

Press release Smart Home
La Vegas CES, December 7th 2017

The first connected battery conceived to easily fit in your home

Lancey Energy Storage democratizes home batteries with its new generation electric space heater

Households can now master their energy consumption



With its battery integrated in its smart and connected electric space heater, Lancey Energy Storage wants to reinvent energy management in homes and offices. This unique and internationally patented solution for decentralized storage not only enables to optimize energy consumption and the way we use renewable energies. Lancey helps the smart home become a reality by generalizing the installation of a battery within houses for a smarter energy management. For this innovation, Lancey Energy Storage has been awarded a Best of Innovation Award of CES 2018 in the category of Home Appliances.

Lancey Energy Storage unveils its new generation smart, connected and battery-equipped electric space heater. This technology-intensive heater combines the latest innovations within a patented architecture to foster the development of the smart homes and smart grids.

The imperatives of energy transition

More than 5 million French households - around 12 million people - suffer from fuel poverty, which means they are facing difficulties in heating their homes. One third of residential buildings in France are electrically heated. This energy use usually represents more than 50% of their total energy consumption. The French Energy Transition and Green Growth Act requires the replacement of tens of millions of very energy intensive electric convectors in the upcoming years. Lancey proposes a concrete and realistic approach to address these major challenges for our society: reducing energy consumption and energy bills, turning the electricity grid into a «smart grid», and finally better integrating renewable energies.

Lancey's solution

Lancey heater is a new generation heater that enables savings of up to 50% of the heating energy bill and fosters energy self-consumption in buildings by storing surplus of locally produced renewable energy.

By combining two heating technologies - infrared radiation and inertia - with a very efficient thermal regulation and many sensors, Lancey heaters meet the requirement of the most demanding performance standards of the electric heating market. But they go further.

Without any additional equipment, Lancey heaters are connected to an energy management system on the cloud that enables them to auto-set up. Thanks to this system that analyses the information from their sensors and other sources, Lancey heaters optimize their energy consumption and automatically adapt to users' habits, to their electricity contract, to the thermal characteristics of each room, to weather data... Furthermore, they can use in priority local renewable energy.

Lancey's integrated battery can store electricity during off peak hours or when there is a surplus of local renewable energy, and use it during peak hours, especially when power from the grid is the most costly and when high demand puts the electricity grid under pressure.

Lancey's solution comes with its own application that shares essential data with users in real time, like power consumption and bill, temperatures and maintenance info. This application enables a remote monitoring and control of Lancey heaters, removing the need for an additional central thermostat. As easy to use as to install, Lancey is an all in one solution to make your home smart regarding energy.

Social and environmental benefits without heavy investments

In addition to these benefits for users and grid managers, Lancey is far cheaper and more simple to install than switching from electric to gas heating. No complex works are necessary: Lancey heaters simply plug themselves in place of obsolete convectors, without any modifications of the existing electrical installation. Heating energy consumption and bill are significantly reduced for an investment up to 75% cheaper than a conversion to gas heating.

Decentralized batteries as an entry point for the smart home

The French Start-up Lancey Energy Storage has succeeded in creating tomorrow's heaters, which integrate a battery that was designed and is managed by the company itself. Beyond a better management of heating, the integration of batteries in homes and offices paves the way for a better management of every electrical appliances.

With Lancey, households become prosumers of their energy. They can reduce it drastically and actively take part in peak demand management. Lancey also favors a chosen consumption of green energy and improves the energy performance of existing real estate, be it residential or office buildings, as well as new constructions.

For Raphaël Meyer, CEO and co-founder of Lancey Energy Storage, « By integrating a battery into an usual device like a heater, Lancey wants to massify batteries installations in homes in order to foster an eco-friendly management of energy. This buffer storage of electricity in each household favors locally produced renewable energies and transforms the energy market, where all users are becoming active stakeholders of their energy consumption. Beyond heating, Lancey aims at becoming the 1st player for decentralized power storage in France ».

New services for electricity grid operators

Energy storage is the best way to ease the massive integration of renewable energies in electricity grids and to manage their intermittence. Lancey wants to valorize the services the storage capacity of its heaters can provide to the grid by making them able to dialogue with the grid and switch on battery mode when the grid is saturated. This mechanism corresponds to a demand response service that enables, without turning the heating off, to prevent operators from using peak power production facilities that are both more costly and polluting (gas, fuel, coal) and to compensate for renewable energies' intermittence.



**Lancey heater will be showcased at the CES Unveiled, on January, 7th 2018
and at the CES 2018, from the 09th to the 12th in Las Vegas, Nevada.
Stand : Sands, Hall G, Eureka Park – 50630 (see on [map](#))**

About Lancey heater:

Available for business customers (Social landlords, public bodies, companies) in 2018 and for individual customers in 2019. 500 Lancey heaters installed by social landlords and public bodies in France during the first quarter of 2018.

*Available in two sizes: 1200W (80*60*13,5cm ; 26kg, battery included) and 600W (60*60*13,5cm ; 19kg)*

Battery characteristic: storage capacity of 1kWh, lithium

Solution protected by 7 patents. Made in France. Lancey Visuals available [here](#)

About Lancey Energy Storage :

Lancey Energy Storage is a start-up from Grenoble, France. It was started in 2016 by Raphael Meyer CEO, PHD in thermal physics, Gilles Moreau CTO, specialist in energy storage and Hervé Ory, serial entrepreneur. Lancey Energy Storage has designed a groundbreaking heater to bring batteries in the house. This first smart electric heating device with a battery helps consumers to reduce and better manage their energy consumption. It both optimizes energy consumption and fosters renewable energies development to make it possible for anyone to be part of the energy transition.

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