

Deal alert.



In brief:

Lead Adviser to financial planning and wealth management group Finitor Wealth, on their MBO and acquisition funding from private equity firm Rockpool Investments.

“We were delighted to work with Adam and the team at Wilson Partners. They took the time to understand Finitor and identify Rockpool as the right investment partner as we continue to partner with, and invest in, high quality financial advisory firms.”

Paul Stokes, CEO, Finitor Wealth

Who:

Finitor Wealth are a financial planning and wealth management group, with partner firms across the UK. They seek to partner with high quality financial planning firms and have retail assets under advice (AUA) of over £1.1bn*.

What:

The Wilson Partners Corporate Finance team led the transaction, securing the significant funding for Finitor Wealth.

A wealth of opportunity

Deal overview:

Wilson Partners Corporate Finance were delighted to advise financial planning and wealth management group Finitor Wealth, on their MBO and acquisition funding from private equity firm Rockpool Investments.

Rockpool's investment enabled the management buy-out and the simultaneous acquisitions of two further financial planning businesses in August 2022 – Leamington Spa based Ascent Financial Consulting and Cumbria based FMB – with additional target firms in the pipeline. These acquisitions bring AUA to over £1.1 billion*, with the aim to continue expansion during Rockpool's investment hold.

The Company is led by the Finitor founders, Paul Stokes (CEO) and Richard Rhodes (CFO), and are supported by an experienced senior management team and Chairman Kevin Ronaldson.

Ben Hutchinson and Ollie Taylor led the investment for Rockpool.

Ben Hutchinson, Investment Director at Rockpool said, "The Finitor team has created an exceptional foundation from which to grow, offering a differentiated, true partnership approach to regional firms. We look forward to working closely with Paul, Richard and the business to achieve their goals"

Paul Stokes, CEO at Finitor said, "Finitor Wealth are delighted to have raised investment with Rockpool. Their team are aligned with our partnership philosophy and this investment has allowed us to grow through the exciting addition of two high quality firms, Ascent Financial Consulting and FMB. We look forward to continuing to work with Rockpool during the next phase of our plan."

About the parties:

Finitor Wealth are a National Financial Planning and Wealth Management group, with partner firms across the UK. They seek to partner with high quality financial planning firms that are able to maintain a high degree of autonomy to continue driving their business forward, with the support and expertise of a larger group. Rockpool Investments is a private equity firm dedicated to creating opportunities for high-net-worth individuals to invest in private companies. Rockpool provides equity and loan financing of between £3m to £12m to profitable UK-based private companies and has invested over £550m since inception.

"We were delighted to advise on the MBO and strategic investment from Rockpool to support a really exciting buy and build strategy. Sometimes complex transactions deliver the best results and the Finitor group now has an awesome platform, led by exceptional management and a strategic, hands-on experienced investor with Rockpool to deliver significant growth and expert advice to its customers."

Adam Wardle, Corporate Finance Director, Wilson Partners Ltd

"It is always a benefit working with an advisor who really understands a sector and we found this in Wilson Partners; Adam and the team provided real insight and corporate finance expertise throughout the deal. They were very professional, clear and pro-active in negotiating and managing the deal in what was a well-run process, and we now look forward to working with the management team on the next stage of their journey."

Ben Hutchinson, Investment Director, Rockpool Investments LLP

*as at 18 August 2022