PRESS RELEASE · FOR IMMEDIATE RELEASE
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Solmeria Marketplace: a new way to buy and sell solar and BESS projects across Europe

> *The platform lets developers and investors trade projects one by one instead of in portfolios, at every stage of development, from secured to ready-to-build, anywhere in Europe, on a pure success-fee basis. The goal: bring liquidity to every project, including those that look illiquid, speed up transactions and cut intermediation costs.*

Paris, 3 July 2026. Europe's solar market is maturing and consolidating, releasing a considerable flow of projects that need to change hands. Yet the market for selling them still works poorly: projects trade in portfolios, commissions run high, and deals drag on. Ferme Solaire, the number-one land originator for solar developers in France, is launching Solmeria Marketplace, the European platform where every solar or BESS project can be sold on its own, bilaterally, in front of the buyer who will pay full value for it.

The platform is already live. Around 100 MWp of projects are available for sale in France today, with several hundred more expected by the end of 2026, a significant share of it international.

A MATURING MARKET, A LIQUIDITY NEED THAT IS EXPLODING

Solar is entering a phase of maturity across Europe. After years of growth driven by national subsidy and auction schemes, the industry is rationalising and reinventing itself. Three dynamics are converging, and together they create an unprecedented need for liquidity.

Policy frameworks that invite reinvention. Across several European markets, public support is tapering: auction volumes and expected clearing prices are under pressure, and long-range strategy is harder to underwrite. In France, the PPE3 published in February 2026 set a welcome direction while confirming lower auction volumes and a review clause as early as 2027. The message is the same everywhere: the industry must move beyond a model kept alive by tenders alone.

Tighter margins that call for better allocation. Lower expected prices, rising devex and capex, more demanding banks. The most fragile projects, whether small, degraded, poorly connected or on secondary land, are harder to value in a standard frame, even though they retain real value for the right buyer.

A healthy consolidation of developers. Europe's developer landscape is concentrating. In France alone, the market is expected to shrink from 100+ developers to around fifty by 2030. This consolidation reshuffles the deck: portfolio and company acquisitions are already being negotiated across the continent.

The result: a considerable flow of projects is changing hands, precisely when developers and investors have annual ready-to-build targets to hit. Supply and demand have never been this strong at the same time. This is the market Solmeria sets out to unlock.

THE REAL PROBLEM IS NOT SELLING, IT IS THE PORTFOLIO

Today, selling a project means going through an M&A boutique and a portfolio sale. But a portfolio is usually two strong projects, three average ones and five that are hard to place. The five drag the valuation of the two gems

down, weigh on due diligence, and make the whole thing illiquid, with very long transactions when they close at all.

Our conviction: value is not in the portfolio, it is in the right match, project by project. An early-stage project can be worth nothing to one developer and a great deal to another, because it sits next to one of their sites, completes their local footprint, or comes with a connection to an available private substation. A ready-to-build project always has value, but far more of it is captured when it is pushed to the person looking for exactly that asset. Unbundled and matched to the right buyer, the five "unattractive" projects become five well-valued ones.

WHY A MARKETPLACE, NOT AN M&A BOUTIQUE

Developers know how to sell a project: relative to their core business, it is not the hard part, and their M&A teams are increasingly well structured. The real difficulty, the one thing that was blocking them, is finding the right buyer and smoothing the conversation on valuation. That is exactly the historical rationale of the M&A boutique, which can only work on portfolios: it is the only format that lets it cover its costs, between retainer and a commission on a deal of scale.

Solmeria turns that logic around. The marketplace complements our core business, greenfield land origination. That lets us offer a commission on success only, with no retainer, far below a boutique, and above all sell projects one by one, even small ones, that would never be viable for a boutique. And that is what developers want.

> *"Developers know how to sell a project, but they lose a considerable amount of time finding the right buyer, and end up bundling everything into a portfolio at the expense of their best assets. We want to flip that logic: make every project sellable on its own and put it in front of the person who will pay what it is really worth. Value is not in the portfolio, it is in the right match. Solmeria's ambition is to become the infrastructure for this new liquidity across Europe's solar market."*
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> **Maxime Courtaigne, CEO of Solmeria**

A PLATFORM BORN FROM DEVELOPER DEMAND

Solmeria was built from the reality on the ground. The idea came from Ferme Solaire's developer partners, and the platform was co-built with them, around a need they all express: buy RTB, sell turnkey, buy back early-stage, rationalise their pipeline, without losing months in a portfolio process. Around a hundred developers had already expressed interest before launch.

HOW THE PLATFORM WORKS

- **Sold one by one, not in a portfolio.** Each project is listed on its own, anonymised through a teaser produced by Solmeria, and exposed to qualified buyers. Gems are no longer diluted in a batch.
- **Every stage.** Secured, early development, advanced development, permit filed, permit final, ready-to-build, operational. Every stage finds its buyer.
- **The seller stays in control.** Solmeria exposes the project, prepares the teaser, guides and advises. The seller chooses their counterparties and negotiates directly.
- **Aligned fees.** No retainer, success fee only, tapering by stage. Well below an M&A boutique.

- **Cross-border by nature.** Our developers hold portfolios all across Europe and want to arbitrate between countries.
- **Beyond PV.** PV first, then a rapid opening to BESS and C&I rooftop, ahead of other renewables.

WHO SOLMERIA MARKETPLACE IS FOR

On the sell side. Developers who want to generate cash quickly, clean up their portfolio by divesting the projects they will not develop, or maximise the value of their ready-to-build projects by pushing them to the right buyer rather than diluting them in a batch.

On the buy side. IPPs looking to grow their installed base quickly, EPCs seeking projects to build, and developers who want to secure already-advanced land to save time, or enter a new market and reach critical mass there without setting up a local prospecting team.

ABOUT SOLMERIA

Solmeria is the origination platform for solar developers in Europe. It offers several hundred development opportunities per month, in ground-mount PV, agriPV, C&I and BESS, at every stage of development, from greenfield to ready-to-build, in France and internationally. Solmeria is the new brand and technology platform of Ferme Solaire, a French company that already works with 80+ developers, with over 4 GWp in the pipeline, more than one million hectares analysed and 27,000 landowners.

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