Equilibrium acquires Gresham Wealth Management in first deal since Sovereign Capital Partners investment

Equilibrium Financial Planning has acquired Gresham Wealth Management, marking its first strategic acquisition since Sovereign Capital Partners invested in the business last year.

Based in Hale, Cheshire, Gresham Wealth Management is a well-established Chartered firm of independent financial advisers with around £285 million in assets under management and 379 clients.

Founded in 2010 by Morven Millar and Jonathan Young, Gresham has built a strong reputation for providing high-quality financial advice to individual and corporate clients across all areas of financial planning. Its specialist expertise in personal injury and Court of Protection clients adds to Equilibrium's offering, strengthening the support available for clients with more complex planning needs.

The acquisition strengthens Equilibrium's well-known presence in the North West, with Gresham's Hale office complementing Equilibrium's headquarters in Wilmslow. As part of the deal, Equilibrium will retain Gresham's office and its entire team, helping to ensure continuity for clients and colleagues during the transition.

This deal marks a significant milestone in Equilibrium's growth plan. With Sovereign's backing, the firm intends to partner with further advice businesses that share its values, contribute to its client-first approach and support ambitions to expand its footprint across the wealth management sector.

Colin Lawson, CEO at Equilibrium, commented:

"Gresham is exactly the profile of business we were looking to partner with in this next chapter of growth at Equilibrium. We're not just looking to scale for numbers; we're looking for businesses and people who can strengthen Equilibrium's client offering and support our long-term ambitions.

“Gresham is a well-respected, high-quality advice business and its expertise across multiple service lines will add meaningful value in the years ahead.

“This is an important step for us, and it won't be the last. We're already in conversations with several firms who share our values, and we expect to have more to say later this year.”

Gary Lam, M&A Director at Equilibrium, commented:

“This is an important milestone for Equilibrium. Gresham is a business that complements us culturally and strategically, so it was a natural fit as we look to enhance our client offering.

“The acquisition sets a clear benchmark for the type of firms we’re looking to align with in this next phase of growth. We’re focused on businesses that add to our existing offering through specialist expertise and a client-first approach, while supporting our ambition to widen our presence nationally, starting in the North West.

“We have also invested in a dedicated integration team to ensure the firms joining Equilibrium are brought into the business carefully, with continuity for clients and colleagues front and centre.”