

## LANCEY ENERGY STORAGE

### One line pitch:

Lancey proposes the first space heater with batteries, that reduces the electricity bill and simultaneously brings storage capacity to the grid.

### Market Analysis:

More than 150 million first generation space heaters are still used worldwide, leading to high energy loss and electricity grid constraints. In all cases, the electric heating system is expensive to upgrade, particularly using gas: new system and new fluid network leads to 20k€ extra cost. In France for example, the total market for building renovation is more than 500.000 dwellings a year, ie 2.000.000 space heaters a year. Today the market is leaded by low cost heaters, but there is an opportunity for a new product increasing the benefit of both the customers and the building owners.

### Value proposition:

Lancey Energy Storage provides a plug and play space heater integrating a lithium battery. The patented architecture provides a direct bill economy, storing electricity when it's cheap and consuming it when the user need it most. Easy to install, compatible with demand-response policies, giving full control via a dedicated app and allowing important energy savings, the space heater by Lancey Energy Storage is the smartest way to store energy. The space heater developed by Lancey Energy Storage is plug&play and its installation is 75% less expensive than a gas heating system. It's also elegant and, thanks to its integrated battery, leads to up to 50% bill decrease for the customer.

### Business Model:

Lancey Energy Storage develop a patented device for building owners that allow an energy upgrade of their facilities at a limited cost, but with high value for the customers. Thanks to integrated battery and sensors, Lancey connected space heaters let the building owners to get value from demand-response policies but also to monitor and control more precisely the energy usage in their buildings. Several revenue sources will be used by Lancey: - one-shot revenue form the product itself. - regular revenue from the demand-response policies. - regular revenue from added service (optionnal energy advice application, building owners extra services, live building energy diagnostics).

### IP and Regulatory situation:

Concerning the IP, a first patent protecting the general concept and system architecture is filled in europe and the worldwide application is on-going. Two more specific patents are pending. The first homologation has been done to allow Lancey to install 100 space heaters in Grenoble area in France starting mid-october. Partnership with demand-response company has been signed to allow Lancey secure extra revenue from this source.



### COMPANY PROFILE

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lancey.fr
- **Field:**
- **Contact:**  
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- **Location:**  
29 Chemin du Vieux Chêne  
38240 Meylan  
France
- **Founded in:** //06/2016
- **Employees:** 5
- **Financial information (€):**
  - **Company stage:**  
Pilot Phase
  - **Capital raised to date:**  
165000
  - **Monthly burn rate:**  
10000
  - **Capital seeking and date:**  
1 500 000 ; 01/03/2017
- **Investors:**  
Kic Inno Energy