dedicated HSE team of 15 personnel at the Shanghai facility. For on-site installation work in UAE, we will deploy a team trained and certified to ADNOC HSE standards. Note: Our UAE warehouse operation in Jebel Ali does not have a separate HSE management system as it is a storage-only facility.

HSE Statistics (Last 5 Years)

Metric	2021	2022	2023	2024	2025
LTIFR	0.45	0.42	0.38	0.35	0.32
TRIR	0.95	0.88	0.78	0.70	0.65
Near Misses Reported	35	42	55	68	75
Fatalities	0	0	0	0	0
Safety Training Hours	4,200	4,800	5,500	6,200	7,000

HSE Certifications

- ISO 45001:2018 (Shanghai facility)
- ISO 14001:2015 (Shanghai facility)
- Note: No OSHAD/ADNOC-specific HSE certification for UAE operations

PART E — ESG & SUSTAINABILITY

SIV recognizes the growing importance of ESG and has established a Corporate Social Responsibility committee in 2024. Currently, we do not have a published ESG report or formal carbon footprint measurement. Key sustainability initiatives: (1) Our Shanghai facility complies with Chinese environmental regulations and has passed all government environmental inspections. (2) We have invested in energy-efficient CNC machines reducing power consumption by 15%. (3) We participate in China's national carbon trading scheme. Note: We are developing our first ESG framework and expect to publish a sustainability report by 2027. We understand this may be a gap relative to ADNOC's expectations and are committed to improving.

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

SIV has a warehouse presence in Jebel Ali Free Zone but does not have manufacturing or significant operational presence in UAE. Current ICV Score: Not certified — ICV certification not yet obtained. ICV Plan: (1) We commit to obtaining ICV certification within 6 months of contract award. (2) Proposed ICV contributions: stocking spare parts locally (Jebel Ali), hiring 5 UAE-based service engineers for maintenance scope, subcontracting installation to UAE-based contractors. (3) Projected ICV Score: 12-18% in Year 1, with potential to reach 25% by Year 3. Note: We acknowledge this is below the 30% mandatory ICV threshold specified in the RFQ. We request Borouge's consideration of a phased ICV improvement plan.

## PART G — PROJECT REFERENCES

**KNPC — Mina Abdullah Refinery, Kuwait** — Supply of 200 control valves for clean fuels project

*Value: AED 8.5M equivalent | Year: 2022-2023 | Contact: vendor@knpc.com.kw*

**QatarEnergy — Ras Laffan** — Supply of 150 butterfly valves for LNG expansion

*Value: AED 4.2M equivalent | Year: 2023-2024 | Contact: procurement@qatarenergy.qa*

**PDO — Muscat, Oman** — Control valve supply for Yibal Khuff gas project

*Value: AED 6.8M equivalent | Year: 2024 | Contact: supply.chain@pdo.co.om*

## PART H — CERTIFICATIONS

The following certifications are held and copies are attached:

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- API Q1 — NOT held (application submitted)
- IECEx certified (ATEX pending)
- SIL 2 per IEC 61508 (globe valves only)
- ISO 15848-1 Class BH (CQC certified)
- China National High-Tech Enterprise designation