

Second Vatican Conference on Impact Investing –
Making the Year of Mercy a Year of Impact for the Poor

Climate Enterprise - Energy

Mr. Ned Tozun, d.light

[START](#)



About d.light



DEVELOPING WORLD

2 BILLION

people without access to reliable energy



DANGEROUS



EXPENSIVE



UNSUSTAINABLE



DANGEROUS

800,000 deaths
from kerosene
pollution per year



EXPENSIVE

\$40 billion wasted
annually on poor-
quality lighting



UNSUSTAINABLE

190 million tons
of greenhouse gas
emissions per year



d.light is the market leader in distributed solar power for the 2.3B people in the developing world without reliable electricity

Our Mission is to improve the lives of people worldwide through affordable, reliable energy. We will eliminate kerosene for 100M people by 2020.

Industry-Leading Products for the Energy Ladder

							
	A1	S2	S20	S100	S300	S350	“Entry Level SHS” - D30
Brightness	20 lm	30lm	30lm	65lm	100lm	120lm	440lm
Runtime	4h	4h	4h	4h	4h	8h	5h
MRP (USD)	\$5	\$8	\$11	\$20	\$32	\$34	PayGo
Mobile Charging							

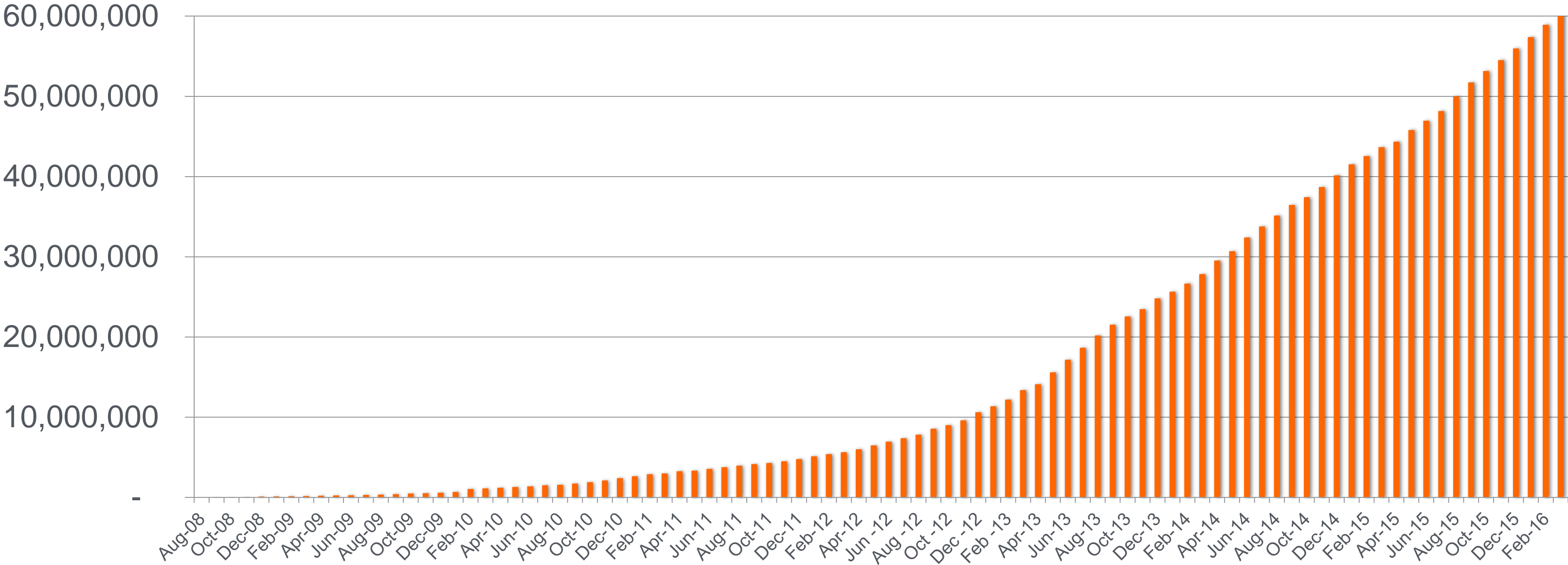
- Strong focus on excellent quality and value for money
- Human centered design process; breakthrough innovations for BOP customers
- Consumer financing available for products >\$20

A world map where 62 countries are highlighted in orange, representing the distribution network of an off-grid solar company. The highlighted countries include the United States, Canada, Mexico, Colombia, Venezuela, Ecuador, Peru, Bolivia, Paraguay, Uruguay, Argentina, Chile, Brazil, India, China, and Australia. Other countries shown in grey include the United Kingdom, France, Germany, Italy, Spain, Portugal, Greece, Turkey, Russia, India, China, Japan, South Korea, North Korea, Vietnam, Laos, Cambodia, Thailand, Myanmar, Malaysia, Singapore, Indonesia, Philippines, and New Zealand.

Largest Distribution Network Of Any Off-Grid Solar Company

- 62 Countries
- 15,000 retail outlets
- 500 salespeople

60 Million Lives Impacted by d.light so far!



- Led the development of an industry-standardized method of calculating impact
- About 20M lives impacted in the last year – as much impact as in the first 7 years of d.light

Blend of Impact & Venture Investors

Stuart Davidson, Acumen Fund (Chairman)



- Co-Founder of Sonen Capital
- Managing Partner of Labrador Ventures
- Served as CEO of Combion, Inc.
- Board chair of IDEO.org

Matt Bannick, Omidyar Network



- Managing Partner of Omidyar Network
- Part of exec team of eBay from 1999-2007
- Served as President of PayPal
- Teaches course on new business models in emerging markets at Stanford GSB

Mohanjit Jolly, New Quest Capital



- Venture Partner at New Quest
- Manages New Quest's India Portfolio
- Has worked with and invested in tech start-ups since 1998

Bob Pattillo, Gray Matters Capital



- Founder of Gray Ghost Ventures, Gray Matters Capital, and several other funds
- Founded Robert Pattillo Properties
- Named as one of Forbes' Top 30 Social Entrepreneurs

Sandeep Singhal, Nexus Venture Partners



- Co-Founder and Partner at Nexus
- Served as Co-Founder and CEO of Medusind Solutions
- Held senior roles at McKinsey

Before



After











WELL-BEING (HDI SCORE)

1.0

ZAMBIA

0.3

5,000

10,000

ELECTRICITY CONSUMPTION (KWH/PERSON/YEAR)

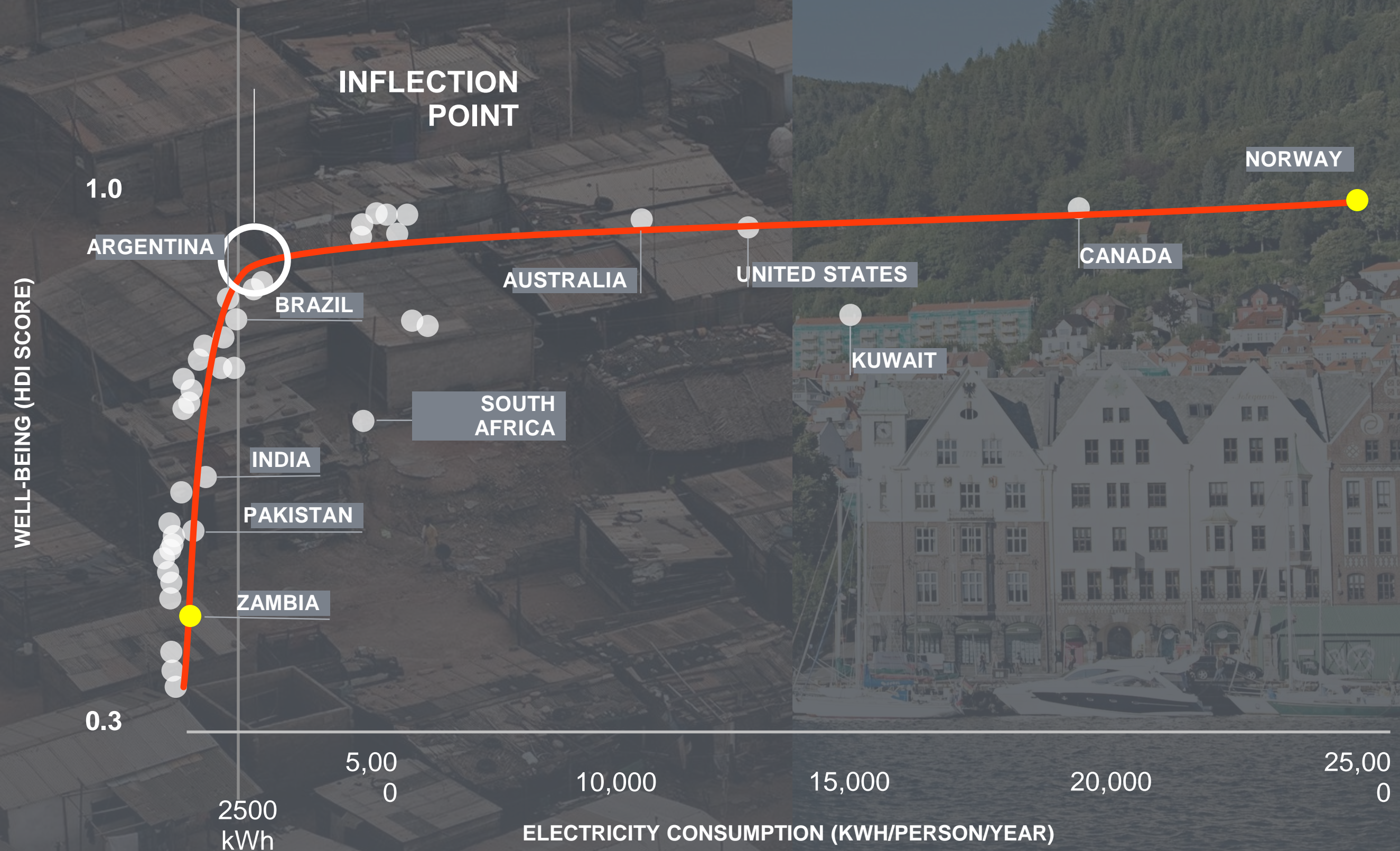


NORWAY

25,000

20,000

15,000





Like mobile phones leapfrogged landlines, solar will leapfrog inefficient and expensive centralized systems in rural Africa and Asia





Thank you

For more information:

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d.light
www.dlight.com