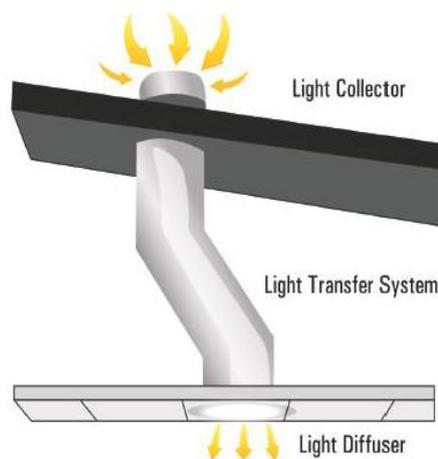


## USAID PFAN-Asia Supports Innovative Energy Efficient Solar Lighting in India

According to the International Energy Agency, improved energy efficiency in buildings, industrial processes and transportation could reduce the world's energy needs in 2050 by one third, significantly reducing global emissions of greenhouse gases. In India, energy efficiency has risen to the national agenda over the past few years as the country continues to grapple with skyrocketing electricity demand and lagging capacity development. About 40 percent of firms in the country today still rely on their own generators due to grid instability, while The International Energy Agency is projecting that energy demand will double by 2030<sup>1</sup>. Together, these factors that will continue to increase pressure on the grid, reinforcing the need for near-term solutions to reduce energy intensity and avoid the associated potential economic fallout from a crippling power deficit.



Skyshade's energy efficient lighting system uses solar energy to light up indoor spaces.

*Photo Credit: Skyshade*

Skyshade was founded in 1995 by Sekhar Nori, an engineer with extensive experience in solar thermal energy. The company develops and manufactures day lighting products that harnesses natural sunlight for use as energy efficient lighting in buildings. These products are equipped with a sophisticated light collection system that utilizes optics to control the transfer of sunlight according to the sun's elevation angle. Such a design helps to maximize light collection in early mornings and late evenings, while minimizing light in the peak afternoons.

Currently, Skyshade's lighting systems are delivering natural light to over 2.5 million square feet in buildings across the country. Their clients include a broad range of customers, including multi-national corporations such as Pepsi, Coca-Cola, and TATA, who employ these unique daylighting systems to reduce operational costs as well as their associated carbon footprint.

Skyshade was admitted to the PFAN program through the CTI PFAN Project Development Initiative in India where they participated in a capacity building workshop and received coaching from a PFAN mentor. Advisory support to Skyshade included restructuring its legal entity from a partnership to a Private Limited Company, as well as facilitating introductions to investors including Intellgrow, a Mumbai based non-banking financial company, and the Small Industries Development Bank of India (SIDBI). In July 2014, Skyshade successfully closed on financing from the State Bank of India for \$175,000 in short term debt.

<sup>1</sup> *Can India Improve Energy Efficiency as Its Economy Booms?* Worldwatch Institute.  
<http://www.worldwatch.org/node/5651>