

## SCRIPT DUTCH SOLAR PANELS IN KENYA

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### PRESENTATIE

Good forecasts for Dutch solar panels in Kenya.

BETA LEngth 2'18":

Lucy Kamau is 25-years old, and here she gives the final touches to a freshly made solar panel. It's her first job and since unemployment is high in Kenya she is very happy.

QUOTE LUCY KAMAU, English 8 secs

***Because it has assisted me helping my family. My younger sister who is in school. So I appreciate working for Ubbink.***

Lucy is one of the 35 staff members of the factory in the Kenyan town Naivasha. The idea is to produce 250,000 solar panels per year meant for the local market.

### SOUNDBITE LASER CUTTING SOLAR PANEL

The panels are composed of damaged bigger solar chips imported from Europe. With the laser machine Joyce Muruga is making carvings in the metal.

QUOTE JOYCE MURUGA, English, 4 secs

***That means making a weak point so it can be easier for snapping.***

Once broken into the right size the solar chips are soldered, glued on panels and sealed under high pressure.

### SOUNDBITE MACHINE DIE OPENGAAT

The solar panels lastly are tested to see whether they're really working.

### SOUNDBITE FLITS

Ubbink opens a factory in Kenya since there is big demand for solar panels, and it's also as an alternative of just giving money as development aid.

QUOTE HAIJO KUPER, managing director

***Kunnen we niet in plaats daarvan geld investeren in het opzetten van een fabriek in Afrika, en daarmee daadwerkelijk de industrie in Afrika verder helpen.***

There is an existing market in solar panels in Kenya since only a quarter of the population is connected to the power grid, and many of these people could afford the 100 Euros needed to get a panel with a battery.

QUOTE ELISABETH MWANGI, shop keeper, English 5 secs  
***Per week we sell two or three of them, yes.***

Despite the good forecast there are threats, like China which is producing cheap solar panels on a large scale. Ubbink hopes to keep customers by offering good quality.

QUOTE HAIJO KUPER, Dutch, 8 secs  
***Er is vraag hier in Afrika ook naar goede kwaliteit producten. Want mensen hebben vaak maar een keer de kans om zo'n aanschaf te doen.  
There is a demand***

SOUNDBITE MACHINE OPEN

Ubbink invested 2 million Euros in the plant. The company hopes to operate break even this year and ultimately making a profit of 3 per cent yearly.