



Ronald D'Souza, Founder and Managing Director, Leksa Lighting

*Few companies in India embody the 'Make in India' philosophy as comprehensively as Leksa Lighting. With a growing portfolio of landmark projects, from heritage monuments to modern infrastructure, the company has emerged as a key player in the country's architectural and event lighting landscape. In this exclusive interview with PALM Expo Magazine at InfoComm 2025, Leksa Lighting's Founder and Director **Ronald Silvan D'Souza** shares insights into their guiding philosophy, its structured approach to innovation, and the values that power its work ethic.*

## illuminating India: Ronald D'Souza on Leksa Lighting's Approach to Innovation and Identity

### 1. What are the standout products or innovations you're showcasing at InfoComm this year, and what would you most like our readers to take away about them?

**Leksa Lighting** is a leader in manufacturing and executing high-end specialised lighting projects across India. With strong expertise and extensive knowledge, we design and produce advanced lighting fixtures, including a wide range of RGBW lights and control systems capable of generating millions of colors.

At the InfoComm exhibition, Leksa Lighting has unveiled its latest innovation, **SOFTGLO**, which is a versatile, multi-utility LED product designed to meet diverse customer needs of the entertainment industry. Its standout feature SOFTGLO is its unmatched colour tone and exceptional softness of illumination. Additionally, it offers a stackable design, allowing the intensity to be scaled as required for any site condition. The product also comes with an inbuilt display and advanced DMX features, including RDM functionality, making it a truly next-generation lighting fixture.

### 2. Leksa has a large manufacturing facility in India. How has this contributed to your Make in India mission and product development capabilities?

Leksa Lighting is a company that has not only embraced the spirit of "Make in India" but has also embodied it with great success. Our state-of-the-art manufacturing facility, spread across 1,20,000 sq. ft., is located amidst the greenery of Moodbidri, Mangalore, Karnataka.

The company has actively recruited technically qualified young graduates from the local region, providing them with meaningful employment and guiding them towards a structured and organised way of life. Unlike many other companies, Leksa Lighting operates from a village, thereby respecting local sentiments and setting an inspiring example for rural industrialisation. As a Founder, I have shared my multinational experience selflessly with fresh talent, helping nurture their skills and enabling them to grow in their careers. Today, Leksa Lighting proudly

manufactures over 500 varieties of lighting fixtures, all completely made in India. Remarkably, 85% of the components are specially designed, developed, and produced within the country.

I am confident that no other company in India can match this level of homegrown expertise when it comes to specialised lighting. With a dedicated R&D team, we are constantly engaged in developing and customising products to meet the unique needs of our customers.

Today, Leksa Lighting can proudly state that it possesses world-class capabilities in the field of lighting, fully equipped to meet expectations at par with any multinational company across the globe.

### 3. Is Leksa Lighting seeing a growing demand for make in India Products?

Of course, yes, our growth itself reflects the rising demand in the Indian market. Today, only a handful of companies in India can deliver complete lighting solutions in a truly systematic manner. As the world advances with continuous innovations and closely watches global progress, Leksa Lighting is also gearing up to meet these expectations and to implement them here in India in the field of high-end specialised lighting.

### 4. How does your team approach product design and innovation, especially in collaboration with architects and event designers?

It is always a give-and-take approach, just as bees are naturally drawn to honey, the right opportunities come when value is created. Leksa Lighting is quick to provide tailored solutions based on customer requirements. This is how we connect with high-end architects and consultants, showcasing our strengths and inviting them to our factory to experience firsthand what we do.

As a company, we welcome any challenge in the field of lighting because of the in-depth knowledge and expertise we possess. We have also implemented advanced Japanese systems within our operations, making Leksa Lighting a system-driven and professionally managed

organisation. This structured way of working enables us to collaborate seamlessly with architects, consultants and event designers. We believe in “creating good people first and they produce good products”.

#### 5. Could you share a recent project that highlights Leksa’s technical and creative strengths?

Yes, recently we have successfully completed the lighting of **Vidhana Soudha** in Bangalore and **Suvarna Soudha** in Belgaum. They are the prestigious monuments which shine today with Leksa’s “Lighting Excellence”. A few months back, we have also illuminated the iconic **Murudeshwara Temple**, rising from the edge of the Arabian Sea, a living monument illuminated with devotion. At 249 feet South India’s tallest temple, spiritual and structural giant now shining brighter than ever before. But this wasn’t the only design challenge. Right on the sea coast, the temple faces the fury of salt filled heavy winds, extreme humidity and sudden rains. Each fixture is made with marine corrosion resistant materials and is built weatherproof to face the unpredictable moods of the ocean. But we overcame it by using specially treated fixtures resistant to salt, corrosion and rust. The installation challenge was well handled by our Team Leksa. In addition, we have completed prestigious projects such as the **Rashtrapati Bhavan Outdoor Theatre** and the 400-year-old **Govind Deo Temple** in Vrindavan. The illumination of the over 100-year-old **Kachiguda Railway Station** is another feather in our cap. To date, we have successfully executed more than 120 railway stations in India, including the **GRC Building** in Kolkata. We are also proud that all the 4 main **Dwaras** of the **Maha Kumbh Mela** and **Ayodya Dham** is permanently lit by Leksa Lighting. More recently, we completed the illumination of the **JK Tower of Raymonds** in Mumbai. In short, at any given time, we are working on many prestigious projects of national and cultural importance. These projects truly showcase our strength and capability in delivering end-to-end solutions for specialised high-end lighting from design to manufacturing to installation to successful handing over.

#### 6. Do you work closely with lighting designers during project execution? How does that collaboration influence the outcome, especially in large-scale or creative installations?

Yes, that is why most customers prefer Leksa Lighting, for our flexibility and the teamwork we bring to executing and handing over projects in a systematic manner. Once we receive an order, we design the site according to the customer’s requirements and plan every detail meticulously to ensure there is no gap between our understanding and the client’s expectations. Leksa Lighting has an in-house team of qualified designers who simplify the design process, followed by project managers who conduct thorough site inspections before production begins. We place the highest importance on planning so that execution becomes smooth and projects are completed on time.

Before execution, we provide customers with detailed renderings and walkthroughs, ensuring they are completely clear on what the final outcome will be. Since all our products are manufactured in our own facility, we maintain total control over both the deliverables and the end results.

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#### 7. What industry trends are you noticing currently shaping the Indian lighting market especially in live events and architectural lighting?

Technology has been evolving at a rapid pace, and as a company, we are fully prepared to meet the new challenges ahead. In the live events and architectural lighting segments creativity plays a central role, there are no fixed rules. However, our vast experience enables us to effectively address the demands and challenges that come from architects and end customers alike.

At Leksa Lighting, we consistently stay one step ahead in terms of technology. As technology continues to advance, the market is also adapting and complementing these changes. Today, we see many outdoor facades being illuminated with single or multiple colors, showcasing dynamic themes where signaling and control systems play a critical role. In addition, laser lighting is also emerging as a prominent trend in the industry.

#### 8. What’s next for Leksa Lighting, any upcoming product launches, projects or anything that our readers should keep an eye out for?

Within a short span of time, Leksa Lighting has been recognised as a reliable and trusted brand in India. The company is now expanding into LED display manufacturing, truss manufacturing, and solar lighting solutions. In addition, upgrading and enhancing our existing lighting products is a continuous and consistent process at Leksa.

#### 9. What role does R&D play in Leksa’s innovation strategy, especially as you expand your portfolio across segments like studio lighting, stadiums, and smart systems?

As you know, we manufacture a wide range of LED lighting fixtures, contributing significantly to an eco-friendly environment. A key focus for us is the elimination of waste by ensuring maximum lumen output with minimal wattage, supported by advanced features and intelligent control systems.

Our R&D team is dedicated to developing multipurpose, high-performance, and cost-effective products. Each new product is designed with long-term reliability, superior quality and energy efficiency in mind, while maintaining competitive pricing to meet the demands of the Indian market.

#### 10. How do you see Leksa contributing to the transformation of India’s lighting landscape over the next five years?

Leksa Lighting envisions itself at the forefront of India’s lighting transformation. Our focus will be on building a sustainable and eco-friendly lighting ecosystem by creating products that deliver maximum illumination with minimal energy consumption, enhanced by advanced controls and smart features. We are here to provide unmatched solutions with a very flexible frame of mind.

Through continuous R&D efforts, we will design multipurpose, reliable, and affordable products that cater to the evolving needs of both urban and rural India. In parallel, our expansion into LED displays, solar lighting, and truss manufacturing will broaden our scope and strengthen our contribution to the industry.

With an unwavering commitment to quality, long-term reliability, and competitive pricing, Leksa Lighting will not only help India achieve energy efficiency but also position the country as a global hub for specialised lighting innovation.