d.light marks one year in Zambia with standout performance, validating its scalable expansion platform

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d.light, a global leader in affordable solar energy solutions for underserved communities, is celebrating its first year of operations in Zambia following a highly successful market launch that reinforces the strength, efficiency, and scalability of the company's business model.

Following strong momentum across its core markets, d.light entered Zambia with the support of the Beyond the Grid Fund for Africa (BGFA), further advancing its mission to bring reliable, affordable energy access to underserved households. In just its first year, the Zambia business has delivered a standout performance, demonstrating strong customer demand, early profitability, and excellent credit and collections outcomes.

Zambia is an important proof point for d.light's ability to expand into new markets with speed and discipline. Over the past several years, the company has invested heavily in centralizing the systems, processes, technology, and capabilities needed to scale efficiently across geographies. The strong early results in Zambia reflect the power of that foundation and further validate d.light as a platform built to execute.

"Zambia is an exciting example of what is possible when a strong operating model meets a clear customer need," said Karl Skare, Chief Product & Strategy Officer at d.light. "We have spent years building the infrastructure, tools, and capabilities to expand efficiently into new markets, and it is encouraging to see that approach translating so quickly into strong commercial and operational performance."

Beyond business performance, Zambia has also delivered meaningful impact. 90% of d.light's solar home system sales in the market have gone to "first-time connections", households gaining access to this type of energy solution for the first time, underscoring both the depth of unmet demand and the company's ability to reach new customers effectively.

The Zambia launch has also created jobs, built local operating capacity, and extended d.light's customer-first model into a new geography. With its combination of proven products, strong credit and collections capabilities, robust after-sales support, and repeatable operating systems, d.light continues to show that it can build sustainable businesses while expanding access to energy at scale.

As d.light looks ahead, the company sees Zambia as more than a successful new market entry. It is further evidence that d.light has built a scalable platform capable of delivering profitable growth, strong impact, and disciplined execution across Africa.

About d.light

Founded in 2007 at Stanford in California, d.light is a global leader in making transformative products available and affordable to low-income families. d.light has sold 40 million products, including solar lanterns, solar home systems, solar inverters and energy-efficient appliances, impacting the lives of over 200 million people. Our vision is to transform the lives of one billion people with sustainable products. For further information, visit: https://www.dlight.com Follow us at twitter.com/dlightdesign and https://www.facebook.com/dlightdesigninc.