

SOLEA

Final Jury Pitch

Revolutionizing Solar Installation process

The Team



Hugues Moreau
Chief Executive Officer



Hugues Moreau, CEO – Expertise in clean energy and sustainability with experience at EEW Eco Energy World.



Anaïs Trombert
Chief Finance Officer



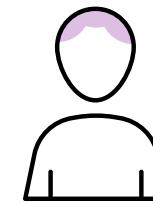
Anaïs Trombert, Anaïs Trombert, CFO - expertise in finance and impact investing.



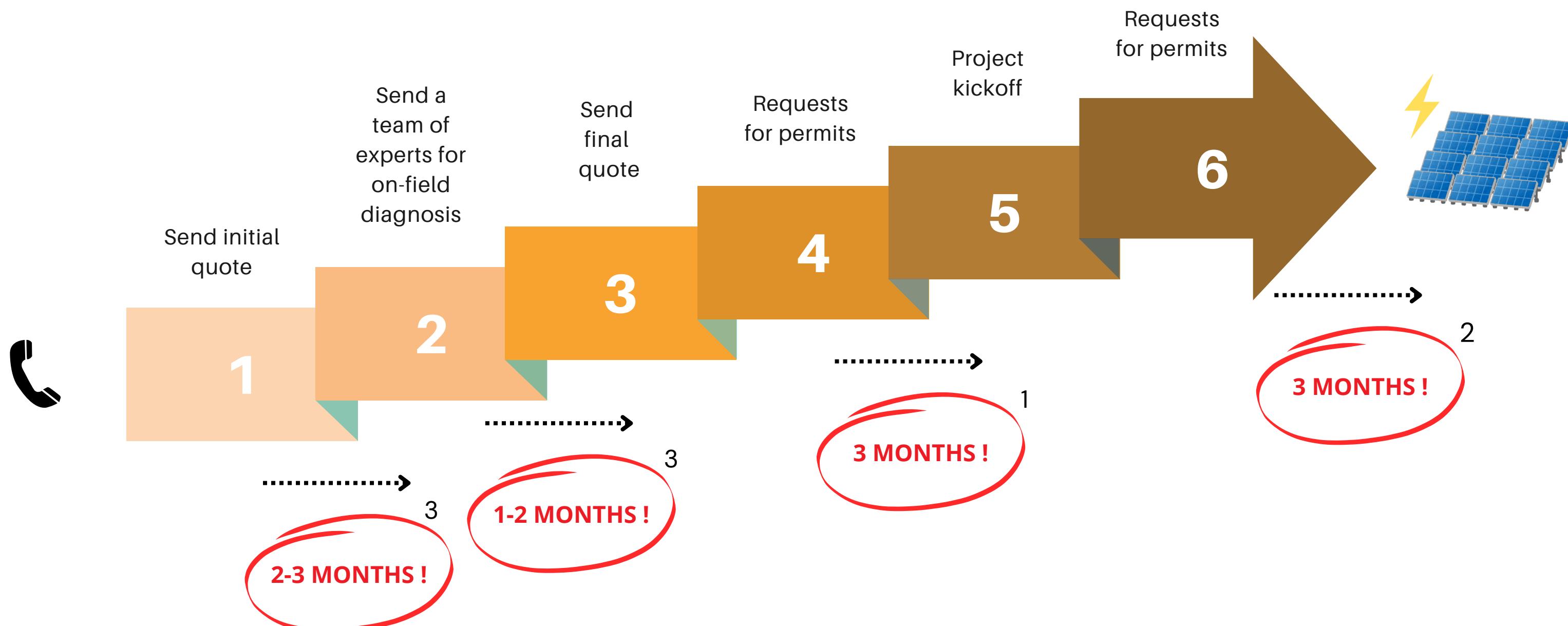
Céline Cailliau
Chief Operations Officer



Céline Cailliau, COO – Repeat founder with expertise in sustainable brand strategy, circular fashion, and legal analysis.



Jean-Michel - Solar Developer



Results



+ 240 000
new projects
every year

9/10
solar developers refuse
new incoming projects

>50%
of the time that installers
spend is not dedicated to
installing panels



That's why we created Solea

Why?

To accelerate and **streamline solar panel installation** for both clients & developers.

How?

- Streamline all processes for the client from quote generation to the physical installation of the solar panels.
- Allow developers to focus solely on value-added tasks
- Enhance end-customer visibility over the solar installation process.

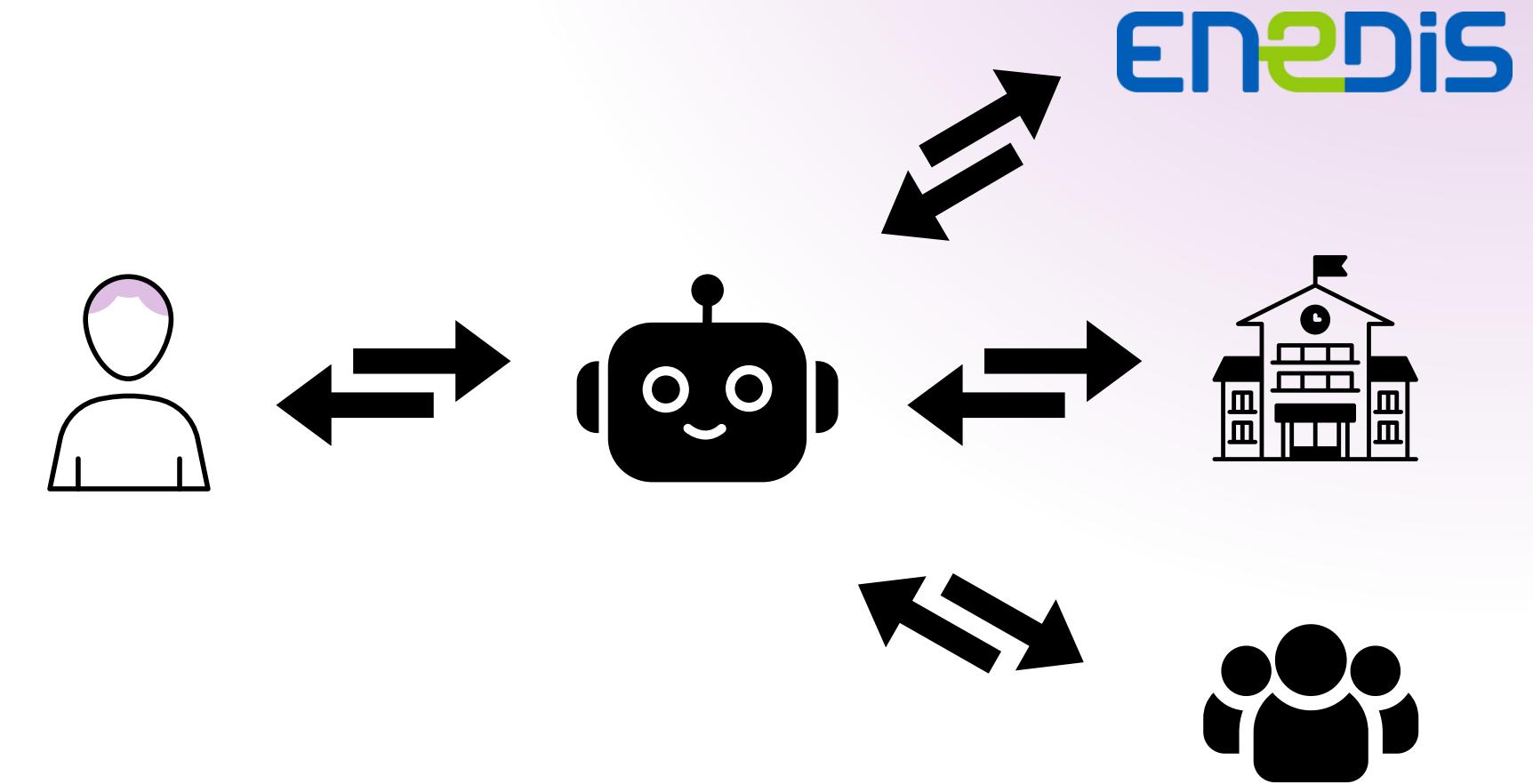
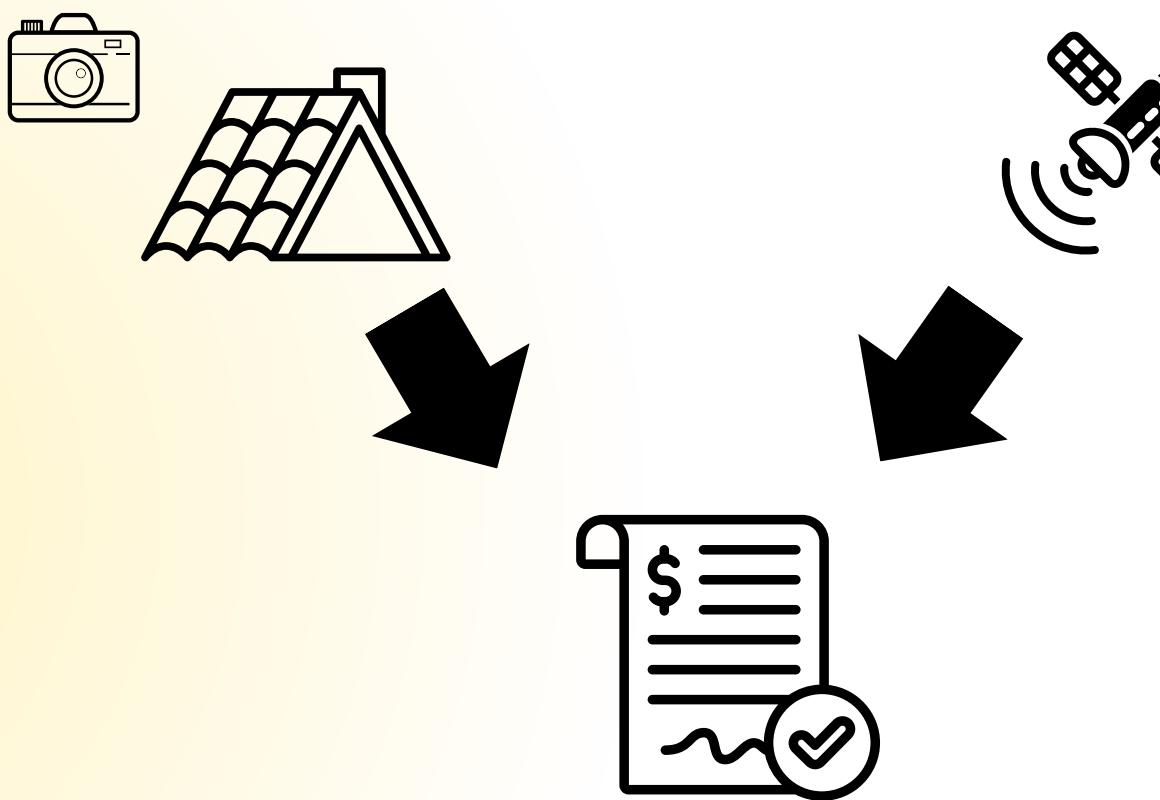
Key Competitive Advantages

AI On-Field Diagnosis

Reducing effort and time spent for accurate quotes using roof picture and satellite imagery.

AI Administrative Assistant

Streamlining back-and-forth with public administrations for installation permits and authorisations.



Competitors Benchmark

	 SOLEA	 solteo	 projetsolaire	 SOLARGRAF	 aurora	 ezzing
CRM	✓	✓	✓	✓	✓	✓
ERP	✓	✓	✓	✓	✓	✓
Solar Developers Network	✓	✓	✓	✗	✗	✓
AI Administrative Assistant	✓	✗	✗	✗	✗	✗
AI On-Field Diagnosis	✓	✗	✗	✗	✗	✗

Revenue Model

End-to-End Platform for Developers & End Customers

B2C SaaS

FREE

Customers have access to a database of solar developers, and track all the steps of their installation project

B2B Saas

€49.99 / Month / User

Developers can organise their ongoing projects, automate legal and administrative complexities with our AI and

B2C marketplace

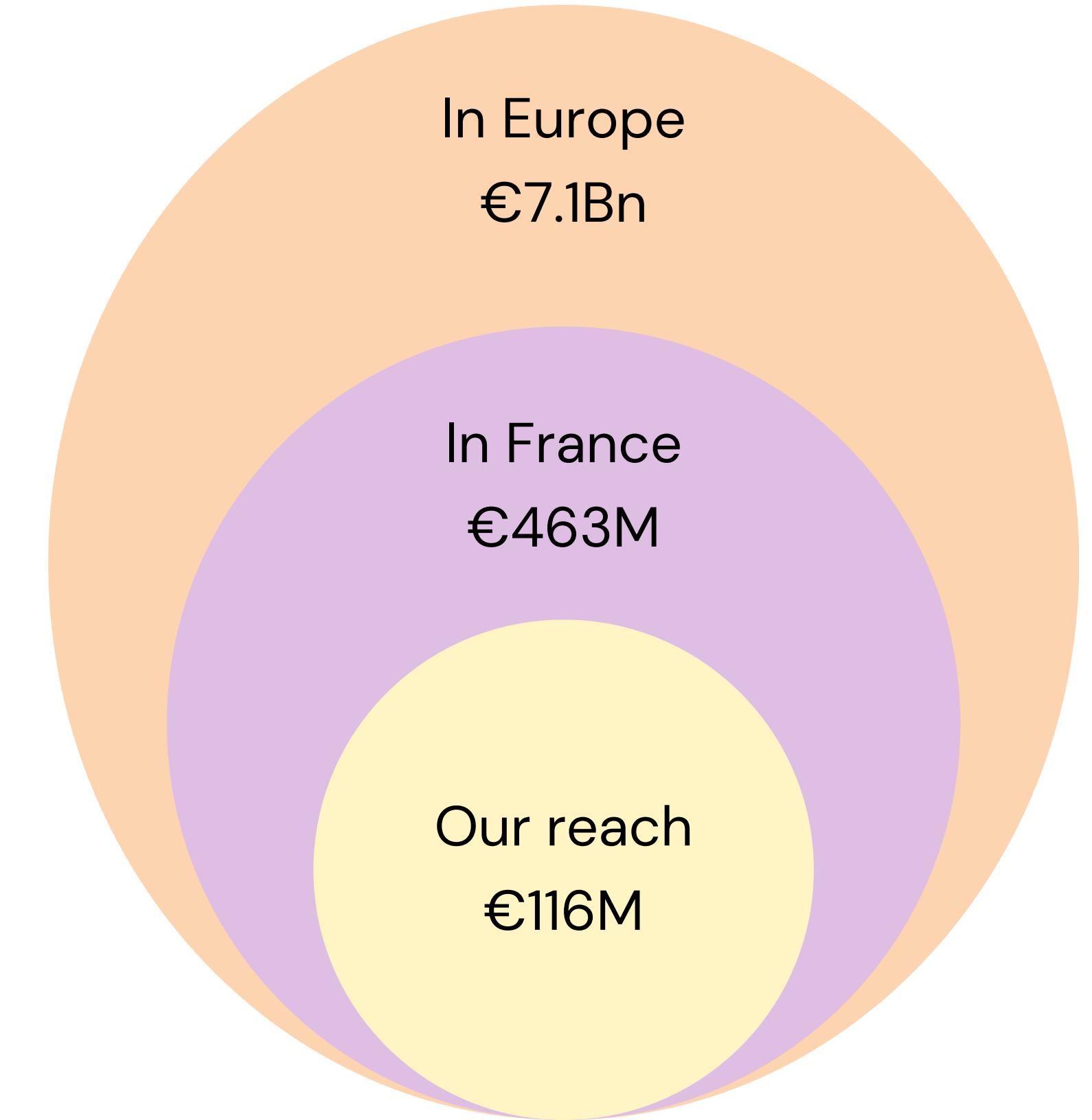
5%

Commission Rate

Developers can find new leads and projects and reach out to them through the platform, generating new revenue

Representing a €7.1Bn market in Europe by 2028

Number of installers in France in 2028: 79,215
Cost per watt : €1,31
Yearly installation target in France: 6,3 GW

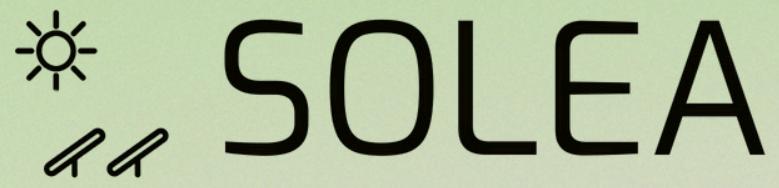


Current Assets

The screenshot shows the Solea website homepage. At the top, there's a navigation bar with links for Benefits, Product, Testimonials, FAQs, and a prominent 'Get Access' button. Below the navigation, a green button displays 'Updates' and the text 'We secured 1M Seed round →'. The main headline reads 'Ease your mind on solar panel installation.' with a stylized sun icon to its right. Below the headline, a paragraph explains the service: 'With Solea, get your instantaneous solar energy profitability estimation and enjoy free access to our exclusive certified developers' network.' A small circular icon showing five user profiles and a five-star rating are also present. A large, semi-transparent call-to-action overlay is centered over the content, containing the text 'Secure your spot now', 'Be the first to know when the product launches and other not-to-miss updates.', two input fields for 'Your name' and 'Your email', a purple 'Join the Waitlist' button, and a note at the bottom stating 'By subscribing, you agree with our [Terms of License](#)'. A small 'Made in Framer' watermark is visible in the bottom right corner of the page.

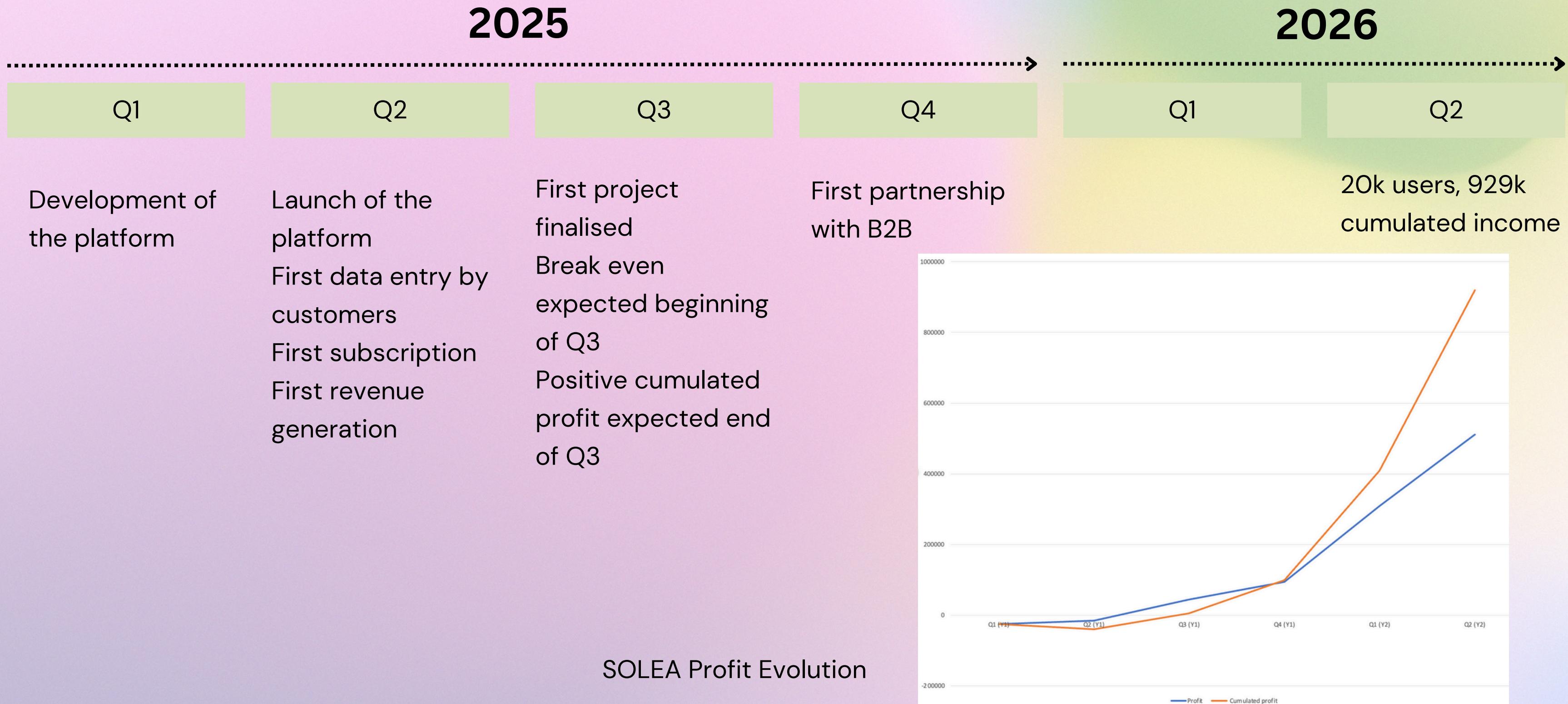
Real stories.
Don't take our word for it

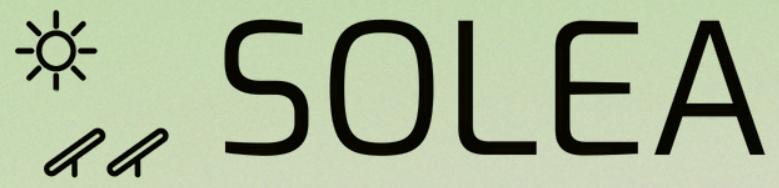




Everybody
deserves a share
of the Sun.

Value creation timeline





Sources

- 1) <https://www.notaires.fr/en/housing-tax-system/town-planning-documents/building-permit-france>
- 2) <https://connect-racco.enedis.fr/prac-internet/custom/C5E/accueil>
- 3) Interview with MACLEM and TAMSOL, website: <https://www.maclem.fr> / <https://tamsol.fr>