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Hydro Energia is an EPC Contractor operating as a “Water to Wire” supplier of small Hydro Power Plants, which designs, manufactures and installs electromechanical equipment for energy production, based on its own technology for turbines (Kaplan, Francis and Pelton turbines from 100 kW up to 40 MW), with a process that is fully compliant with the highest international standards

Web site: www.hydroenergia.it

What are your main activities abroad?

Our company operates abroad primarily as a supplier of machinery to generate electricity from hydroelectric sources, a field in which we can boast consolidated expertise and are recognised by both the main international utilities and important private investors. Our company's excellence consists in its ability to supply tailor-made solutions and our capacity to adapt our technology to different requirements.

What are the main benefits of your activities abroad?

In recent years we have focused on the emerging foreign markets (primarily Eastern Europe and South America): they offer excellent potential for new installations and are potentially attractive for investors. This choice was also dictated by the need to offset the fall in investments in our domestic market, which is our core market. Opening up to new markets has enabled us to expand our commercial potential and to forge partnerships with general contractors in order to boost the distribution of our products.

And what are the main difficulties that you have encountered on foreign markets?

Competition on increasingly globalised foreign markets underlines the general deficiencies and inadequacies of Italian industry. Competitiveness is severely tested in daily benchmarking not only with companies from the Far East but increasingly also with companies from Western Europe, where taxation is lower than in Italy and companies operating on foreign markets receive support. In fact, our major European competitors do not move in isolation but with the official backing of their individual countries, which tackle the area with the entire supply chain (investors, finance, industry), thus making the situation increasingly difficult for us.