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Trill Impact partners with Primutec to drive growth in the building envelope services market

Trill Impact has entered a partnership with Primutec, a leading Dutch and German building envelope services company focusing on roofing, lightning protection and solar PV.

Primutec is a leading flat roofing services provider, currently operating across the Netherlands and Germany. Its core offering focuses on flat roofing, complemented by solutions in lightning protection, solar PV, and green roofing. Its service offering spans technical design and consulting, in-house certified installation teams, as well as renovation and preventative maintenance.

The company is strongly focused on the renovation segment, supported by macro trends such as an aging building stock, increasing demand for insulation, and a high share of reoccurring revenue from loyal clients. In the Netherlands, key customer groups include general contractors and housing corporations, while in Germany, real estate developers, industrial firms, and commercial businesses represent a majority of the client base.

Primutec is a group of specialist companies, formed through a focused buy-and-build strategy that has added more than ten companies since 2018. The expansion has been centered on the core B2B flat roofing segment and adjacent lightning protection segment, with more recent growth into the German rooftop solar PV sector.

Korbinian Knoblach, Partner and Co-Head of Buyout at Trill Impact Advisory, says:

"We are impressed by Primutec's strong position and by their growth journey so far, built on longstanding customer relationships and an ability to deliver a comprehensive offering across a range of building envelope services. We look forward to continuing building on Primutec's successful growth through this joint partnership."

Marloes Kooijmans, Group CEO of Primutec, says:

"Primutec is very pleased with our new partnership with Trill Impact. Having Trill Impact as our partner enables us to further accelerate our strategy within a very attractive market. In the coming years, we will work together with all our stakeholders to further grow and expand our group with the focus on being number one in our field."

SDG and Impact contribution: Primutec supports energy efficiency by delivering roof renovations, solar PV installations, and green roofing solutions. Its work addresses the significant issue of energy loss in buildings, where roofs account for a major share of inefficiency. In the EU, ~75% of buildings are energy inefficient¹, with unrenovated roofs responsible for 15-30% of that loss². Efficient roofing - especially when combined with solar PV and green roofing - is therefore critical to improving building performance and helping achieve climate neutrality. Through these efforts, Primutec contributes meaningfully to SDGs 7.3: Double the Improvement in Energy Efficiency, and 9.4: Upgrade all Industries and Infrastructures for Sustainability.

¹ European Commission

² Kreditanstalt für Wiederaufbau

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About Trill Impact

Trill Impact is a leading Impact House in Europe with around EUR 1.3 billion in assets under management. Its investment strategies span Buyout, Ventures and Microfinance, supported by experienced professionals based in Europe and North America. Trill Impact aims to be a force for positive change through impact private investments, delivering Real Returns and Lasting Impact for the benefit of investors, businesses and society at large – encouraging others to follow. For more information, please visit: www.trillimpact.com

About Primutec Solutions Group B.V.

Primutec is a Dutch and German group of specialist companies with building envelope services, focusing on flat roofing, complemented by solutions in lightning protection, solar PV, and green roofing. Its comprehensive service offering spans technical design and consulting, in-house certified installation teams, as well as renovation and preventative maintenance. For more information, please visit: www.primutec.eu/