**Strategic Collaboration: Texmaco & Leonhard Weiss**

1. **Steel Structures & Fabrication**

Position Texmaco as a key **manufacturing and prefabrication partner** to Leonhard Weiss for infrastructure components needed in European and global projects.

**Texmaco’s Strength:**

1. State-of-the-art **AAR-certified foundry** and fabrication shops
2. Proven track record in **railway bridges, platform shelters, signaling towers**
3. Expertise in **welded assemblies**, modular shelters and special-purpose enclosures

**Collaboration Potential:**

* **Supply Chain Partnership**: Export of pre-engineered steel modules for LW’s German and European EPC projects.
* **Make-in-India for EU**: Cost-effective manufacturing under EU standards for large-scale rail corridor projects (e.g., DB’s S21, Riedbahn expansion).
* **Custom Modules**: Co-develop modular, stackable infrastructure units (e.g., portable substations, signaling huts) tailored to EU terrain.

**Strategic Advantage:**

Low-cost, high-compliance production by Texmaco with Leonhard Weiss’s site expertise, **cost competitiveness** in bidding.

**2. Bidding in Emerging Markets**

Leverage Texmaco’s geographic reach and Leonhard Weiss’s engineering capability to jointly **bid for large-scale infrastructure projects** in Africa, Southeast Asia and the Middle East.

**Texmaco’s Strength:**

1. Active presence in Africa, South east Asia
2. Strong government relationships.
3. Broad EPC experience: railway sidings, electrification, bridges, depot sheds

**Collaboration Potential:**

* **Metro Rail EPC Projects**: Collaborate on design, supply, and build of metro stations, depots, trackwork in MEENA countries.
* **Transport Corridors**: Joint bids for roads, tunnels, rail corridors in multilateral (AfDB, World Bank, JICA) funded projects
* **Logistics Parks/Terminals**: Texmaco can provide rolling stock while Leonhard Weiss leads civil and utility EPC execution

**Strategic Advantage:**

* Position as a **Europe–India EPC consortium** blending Texmaco’s cost advantage with LW’s design and compliance edge = preferred bidder for global tenders.

**3. Digitization & Signaling Integration**

Partner in the rollout of **digital rail technologies in India**, leveraging Leonhard Weiss’s DSTW/ETCS expertise and Texmaco’s access to the Indian Railways ecosystem.

**Texmaco’s Strength:**

* 1. Close working relationships with Indian Railways.

**Collaboration Potential:**

* **Digital Signaling Rollout**: Co-deploy DSTW (Digital Interlocking) and KAVACH across Indian Railways and DFC corridors
* **Telematics Integration**: Collaborate on rail asset monitoring, predictive maintenance systems
* **Tech Transfer**: LW can provide digital control logic and training; Texmaco can scale rollout through OHE/signal EPC contracts

**Strategic Advantage:**

* Align with Government of India’s **Mission Raftar and Gati Shakti** through rail modernization; establish JV for digital infra rollouts.

**4. Urban Infrastructure & Smart City Projects**

Develop turnkey solutions for **urban civil works** by combining Texmaco’s steel fabrication with Leonhard Weiss’s urban construction expertise.

**Texmaco’s Strength:**

1. Manufacturing of **metro station platforms, FOBs, footbridges**
2. EPC execution of road underpasses, stormwater drains, utility ducts
3. Custom fabrication for telecom, shelter and rooftop structures

**Collaboration Potential:**

* **Smart City Corridors**: Jointly develop ducting networks, underground utility lines and IoT-compatible shelters
* **Urban Metro Infra**: Build complete station civil + utility + access structures using LW’s civil methods and Texmaco’s modules

**Strategic Advantage**

* Access to both smart city tenders (India, ASEAN) and faster execution of urban-grade civil infra at scale.

**5. Global Capability Centre (GCC) Integration**

* Embed Leonhard Weiss into Texmaco’s upcoming **Global Capability Centre,** a hub for global collaboration, as a partner for project co-development.
* Create a **co-branded Indo-German innovation unit** housed within Texmaco's ecosystem, enhancing both visibility and capability globally.