

MARKET MONITOR: EU COMPANIES' ENGAGEMENT IN TENDERS AND COMPETITIONS IN INTPA COUNTRIES

In this newborn section of the urban newsletter, we start looking at successful examples of EU companies' engagement in tenders and competitions for urban development projects in partner countries.



Image above: Road infrastructure in São Paulo. By Filipe Freitas on Unsplash.

Acciona Expands Regenerative Footprint in São Paulo with €334 million Transit Link

On 15 January 2026, the Spanish infrastructure firm Acciona has been officially awarded a major public contract by the **City Council of São Paulo** to bridge a **critical logistical gap in the metropolis's southern transit network**. Valued at approximately **€334 million**, the project focuses on extending Avenida Jornalista Roberto Marinho to create a direct high-capacity link with the Rodovia dos Imigrantes, one of Brazil's primary logistics arteries. The award deepens Acciona's nearly **30-year operational history** in the country and underscores the company's shift toward the model of **"regenerative infrastructure,"** seeking to generate positive environmental and social impact alongside core engineering goals.

Acciona is tasked with constructing 4.7 kilometers of new roadway, featuring three lanes in each direction, which will be supported by three viaducts and two tunnels. Additionally, the project **integrates extensive urban renewal and climate resilience measures, including** complex **macro-drainage systems** to divert an existing stormwater channel. Furthermore, the design prioritizes **community integration** by creating a continuous green corridor that includes a new linear park, recreational facilities, and dedicated cycling infrastructure.

- Acciona. (2026, January 15). Acciona awarded road link project in southern São Paulo. <https://www.acciona.com/updates/news/acciona-awarded-road-link-southern-sao-paulo>

Santiago's Underground Overhaul: Indra to Power Line 7 with Smart Ticketing

The Spanish tech company Indra Sistemas S.A. has secured the contract to implement a cutting-edge **smart ticketing system for the City of Santiago's new Metro Line 7**. The project covers 19 new stations along a 26-kilometer stretch, designed to drastically reduce travel times between the districts of Renca and Vitacura. **Indra will install state-of-the-art smart validators and automated vending machines that move beyond traditional transit cards**. The new infrastructure will allow passengers to pay directly using bank cards, QR codes, or mobile devices.

This latest tender is a testament to a **deep-rooted partnership between Indra and Metro de Santiago that has shaped the city's mobility for over two decades**. The Spanish tech giant has been a foundational architect of the network, having previously developed the ticketing and access systems for Lines 2, 4, 4A, and 5. Their history includes the development of the original Multivía card, the predecessor to today's "Bip!" card, and a massive recent modernization in 2022, where they upgraded over 1,100 validators across the entire existing metro system and the Alameda-Nos suburban train.

- Indra Group. (2026, January 14). *Indra implementa un sistema de ticketing inteligente en la Línea 7 del Metro de Santiago*. <https://www.indragroup.com/es/noticias/indra-implementa-un-sistema-de-ticketing-inteligente-en-la-linea-7-del-metro-de-santiago>

Signify in Action: Transforming Asia's Urban Landscapes

By leveraging the "Interact City" IoT platform, Signify is advancing Asia's urban infrastructure evolution by deploying **data-rich, intelligent lighting ecosystems**.

Last year, in **Vietnam**, Signify finalised **a strategic partnership with DEEP C Industrial Zones to overhaul lighting infrastructure across four key zones in Haiphong and Quang Ninh**. By replacing legacy systems with smart LED technology that dynamically adjusts brightness based on nocturnal activity, this project is projected to reduce energy usage by 45% and cut CO₂ emissions by over 60 tonnes annually. This deployment integrates the "Interact Industry" platform, allowing facility managers to centralize control of thousands of light points and optimize energy efficiency through real-time data analytics.

In the **Philippines**, Signify has focused on driving infrastructure resilience in response to grid instability. Throughout late 2025 and early 2026, the company successfully **executed a large-scale lighting modernization project in Baguio City**. By transitioning from high-pressure sodium lamps to intelligent, low-wattage LED systems, the city achieved approximately ₱30 million in annual energy savings while reporting a 53% reduction in nighttime crime incidents. Additionally, Signify **is currently deploying its SunStay Pro Gen2 solar hybrid streetlights across various Luzon municipalities**, providing grid-independent, high-reliability illumination.

- Son, T. (2025, August 27). DEEP C partners with Signify to develop green lighting in industrial zones. *Vietnam Investment Review*. <https://vir.com.vn/deep-c-partners-with-signify-to-develop-green-lighting-in-industrial-zones-135303.html>
- Ominga, P. D. (2025, September 13). *Baguio saves ₱30M yearly, crime rate dips with LED lighting shift*. *Insider PH*. <https://insiderph.com/baguio-saves-30m-yearly-crime-rate-dips-with-led-lighting-shift>