

## Results: Project LiFE (Light for Education), Uttar Pradesh, India

### Project LiFE Concept

Over 150 million students live with un-reliable electricity<sup>1</sup>, and for many of them, their only option for studying past daylight is unhealthy, expensive, fire-prone kerosene lamps. India's landmark Right to Education Act made education a fundamental right for Indian children. d.light believes that this right can only be fully realized through a corresponding "Light for Education" effort that gives Indian families access to affordable, clean, safe, solar study lamps.

To test the potential of this campaign, d.light design provided students free trials of its entry level solar lamp "d.light S1" thus stimulating awareness of the benefits and demand for solar study lanterns

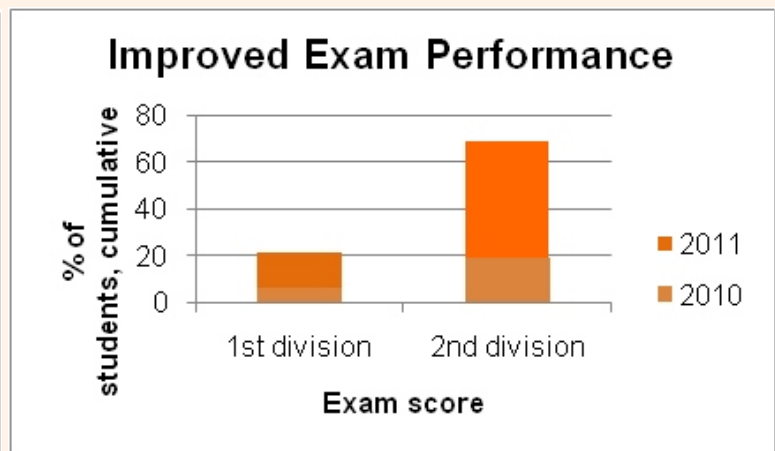
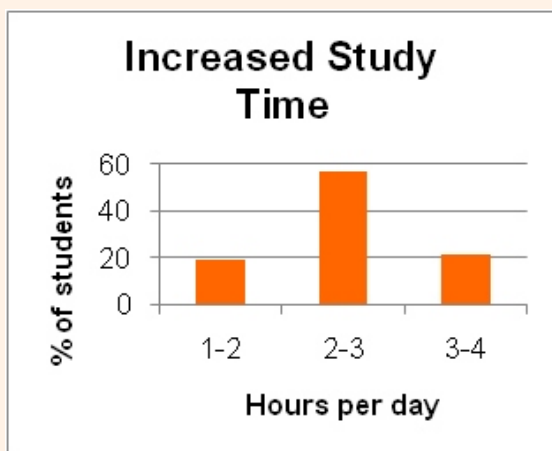
### Pilot Results

#### *High Product Demand*

Across the 4 schools, 73% of students purchased the lights at the end of the trial period. An additional 9% percent reported intent to buy upon sufficient resources. This translates to as much as 82% demand for d.light's solar study lights.

#### *Increased Study Time*

Ninety-seven percent of surveyed students reported an increase in study hours per day. Of the total, 57% studied 2-3 hours more than usual, and an additional 21% studied 3-4 hours more.



#### *Improved Exam Performance*

Between the two grades, students received markedly higher grades than they did in the previous year. The percentage of surveyed students receiving first and second division scores more than tripled, from 6% to 19% and from 15% to 50%, respectively.

<sup>1</sup>Based on Census 2011, d.light estimates that from 45% of rural India's using kerosene for lighting have >150 M school-going children, grades 1-12.

## Pilot Design

Four schools in Uttar Pradesh with nearly zero electrical grid availability were selected, with input from the Uttar Pradesh Education Board, to participate in the pilot, which took place from February to May 2011.

In collaboration with one of India's largest education companies, Educomp, d.light demonstrated and distributed the lights to 1,049 students in Grades 8 and 10 in these four schools. Each student was given the opportunity to trial a d.light S1 for 30 days, in advance of his or her final exams. After exams, at the end of the trial period the students were given the option to buy the study light at a slightly discounted price.

Teachers, principals, and District Education Officers were also provided with free trials of d.light's larger models, allowing them to work longer and prepare lessons and grade homework into the night. Upon experiencing the benefits firsthand, these school leaders became educators about solar technology and advocates for the study lanterns.



## Potential Reach

d.light is planning to scale up and replicate this program throughout India to achieve an unprecedented scale of uptake of affordable, clean, solar study lights that would directly result in increased study time, and improved school outcomes for nearly 1 million Indian schoolchildren over 3 years. In early 2012, d.light plans to launch another round of school outreach, this time in 30 schools in Uttar Pradesh in order to reach more students and better measure impact.

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