

# NORTH BRANCH CAPITAL

## North Branch Capital Expands Residential Roofing Platform *IHS Purchases Cochran Exteriors*

Oak Brook, Illinois – July 20, 2022



North Branch Capital (“North Branch”) announced today that its portfolio company, IHS, has purchased Cochran Exteriors (“Cochran”). Based in Indianapolis, IN, Cochran is a leading provider of residential roofing, siding, window and gutter replacement in the non-insurance, retail market. Cochran was founded in 2010 and is the largest player and most trusted home advisor in the Indianapolis market.

“Ross and John Cochran have built a high growth, residential roofing operation in Indiana centered around the customer experience,” said Josh Sparks, CEO of IHS. “More importantly, the Cochran organization has a tremendous culture and shares a similar vision to the IHS group of companies. We are excited about this partnership and Cochran is a key piece in our national consolidation effort.”

“We evaluated many of the residential roofing consolidators when choosing a partner and IHS had the best strategy, technology, integration plan and track record for bringing the most successful companies in this industry together,” said Ross Cochran, President of Cochran. “My father and I could not be happier with our choice in a partner and we look forward to realizing the many benefits our customers and employees will receive in joining this group.”

Headquartered in New Berlin, Wisconsin, IHS is a leading provider of residential roofing, siding, window and gutter replacement in primarily the non-insurance, retail market. The company currently has six brands in its portfolio and has served approximately 75,000 homeowners in its history. This is IHS’s fifth strategic acquisition since North Branch became the majority shareholder in September 2021.

The transaction closed on June 30, 2022 and marks North Branch’s 28<sup>th</sup> transaction completed since launching in 2014. Katten Muchin Rosenman LLP served as legal counsel to IHS and North Branch in the transaction and BMO Sponsor Finance provided a term loan facility.

### **About North Branch Capital**

North Branch Capital ([www.northbranchcap.com](http://www.northbranchcap.com)) is a complete partner for growing, lower middle market, industrial businesses. We specifically target investments in businesses with outstanding growth prospects, both organically and through add-on acquisitions. We also seek partnerships with strong leadership teams driving tremendous cultures. With 50 years of collective operating experience, our collaboration with management teams is unique. Our goal is to unlock potential and accelerate growth through investment in people, processes and systems.