

d.light Enters New Era of Growth After Record-Breaking Financial Performance in Q4 2024

San Francisco, CA – February 26, 2025 – d.light, a leading provider of clean, affordable solar energy solutions for underserved communities, has reached significant milestones in 2024, setting new records for both revenue and profitability. The company achieved its highest-ever quarterly revenue and profits in [Q2 2024](#), followed by a remarkable 70% year-over-year revenue growth in Q4 2024, making the last three quarters the most profitable period in the company's 17-year history.

This profitability growth was driven by a combination of economies of scale, improved margins, and operational efficiencies.

"We are proud that the business improvements we've made have driven d.light to become operating cash flow positive in 2024. But even more importantly, we are excited about the profound impact our products continue to have on our customers' lives," said Karl Skare, Chief Product & Strategy Officer at d.light. In 2024, d.light transformed the lives of 24 million people and crossed 190 million cumulative lives impacted, bringing the company ever closer to its goal of transforming 1 billion lives by 2030.

A Remarkable Year for d.light

d.light's remarkable growth in 2024 was driven by our commitment to putting customers first. We introduced new products based on customer feedback, strengthened our customer support and after-sales infrastructure, and launched a loyalty program that generated widespread excitement and engagement.

Across all markets, d.light saw significant revenue increases attributable to its design prowess and customer focus, but Uganda stood out for particularly pronounced growth. d.light's surge in Uganda followed the launch of the [Uganda Energy Credit Capitalisation Company](#) (UECCC) subsidy program in November. UECCC, a Ugandan government initiative, helps facilitate investment in renewable energy infrastructure, driving demand for solar home systems.

Unit sales in Uganda skyrocketed, increasing by more than fivefold just a day after the program's launch. This surge underscores the latent demand for solar solutions and

highlights the importance of d.light's proprietary financing options, which help low-income customers access affordable clean energy solutions.

[The New York Times](#) recently spotlighted the profound social and economic benefits of bringing electricity to communities without grid access. The article highlighted both the transformative impact of solar energy and the challenges in these markets which make d.light's innovative pay-as-you-go model an essential part of the solution.

Capping off a historic year for d.light, the company's co-founder and CEO, Nedjip Tozun, was named to the [2024 TIME100 Climate list](#) in recognition of d.light's transformative impact on clean energy access. The company was also named as a finalist for Prince William's [2024 Earthshot Prize](#).

As d.light continues to expand its footprint across Africa, the company remains committed to providing life-changing clean energy to millions of people while driving long-term profitability and sustainable growth. With its growing presence in Uganda and success across other regions, d.light is poised to lead the way in Africa's off-grid energy revolution.

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 35 million products, including solar lanterns, solar home systems, TVs, radios, and smartphones, impacting the lives of over 190 million people. Our vision is to transform the lives of one billion people with sustainable products by 2030. For further information, visit: <https://www.dlight.com>

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