



## Energy storage everywhere for everyone Toward a world of prosumers

## **Understanding LANCEY's drivers** Cost of energy & buildings retrofit

46,00 c€ +6,6%/an 42,00 c€ +5,1%/an **Tendance actuelle** 38,00 c€ Cour des Comptes (Jan. 2012), +5,4%/an puis Sénat (Juil.2012) : 34,00 c€ "+50% d'ici 2020" Président de la C.R.E. 30,00 c€ +2,7%/an (Jan.2011) : "+30% d'ici 2016" 26,00 c€ UFE (2012) scénario \* nucléaire à 50% : 00 22,00 c€ "+50% d'ici 2030" ۳ 8 ۳ 0 18,00 c€ ٣ 4 60 kWh photovoltaïque : 11,40 c€ 14,00 c€ 10,00 c€ 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2011 — Commission Régulation de l'Energie en 2011 : "+ 30% en 5 ans" — Cour des Comptes et Sénat en 2012 : "+ 50% d'ici 2020" UFE en 2012 : "+50% d'ici 2030 si nucléaire 50%" -----Tendance actuelle 

The electricity prices increase continuously, with a rising gap between the cost of electricity and the price of photovoltaic.

97% of buildings in the EU need to be upgraded to achieve the 2050 EU objectives.



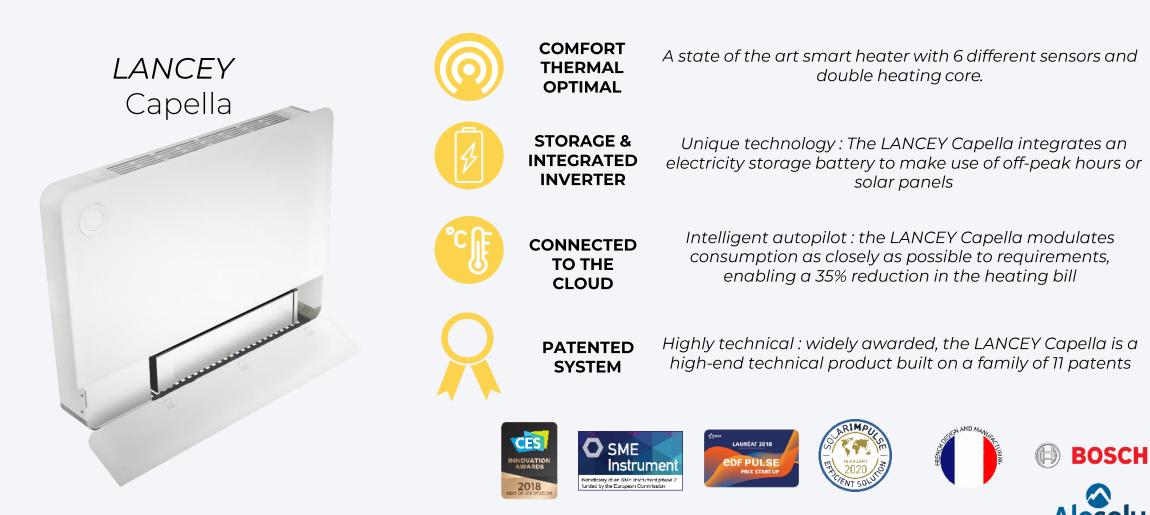
www.lancey.fr



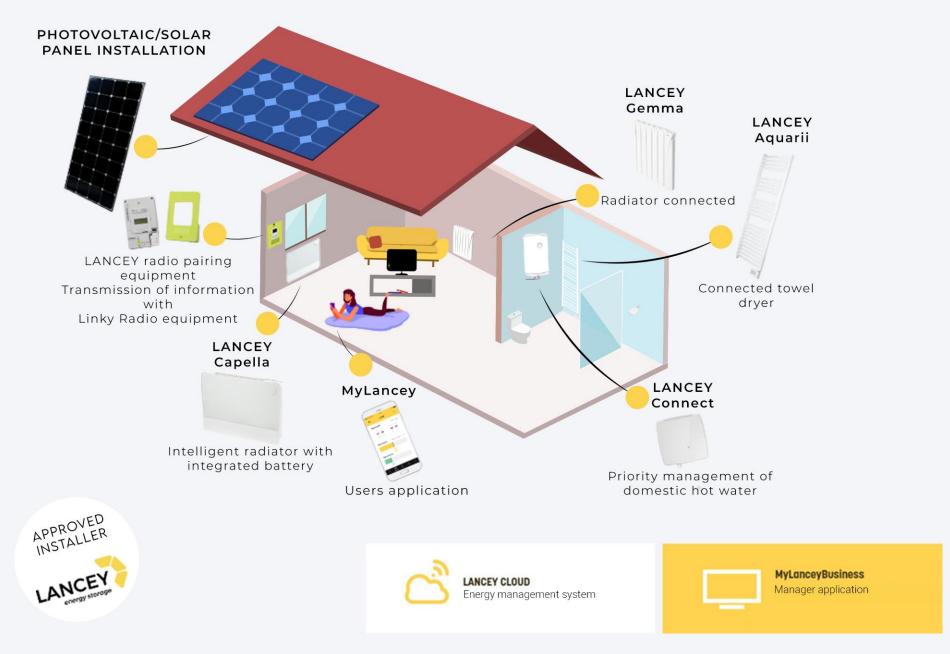
Our solution : A complete bundle ready for selfconsumption

### A heating and energy storage solution

Easy to install, comfortable and economical















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

Mon confort

off

Nos plannings

crister in chain

Hors Gel

Confort

Friendly end-user app

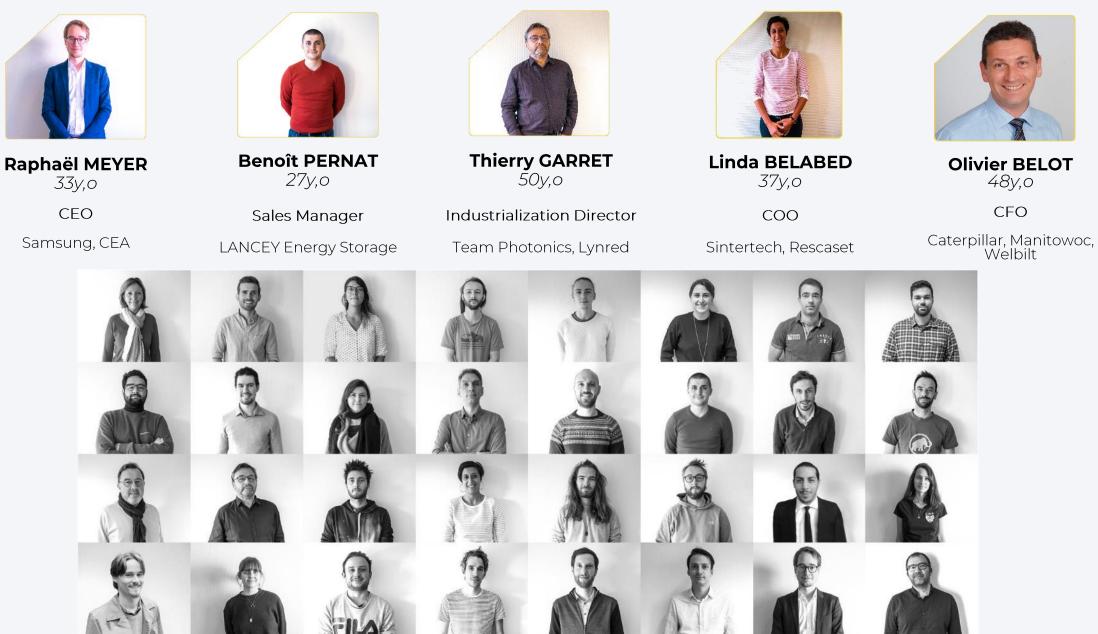


## -35% of energy consumption

(average reduction observed with LANCEY equipment)



### LANCEY's Team : 35 people passionate about the energy transition





Our market : 150 million electric radiator worldwide



3,7 B€/year

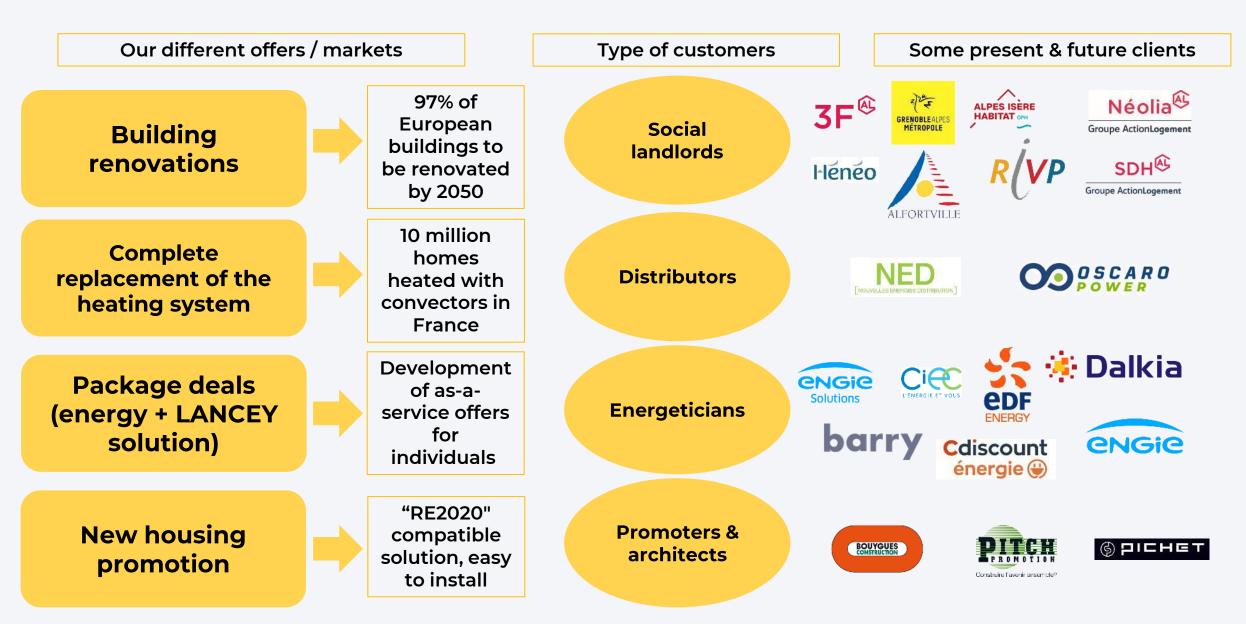


In the Green Deal context where building renovation in the core concept to reach the CO2 emission reduction targets

80

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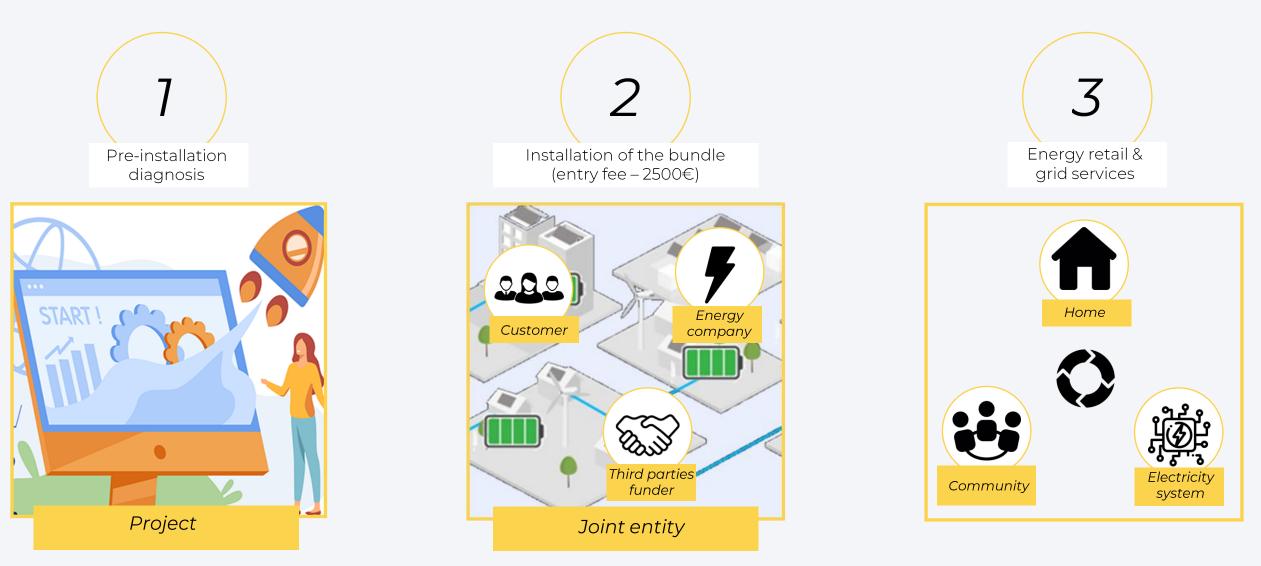
## 6 000 units pre-ordered through a strong distribution network





Towards a "as a service" business model

A new revenue structure based on the core bricks of LANCEY



## Series B into preparation to kickstart this offer

## An ambitious roadmap with strong partners

