

THE LEASING FOUNDATION

THE LEASING FOUNDATION
AUTUMN 2026

INNOVATION: THE AUTUMN UPDATE

It's been a busy few months for the Leasing Foundation Innovation team with a focus on where tech is making a real difference across asset finance. In this update we look back at our latest broker event, take a closer look at AI and automation and outline what we've got planned for the months ahead.



Cat Powell



Neil Temple

Co-leads of the Leasing Foundation Innovation team

What's working for brokers now?

What is tech doing for brokers right now, where is it saving time and where could lenders do more? Those were some of the questions that were asked at the recent Leasing Foundation Innovation event on 24 September hosted by Isaac Kennedy of Novuna Business Finance at CGI in London.

Declan Burton-Clark of Plutus Business Finance, Richard Huston of VAMOS, Philip White of The Broker Hub and Cat Powell of Novuna Business Finance joined Isaac for a panel discussion on the tech brokers are using now, how AI could help with tasks such as deal enrichment and proposal loading and the value still to be found in automation and better use of data.

Brokers can invest in their own systems but the way lenders accept and process business affects how well the whole chain works for the broker and the end customer.

There was also an interesting point about how the broker's role is changing. If tech can handle the admin, brokers then have more time to advise clients, structure deals and use the knowledge and contacts they have built up. Hybrid fee models could become more common as firms look at how that work should be valued?.

Thank you to everyone who joined us, to Isaac and our panellists and to CGI for hosting us.





THE LEASING FOUNDATION

AI is only part of the story

AI tends to get much of the attention when firms talk about new tech but some of the most useful gains for brokers may come from much simpler changes.

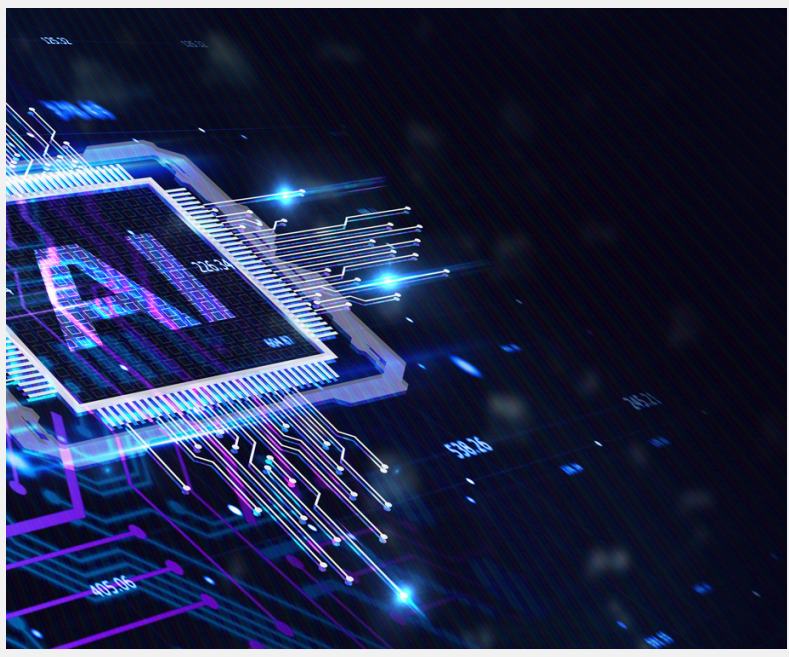
Firms are already using AI to help gather information, add detail to deals and load proposals. Use obviously varies across the market with some firms investing as we speak and others still working out which tools will save enough time or improve the way they work to make them worth the investment.

At the same time there is plenty of scope to improve day-to-day work through automation. A broker who can pull trusted data straight into a deal rather than type it in by hand doesn't need a complex AI tool.

The same thinking applies to lenders. Better links with broker systems, less need to enter the same information more than once and simpler ways to submit a deal can really streamline day-to-day work. It also makes it easier for brokers and lenders to use the data they already have.

The end result is more than a faster process. The time saved on admin means that brokers have more time to speak to clients, work through harder funding needs and find the right deal. As tech takes on more routine work, the broker's knowledge, judgement and relationships can be put to better use.





Forthcoming events

12 November 2026 - NextGen Manchester: Industry panel and networking evening

An evening of industry debate and networking hosted by DF Capital. We'll kick off with a panel debate and Q&A followed by drinks, canapés and plenty of time to meet people from other businesses.

More info here.

2 December 2026 - Calling all Industry Insights alumni – join us!

We're pleased to invite everyone who has taken part in The Leasing Foundation's Industry Insights programme, including our current cohort, to another alumni networking breakfast. We're returning to The Anthologist in London where you'll be able to catch up with familiar faces and make new connections.

More info here.

All current and future events (and news) will be updated here.



More Innovation events are on the way

We have plans for more new Innovation sessions in the coming months. We plan to bring brokers and lenders together for a Finance Connect panel discussion on what's working in tech and data to debate the subject in more detail.

We are also working on a session for the invoice finance and receivables market. One of our next events will look at tokenisation and what it could mean for asset finance including how it could work in deals and the questions it raises for lenders.

Dates, venues and speakers are still being determined. We'll let you know once we have more details.

Stay in the loop

Follow the Leasing Foundation on LinkedIn and keep an eye on our website for new event dates and ways to get involved.

About The Leasing Foundation

Our mission is simple: to build a diverse, world-class community of business finance professionals and empower them to be a force for good.

We achieve this by offering opportunities for personal development, training and insights, while we collaborate and strengthen networks across the industry.

Through our five streams - NextGeneration Network; Innovation Initiative; Equity, Diversity & Inclusion; Sustainability and the Giving Network we address the key areas shaping the future of business finance.

Whether you're starting out or leading a team, there's a place for you here.

To get involved or find out more, contact us at hello@leasingfoundation.org or visit www.leasingfoundation.org

