



Energy storage everywhere for everyone

Toward a world of prosumers

Understanding LANCEY's drivers

The use of energy in Europe

In EU, 79% of domestic energy is used for heating



Fuel poverty

Air conditioning installation to double by 2030

Heating & Cooling → 50% of total EU's energy consumption

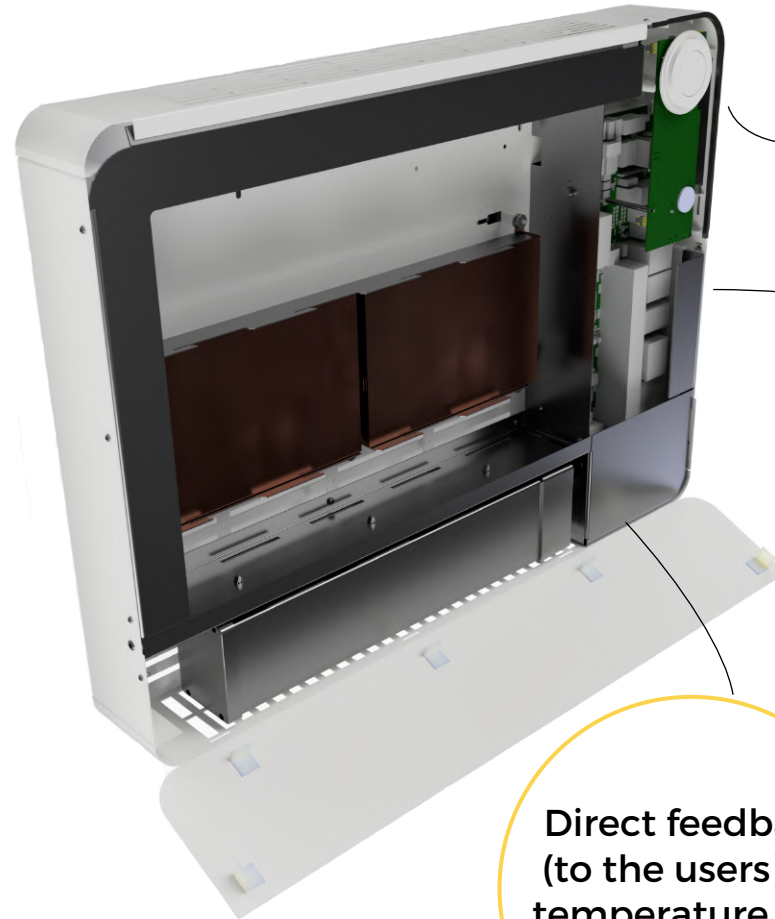


The LANCEY Capella

The first intelligent electric radiator with an integrated battery

11 Patent types

19 standards



Ergonomic HMI

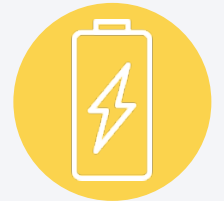
Sensors

eqCO2 | COV | PIR | HUMIDITY | BRIGHTNESS | ENERGY CONSUMPTION

Direct feedback (to the users) on temperature and consumption



CONNECTED TO MANAGEMENT SYSTEM ON THE CLOUD



WITH BATTERY STORAGE AND INVERTER



OPTIMUM THERMAL COMFORT

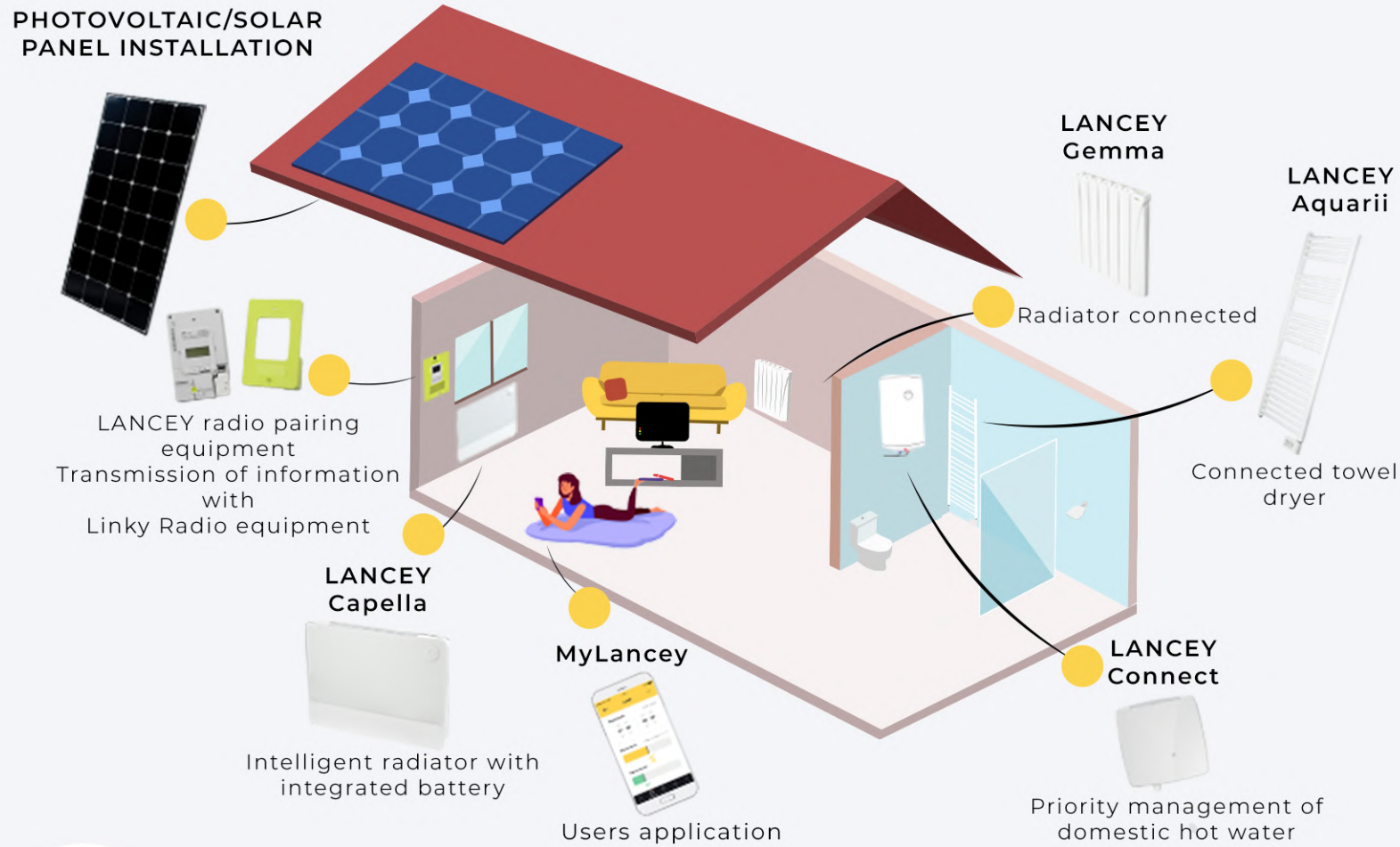




**Our solution :
A complete bundle
ready for self-
consumption**



PHOTOVOLTAIC/SOLAR PANEL INSTALLATION



LANCEY radio pairing equipment
Transmission of information with Linky Radio equipment

LANCEY Capella

Intelligent radiator with integrated battery

MyLancey

Users application

LANCEY Gemma

Radiator connected

LANCEY Aquarii

Connected towel dryer

LANCEY Connect

Priority management of domestic hot water



LANCEY CLOUD
Energy management system

MyLanceyBusiness
Manager application



RE2020
READY



ELIGIBLE OFFER
FOR THE HEATING BONUS
(NATIONAL GRANT)



ELIGIBLE OFFER
FOR THE SELF-CONSUMPTION
BONUS



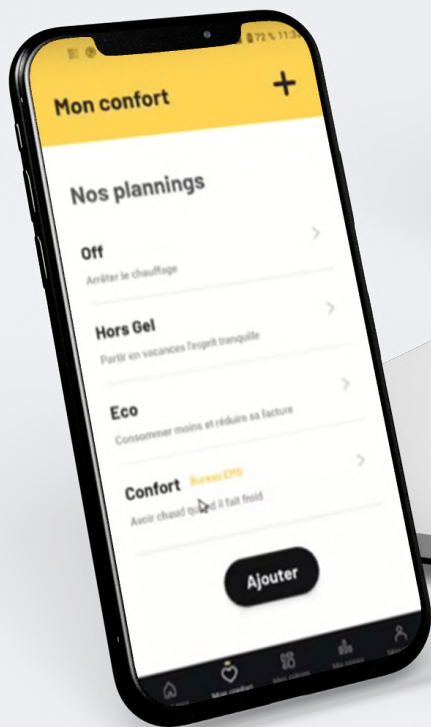
**A solution based on a
state of the art energy
management system
(EMS)**



An EMS working in Model Predictive Control

LANCEY EMS models and forecasts

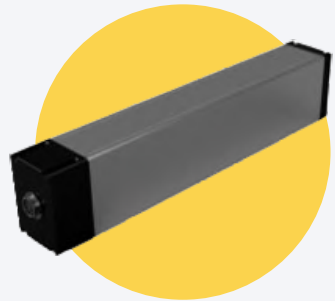
Friendly end-user app



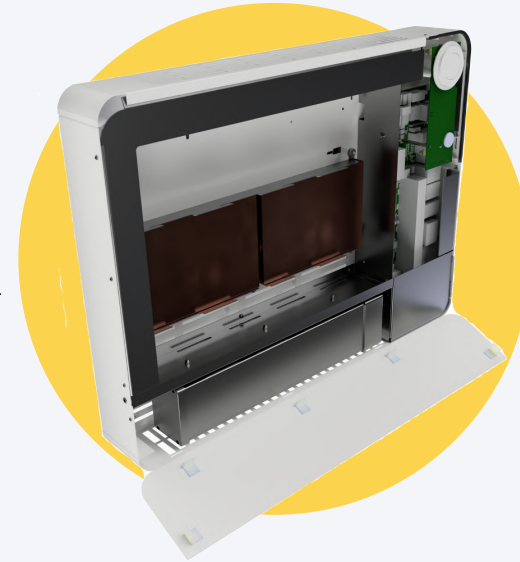
-35% of energy consumption (average reduction observed with LANCEY equipment)

New battery or second life battery

Two options to fit all customers files



New battery option
10 years lifetime



Second-life battery option

- ✓ Remote monitoring & conformity test
- × No remanufacturing

Much cheaper, reduced footprint

REUSE 



Project in partnership with :



20 500 rental e-bikes in Paris area will provide their batteries for LANCEY solutions, adapted to plug them.

LANCEY's team : 35 energy enthusiasts





A YOUNG AND MOTIVATED TEAM OF ENTHUSIASTS WITH A TRACK RECORD OF **20 PATENTS** AND **80 YEARS** OF EXPERTISE IN ENERGY MARKET



Raphaël MEYER

37y,o

CEO

Samsung, CEA



Olivier GOURDEL

60y,o

Sales Director

Geovia Industry



Thierry GARRET

48y,o

Industrialization Director

Team Photonics, Lynred



Jeremy RENARD

36y,o

CFO COO

Precia-molens, ADMR



Marie POULLE

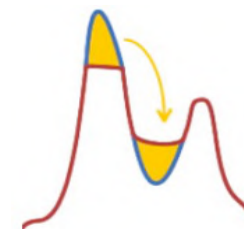
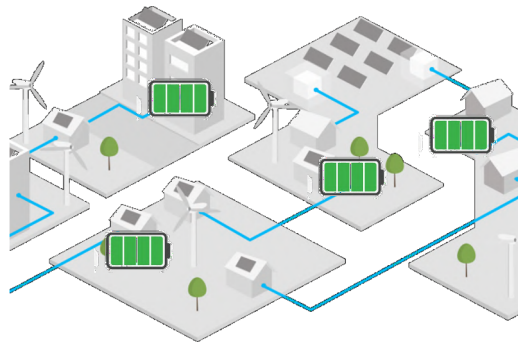
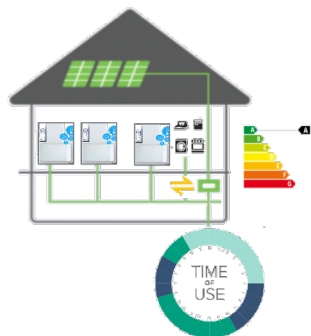
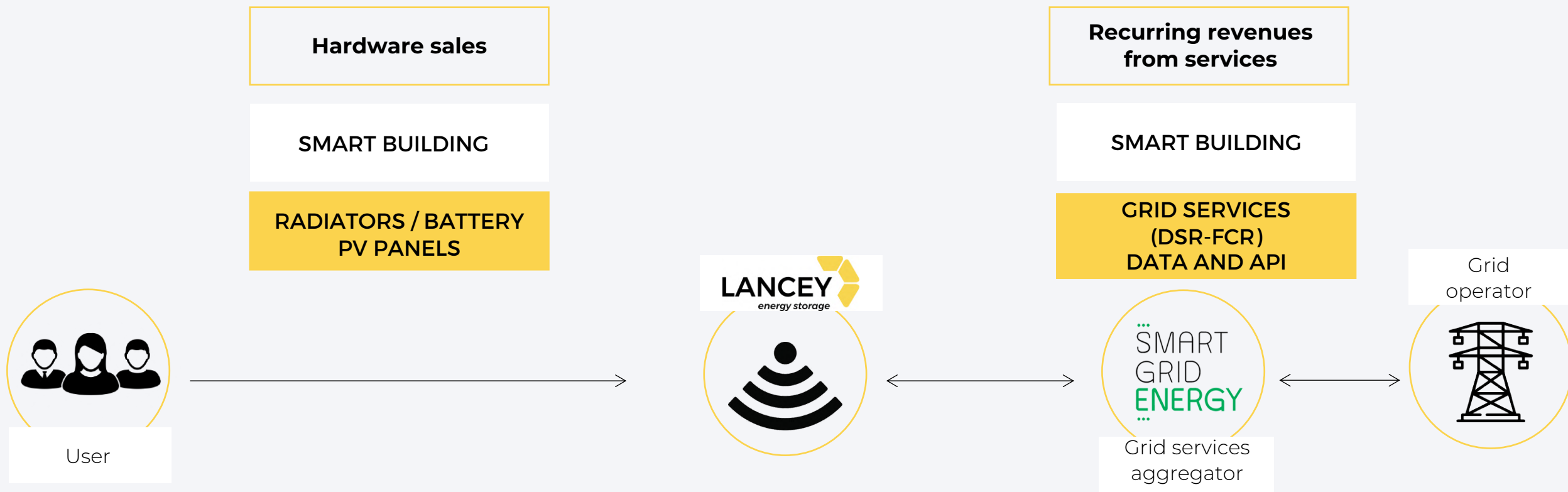
30y,o

Marketing Director

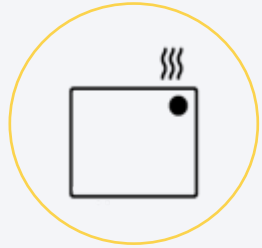
Lovebox, Frenchtech

An innovative business model

Provide efficient solutions to the customer and valorise the flexibility of the battery storage



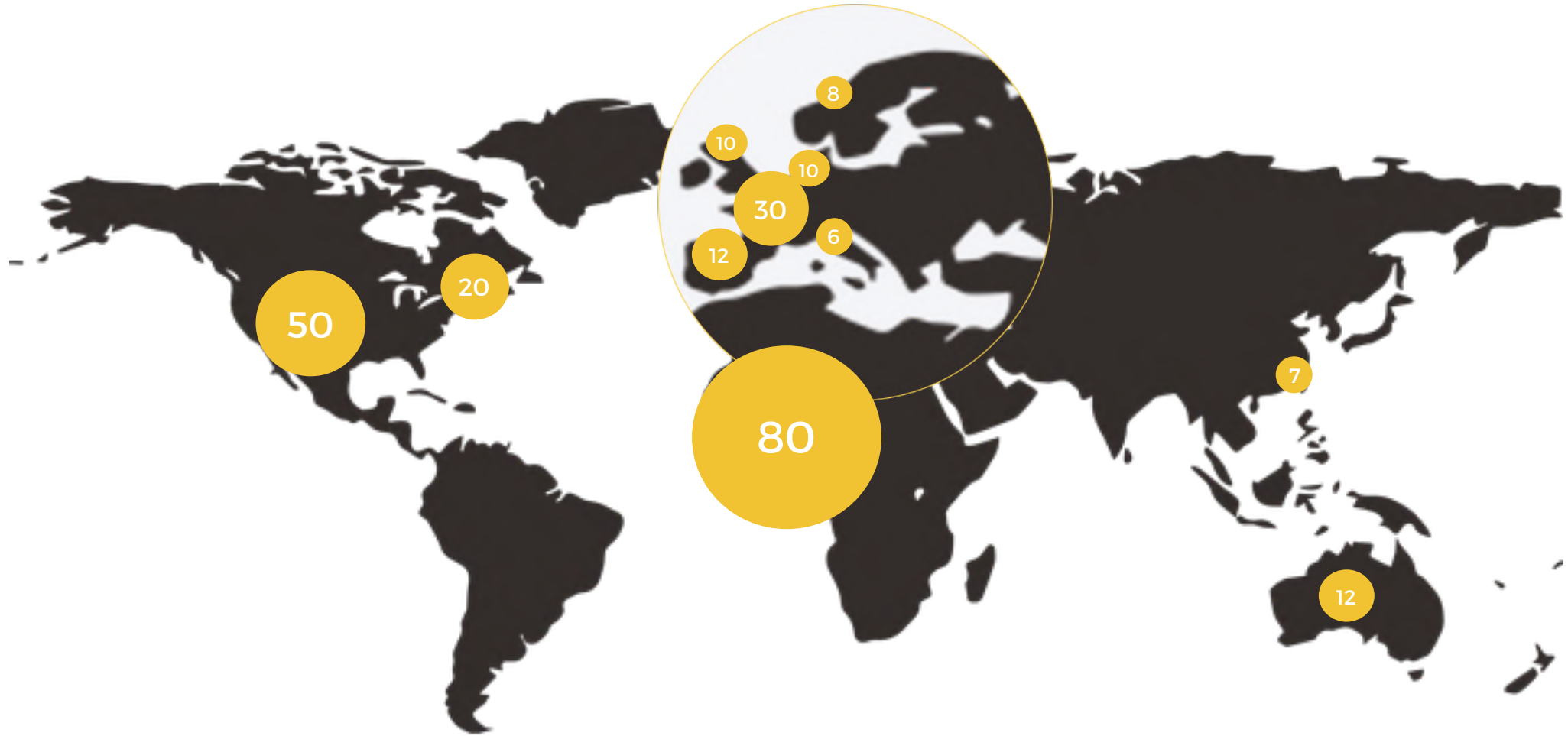
Our market : 150 million electric radiator worldwide



3 B \$ / year



3,7 B \$ / year



In the Green Deal context where building renovation is the core concept to reach the CO2 emission reduction targets

B2B

B2B2C

Social
housings

Tertiary /
Offices

Big
account

Manufacturers

PV distributor /
Installers

Energy
Companies



Sales of solutions
« Energy as a Service » possible

Royalties

Sales of the solutions or radiators

Services on the whole installed parks

An ambitious roadmap with strong partners



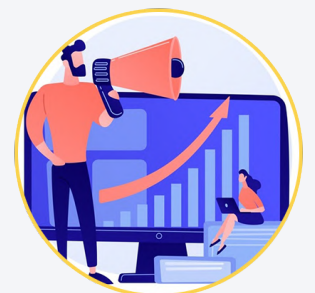
FROM PROOF OF CONCEPT ...



SME PHASE 2 & SERIES A
€8M FUNDRAISING



INDUSTRIAL PARTNERSHIP FOR EUROPE FOR SCALE-UP



COMMERCIAL EXPANSION



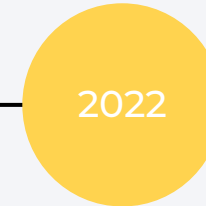
... TO FIRST B2B SOLUTIONS



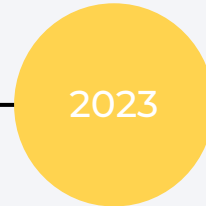
FIRST INSTALLATIONS IN SELF-CONSUMPTION BtoB



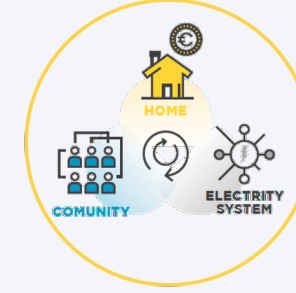
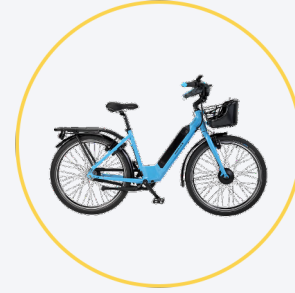
SECOND LIFE BIKE BATTERIES



AS-A-SERVICE OFFER



AC POWERED BY LANCEY



Towards a “as a service” business model

A new revenue structure bases on the core bricks of LANCEY

1

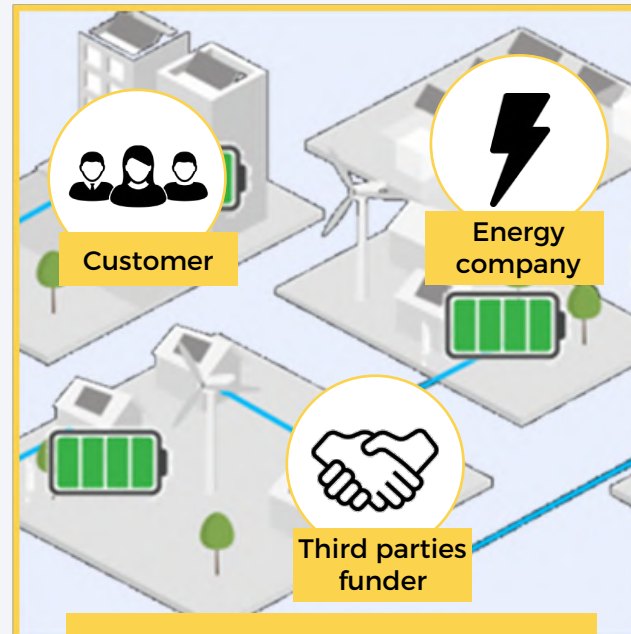
Pre-installation
diagnosis



Project

2

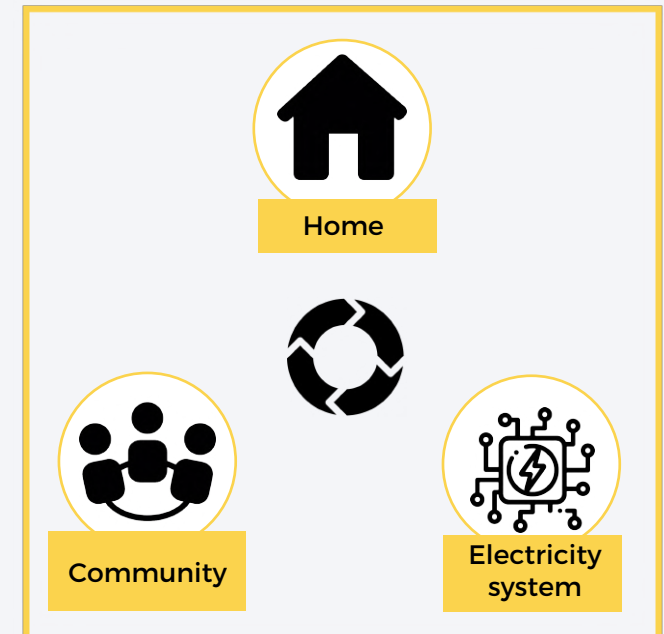
Installation of the bundle
(entry fee – 2500€)



Joint entity

3

Energy retail &
grid services



Community

Home

Electricity
system

Series B into preparation to kickstart this offer



LANCEY Energy Storage

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Jeremy RENARD
General Manager

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