



Leasing Broker 25 Conference

Scaling Smart:
Business Growth in a
Regulated Landscape

09 October 2025
Advanced Manufacturing Training Centre
Coventry

Event Guide



CHERY

Headline Partner



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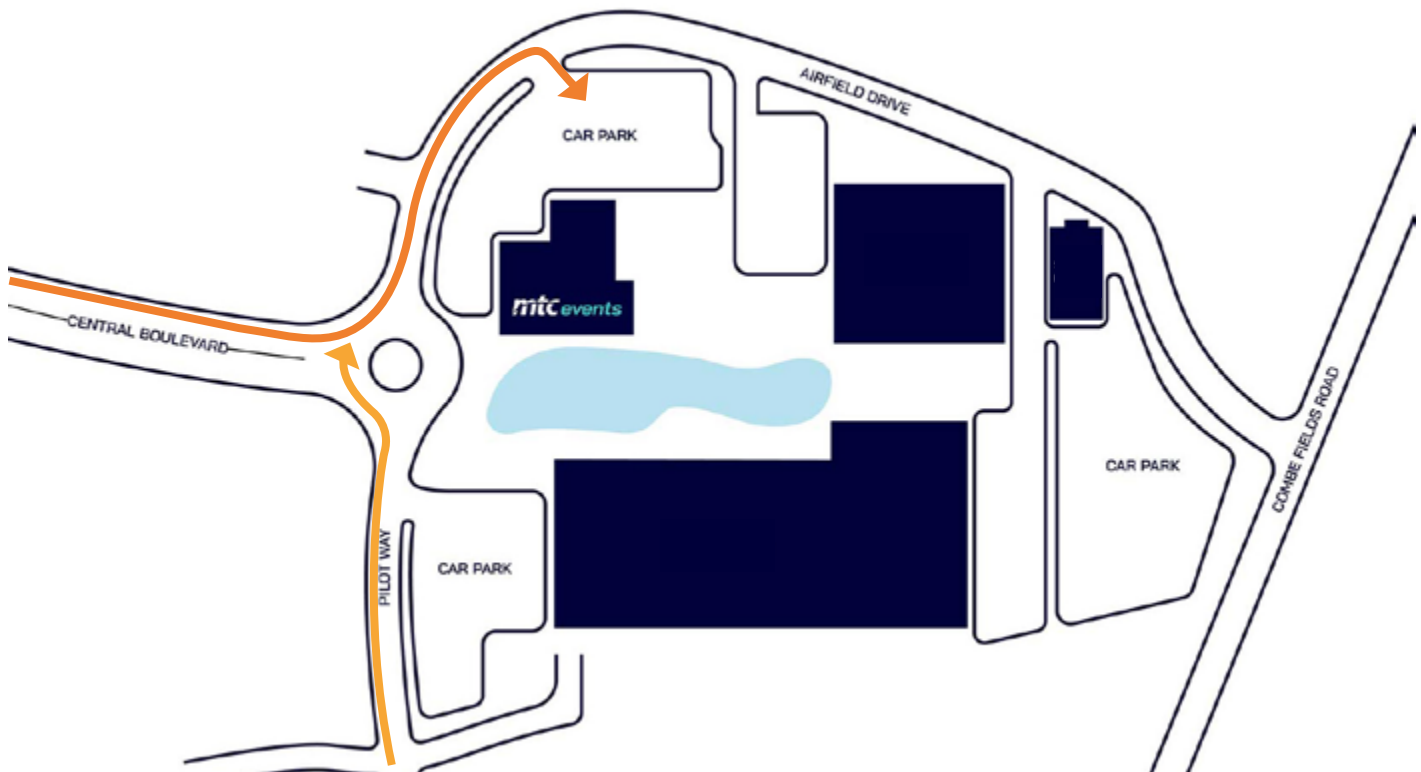
Partners

BROKERNEWS
No.1 FOR LEASING BROKERS

Media Partner



Conference logistics



Venue Details:

Venue:
Advanced Manufacturing Training Centre (AMTC)
Address:
Ansty Business Park, Coventry. CV7 9JU
Tel: 02476 701 600

Car:

The Manufacturing Technology Centre in Coventry is located minutes away from Junction 2 of the M6. If using sat nav please use the postcode: **CV7 9RD**.

What3words location: [chip.breakaway.colonies](https://www.what3words.com/?q=chip.breakaway.colonies)

Train:

Coventry Station is located a 20 minutes from AMTC. The **X30** bus travels from Coventry railway station to the Ansty Business Park every 20 minutes. Alternatively, there's a taxi rank situated just outside the station.

Parking:

When approaching the roundabout of the main MTC building, **take the first exit**. The entrance of the AMTC building is the **first turn on the right**.

Access to the car park is controlled by a security barrier. On approach to the barrier, delegates will need to press the buzzer to announce arrival to security.

Electric Vehicle Charging:

There are a total of 4 chargers on a first come first served basis. The charging points have a power output of up to 7kW and are part of the BP Pulse network. **Download the BP Pulse app for iOS or Android at least 24hrs prior to arrival as a credit check is done.**

Connecting to Wifi:

The building is Government run so there is no open Wifi due to security.

Complimentary internet is available throughout the building. To get connected, use the network GovWifi and text the word 'Go' to **07537 417 417** to get your unique login.



Welcome

Barely three weeks after the 2024 Conference, the motor finance world was shaken to its core. A landmark ruling from the Court of Appeal sent shockwaves through membership and has created a turbulence that is yet to abate.

Amongst this change we have seen the best of leasing brokers, their funder partners and suppliers to the sector. The issue rolls on with the FCA's redress consultation. We will hear from the FCA directly today and put member questions to them on stage. This level of engagement is to be welcomed.

Motor finance regulation forms just one pillar of today's agenda, which has been curated to offer maximum value. Each day you spend away from your day job comes with a cost, and our aim is for you to leave today with actionable insights, new connections and a firmer grip on the challenges you're facing.

This Conference has grown to become a must-attend fixture in the calendar, not just for the leasing brokers in attendance, but the companies and bodies that want to engage with this sector directly. This is evidenced in the prestige of our speakers and the quality of our partners and exhibitors.

They include headline sponsor, Chery, the first OEM to hold that spot and further indication that this sector is critical to the UK's vehicle supply chain. Thanks also go to Fleet Procure, INEOS Grenadier, Leasing.com, and Tracker, as well as returning media partner, Broker News. Alongside our exhibitors, they have fantastic products and services for this sector; please take the time to engage with those teams throughout the day.

Finally, I would like to thank you for joining us today. It is fantastic to see so many familiar faces as well as welcome some new contacts as we collectively celebrate the sector.

Toby Poston

Chief Executive
BVRLA



Headline Sponsor



Fleet keeps Britain moving, and Chery is eager to accelerate this momentum. With the launch of Chery in the UK this year, organisations like the BVRLA have been instrumental in connecting us with key decision-makers, supporting both our business launch and growth.

We are proud to sponsor the BVRLA Leasing Broker Conference 2025, and I look forward to showcasing our two latest models, the Tiggo 7 and Tiggo 8 which deliver high specification and exceptional value to both retail and fleet customers. As Country Director of Chery UK, I champion partnerships that unlock progress for drivers, brokers, and the communities served.

Together, we keep fleets efficient, innovative, and sustainable, so goods, services, and people reach every corner of Britain. Please visit our stand, explore our latest vehicles, and meet the team; we are ready to support your growth and success. Here's to a productive conference and to the BVRLA, an essential voice for our industry.

Farrell Hsu

Country Director
Chery UK

Agenda

9:15 >	Registration Tea/Coffee
10:00 >	Rod Lloyd Welcome and Overview of the Day
10:05 >	The Road Ahead: BVRLA CEO Insights & Outlook Opening the conference, our CEO, Toby Poston, will reflect on his first nine months in the role and share market insights that highlight both the challenges and opportunities ahead. With a clear vision for 2026, he'll acknowledge the regulatory pressures brokers face while inspiring confidence in the sector's ability to adapt, innovate, and thrive.
10:25 >	Broker Insights Live – Real voices, real experiences, real opportunities Chaired by the BVRLA's Director of Policy and Public Affairs, Thomas McLennan, our Leasing Broker Insights panel brings together four experienced brokers to reflect on the past year and look ahead to the opportunities the next 12 months will bring. Expect candid discussion on the challenges facing the sector, where growth potential lies, and what brokers can do to stay resilient in a shifting market. Most importantly, this panel will cut through the noise to show that despite the headlines, the future is full of opportunity — and we are far from doomed.
10:55 >	Regulatory Insights Costas Pittas from the FCA will deliver an update on the latest regulatory developments, followed by an 'In Conversation' with our Legal & Compliance Director, Shashi Maharaj to explore what these changes mean for brokers in practice. This session will provide timely insight into the evolving compliance landscape and how to prepare for what's ahead.
11:25 >	Tea / Coffee Break & Networking
11:55 >	Lightning Talk – Fair Recruitment in Practice Building a stronger business starts with building a stronger team. This lightning talk from Mark Thompson-O'Connor at WorkNest, will shine a spotlight on fair and inclusive recruitment practices , helping brokers understand how to attract and retain diverse talent. From practical tips to avoid unconscious bias to strategies that broaden your talent pool, you'll leave with clear actions to ensure your recruitment process is not only fair but a genuine driver of growth and innovation.
12:10 >	Profit Through Product Innovation Diversification is key to sustainable growth. In this session, Chaired by Member Services Director, Simon Tebbutt, our expert panel will explore how brokers can strengthen their proposition by offering products and services that add genuine value for customers. From new finance solutions to complementary services, you'll discover how expanding your offering can open fresh revenue streams, deepen customer relationships, and give you a competitive edge in a crowded market.

Agenda

12:40 >	Learning That Drives Growth Mark Pow, Head of Learning and Development will help you discover five ways the BVRLA's Learning & Development offering can help you invest in your people and strengthen your business. This rapid update will highlight new opportunities for brokers to upskill teams and outline our plans for the next 12 months.
12:50 >	The Road to Growth: A Leasing Broker's Story Join Steve Cocks of Lex Autolease as he interviews a seasoned leasing broker on how they built and expanded their business over two decades. Gain insights into the strategies, challenges, and lessons learned in growing a successful leasing operation.
13:05 >	Lunch & Networking
14:05 >	Navigating the Numbers: Insights from the Bank of England Glynn Jones from the Bank of England breaks down the latest economic trends, from inflation shifts to consumer confidence. Get a clear, engaging snapshot of the forces shaping today's economy and what they mean for the future.
14:30 >	Customer Demands, Broker Opportunities Understanding customer expectations has never been more important. This panel, Chaired by Richard Chadwick of Alphabet dives into the latest trends shaping customer behaviour, from digital-first journeys to shifting priorities around value, service, and sustainability. With real-world insights and practical takeaways, our speakers will help you identify what today's customers really want – and how you can deliver it in a way that builds trust and long-term loyalty.
15:05 >	Carmakers spark a price war Discover the latest insights on how new car brands and the Government's EV Grant are influencing new car prices. Learn what these trends mean for leasing brokers, including impacts on pricing, demand, and customer decisions in today's evolving market.
15:25 >	Shaping the Future: Women in Brokering Hear first-hand about Broker News mentor programme and the impact it's had so far. Brokers will share their experiences, learn how to get involved or support the initiative to foster growth and opportunity in the leasing broker industry.
15:40 >	Closing comments from Conference Chair
15:50 >	Chery & Networking
16:30 >	Close

BVRLA Meeting Rules – UK Competition Law Compliance

All BVRLA meetings and events, including social events, are subject to the application of competition law and therefore must be conducted in compliance with competition law. Any business information which is sensitive or strategically useful must not be discussed, including any reference to pricing, margins, discounts, trading terms, use of third-party suppliers or market share. Members are reminded that failure to comply with competition law may bring with it serious consequences for them as individuals and their companies. Such consequences include heavy fines and, in certain cases, the imposition of criminal penalties and sentences.



Our new Employment Law, HR and Health & Safety partner



Supporting your business through staffing and safety challenges

Navigating restructures, sickness absence, or performance management concerns?

Need guidance on health and safety policies and risk assessments?

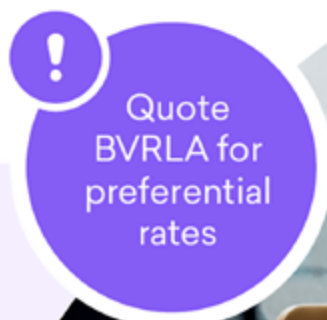
WorkNest are here to help you resolve issues, reduce the risk of disputes, Tribunal claims and serious safety incidents, and create a stronger, more resilient workplace.

How can we help your business?

- ✓ Unlimited legal, HR and H&S advice from dedicated experts
- ✓ Compliant contracts, policies and handbook
- ✓ Act as one of your competent persons and resolve H&S challenges
- ✓ Update your general and fire risk assessments
- ✓ Time-saving HR and risk management software
- ✓ Specialist litigation support and FCA-regulated Legal Expenses Insurance
- ✓ Training on essential people management and compliance topics



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Partners



Headline OEM Sponsor

Chery UK – www.cherycar.co.uk

Built on years of engineering excellence, the CHERY TIGGO family of vehicles combine contemporary design with class-leading space, performance, and value, appealing to a broad range of customers across generations. The CHERY TIGGO is a global SUV line that has earned the trust of over 3 million drivers in more than 80 countries. Each model is developed with a focus on comfort, safety and smart technology, making advanced features accessible to everyday families and urban explorers alike.

As part of Chery Holding Group, which climbed 152 places to 233rd on the 2025 Fortune Global 500 list, with revenues of \$39.1 billion in 2024, CHERY UK benefits from world-class R&D, global manufacturing standards and a robust supply chain. Together with OMODA and JAECOO, CHERY UK is part of one of the fastest-growing global automotive alliances, committed to sustainable mobility, advanced design, and future-ready technology.



Media Partner

Broker News – www.brokernews.co.uk

Broker News is the leading independent website for BVRLA leasing brokers, providing exclusive news, insight and features on the broker sector. It hosts an annual awards event, runs year-round networking and champions diversity through its Women in Broking programme. Broker News is the official media partner of the BVRLA Leasing Broker Conference.



Partners

INEOS – www.ineosgrenadier.com/en/gb

In 2017, INEOS Chairman, Sir Jim Ratcliffe, a car enthusiast and experienced adventurer, identified a gap in the market for a stripped back, hard-working 4X4 engineered for modern day compliance, comfort and reliability. INEOS Automotive Limited was formed to bring the vision to reality with a fresh perspective of 4X4 development and manufacturing. Learning from the best off-roaders of the past and partnering with world-leading suppliers, INEOS Automotive launched the Grenadier in 2023, a truly world-class, off-road oriented 4X4 that's comfortable, practical, durable and reliable, meeting the expectations of the 21st century driver. Following in Grenadier's tyre tracks in late-2023 came the Quartermaster, a versatile double-cab pick-up, and the Utility Wagon - engineered to deliver the same capability with greater load-carrying capacity.

Fleet Procure – www.fleetprocure.com



Founded in 2017, Fleet Procure was designed to increase efficiencies and accuracies in the Leasing industry, initially and primarily for Brokers and Dealers. Fleet Procure believe in making the procurement and order management a simple process, using bespoke written software and developing API channels. The 2021 launched Stock Manager product has revolutionised stock management in the industry and is currently licensed by major leasing companies such as Alphabet, Leasys, Lex Autolease and Novuna Vehicle Solutions. Over 200 leasing brokers and leasing companies have ordered vehicles in 2025 using Fleet Procure software solutions and further product developments have seen OEM's now also using the tech.

Partners



Leasing.com – www.leasing.com

Leasing.com invented car leasing comparison in the UK back in 2000 and has been championing the leasing sector ever since. This year the business celebrates its 25th anniversary.

Leasing.com works with leasing brokers, dealer groups, funders and manufacturers to promote their brands and leasing offers to its large, in-market audience of motorists to help them find their dream car.

Leasing.com's insight, sponsorship products and data services help its advertising partners stay ahead of the market.



Tracker – www.tracker.co.uk

Tracker Network (UK) Limited, part of CalAmp, has been a trusted name in vehicle security and telematics since 1993. With over one million systems installed across all vehicle types, we help businesses protect vehicle assets, reduce theft risk, deliver added value and provide peace of mind to clients.

Tracker, the only stolen vehicle recovery provider in the UK that works in direct partnership with all UK police forces offering unmatched protection, helping recover over £640 million in stolen vehicles to date, averaging £1.5 million in recoveries every month.

Protect what matters with Tracker - Trusted by the police, proven by results.

Exhibitors



Clear Vehicle Data – www.clearvehicledata.com

With over 100 years of combined experience in the automotive sector, the Clear Vehicle Data (CVD) team is proud to return to the BVRLA Leasing Broker Conference – an event that consistently brings together many of the industry's most respected leasing brokers, including many of our valued customers. This year, the CVD team attending includes Graham Prince, Sarah Franklin, Jennifer Rumble, and Ronnie Parmenter. We're excited to reconnect with familiar faces and meet new ones throughout the day.

With over 200 leasing brokers currently using our products, we're pleased to be showcasing our brand-new product: **Kwikcast** – an on-the-go vehicle inspection service built to streamline condition reporting and support faster, more accurate vehicle assessments. Since 2013, CVD has been helping leasing brokers and industry partners thrive by delivering flexible, platform-agnostic, and cost-effective solutions. From high-quality vehicle and provenance data to imagery and cost-of-ownership tools, our products are built to support you.

Exhibitors



Hive – www.hivehome.com

Hive is the UK's largest eco-tech brand. Since 2013, we have pioneered technology that simplifies home energy for our customers; offering solutions that give customers easy ways to live greener, lower bills and manage their home energy use. Over two million customers have joined Hive and use our range of technology including; thermostats, solar panels, electric vehicle chargers and super-efficient heat pumps. These all work seamlessly through the Hive Home App, where you'll find exclusive offers, subscriptions and energy tariffs to maximise your energy savings and management.



iCR Leasing – www.icrleasing.co.uk

A FN50 self-funded vehicle leasing company offering vehicle leasing opportunities and funding lines to brokers and end users alike. Our flexibility sets us apart & reflects our customer service ethos. Specialists in providing finance for business contract hire and finance lease for new start ups, companies trading in the UK but registered abroad and various other tier 2 funding opportunities.



Motorcomplete – www.motorcomplete.co.uk

MotorComplete is an all-in-one broker platform. Everything you need to grow your leasing brokerage online in one suite of integrated tools. Beautiful websites and full customer lifecycle management via CRM, automated communications, pricing tools, reporting, and partner API integrations, engineered by a team of leading industry experts in collaboration with an ever growing community of over 75 brokers.



WorkNest – www.worknest.com/?v=BVRLA

WorkNest is a leading provider of Employment Law, HR and Health & Safety support services. Head-quartered in Chester with hubs throughout the UK, their 400-strong team helps employers, including those in the transport and manufacturing industry, proactively overcome their employment, safety and wellbeing challenges through pragmatic advice and powerful technology platforms. Whether you're navigating restructures, redundancies and performance management or need guidance on Health & Safety policies and risk assessments, we're here to help you stay compliant, protect your people and create a safer, stronger workplace.

Find out more about how WorkNest's services can support you by calling 0345 226 8393 or by emailing enquiries@worknest.com quoting BVRLA for preferential rates.

Speakers



Toby Poston

Chief Executive, BVRLA

Toby Poston is Chief Executive at the BVRLA, where he is responsible for delivering the association's vision to see Government and Industry united in delivering zero-emission road transport that provides environmental, social and economic benefits to everyone. He took on the role in January 2025 after 16 years at the BVRLA, previously having oversight for communications, events, policy, campaigning and research activities. Prior to joining the BVRLA, Toby spent more than a decade as a business journalist, including six years as a reporter and editor at the BBC Business & Economics Unit.



Costas Pittas

Head of Consumer Finance Supervision, FCA

Costas is one of the FCA's Heads of Consumer Finance Supervision. He joined the FCA in 2014 and has spent the last 10 years leading teams responsible for regulating various consumer finance portfolios and mortgage firms. His Department supervises the motor finance and retail finance markets and also runs cross-market supervisory projects. An Australian-qualified lawyer, Costas has worked in regulation for around 22 years, serving in a range of investigation/enforcement and supervision roles. Costas has previously worked at the Australian Securities and Investments Commission, the Financial Services Authority, KPMG and Ofcom.



Beth Beasleigh

Head of Compliance, loveelectric

Beth is the Head of Compliance at loveelectric. She has worked within the wider leasing industry for over 18 years, moving into the motor industry in 2023. Beth has implemented significant regulatory change across her senior roles, with a strong focus on customer outcomes and driving efficiencies. Beth & loveelectric are heavily involved with a number of the BVRLA's campaigns and lobbying in relation to the switch to electric. Beth also holds a PGDip in Governance, Risk and Compliance from the ICA.



Mike Bennett,

Principal Consultant, cap-hp

Mike Bennett is Principal Consultant – OEM at CAP-HPI, where he has worked since July 2025. With over 22 years in the automotive sector, he is a subject matter expert in remarketing, consultancy, and OEM product management. Mike has led pan-European finance data delivery across both B2B and B2C channels and has extensive experience in Retail, CH&L, Remarketing, and Product Management. Degree-educated in Management & Accounting from Southampton University, he combines analytical expertise with strategic insight. Based in Northamptonshire, Mike lives with his wife, three daughters, and their energetic dog, Luna.

Speakers



Spencer Blake

Sales Director, Wessex Fleet Solutions

Spencer is an experienced professional who has worked in the automotive sector for over 27 years. Having graduated from Solent University with a BA (Hons) Business Studies Degree, he embarked on a career in the car rental industry joining Enterprise Rent-A-Car during their infancy in the UK. Spencer rose through the ranks, being promoted from Management Trainee to Area Manager within 2½ years. In May 2004 Spencer founded Wessex Fleet Solutions Ltd with his business partner, Timothy McNally. They were determined to build a vehicle leasing brokerage with the foundations based on a strong customer service ethos. This mentality helped establish the company and has seen it grow in the last 20 years to over 70 employees and a turnover approaching £12 million.



Nickie Brooks

Chief Compliance Officer, Jurni Leasing

Nickie originally joined Jurni (formerly Bridle) as the Head of Compliance before being promoted to join the Board in February 2023. She is responsible for 3 key areas of the Jurni Leasing business. Compliance - the development and ongoing monitoring of a coordinated approach to governance and regulatory compliance, including conduct risk and ensuring fair outcomes for our customers. Customer Experience - their contract in-life team who help customers with any queries that they may have during their agreement including what to do to if you want to take a vehicle abroad, amending your contract mileage and assisting with collection at the end of the agreement. Sales Support - the administration team who back up our sales personnel and will be a customer's point of contact following the placement of an order through to delivery of the new vehicle.



Richard Chadwick

Head of Indirect Sales, Alphabet

Richard Chadwick is Alphabet (GB) Head of Indirect Sales. Since joining the company in 2014, he's been integral to the successful launch of Alphabet Partner, along with the development of the Icon platform to provide retailers and brokers with real-time stock and pricing information. He now manages multiple sales teams.



Steve Cocks

Head of Broker, Lex Autolease

Steve Cocks is Head of the Broker and SME at Lex Autolease, part of Lloyds Banking Group's Transport Division. With extensive experience in the vehicle leasing industry, Steve has played a key role in shaping broker strategy, regulatory engagement, and digital transformation. He is widely respected for his leadership in developing sustainable mobility solutions and supporting brokers through industry change.

Steve was also honoured with the Freddie Aldous Outstanding Contribution Award at the BVRLA Annual Dinner in 2024, celebrating his long-standing and influential role in the industry. His contributions have been instrumental in shaping key BVRLA initiatives, including the leasing broker governance programme and an industry-leading e-learning platform.

Speakers



Josh Connor

Field Sales Director Warranty Solutions

With over 12 years of experience in the warranty industry, Josh has had the privilege of working with some of the most respected brands in the sector, including the AA. His career has been driven by a passion for delivering value through dependable warranty solutions and building strong, lasting relationships across the automotive and aftermarket industries. As Field Sales Director at Warranty Solutions Group, he leads a dynamic team focused on supporting partners and driving growth through tailored warranty programs and outstanding service.



Paul Harrison

Chief Partnerships Officer, Leasing.com

Paul has more than 20 years' automotive experience and has worked with motor manufacturers, motor retailers, car finance providers and brokers. He spent the early part of his career at Vauxhall Motors and the Society of Motor Manufacturers & Traders (SMMT), before joining the Finance & Leasing Association (FLA) where he headed up their motor finance division. In 2014, Paul joined Auto Trader plc as their Head of Motor Finance where he was responsible for introducing their first digital dealer finance products. In 2017, Paul joined Leasing.com. As Chief Partnerships Officer he is responsible for developing the company's strategy, key external relationships and managing the Sales and Support Teams.



Daniel Johnston-Leigh

Sales Director, Tracker

With over 17 years of experience in the automotive industry, including contract hire and leasing, OEM, telematics and EV charging; Daniel brings a deep understanding of the multi-layered challenges currently faced by these sectors. Daniel joined Tracker as Sales Director, having moved from Podpoint where he was Head of OEM and Dealerships. Known for delivering consistent growth, strong client relationships and building high-performing sales teams; Daniel is driving forward Tracker's strategy for delivering value in a rapidly evolving automotive landscape.



Glynn Jones

Deputy Agent West Midlands & Oxfordshire, Bank of England

Glynn is the Bank's Deputy Agent for the West Midlands & Oxfordshire. The role of the Bank's regional Agencies is to act as information gatherers for the Bank's Monetary Policy Committee (MPC) and Financial Policy Committee (FPC). To this end, the Agents speak regularly with contacts from across the business community to assess the current state of the economic environment. This information plays an important role in the policy decisions of the MPC and FPC. Glynn joined the Bank as Deputy Agent for the West Midlands and Oxfordshire in March 2011 during which time he has also worked in Threadneedle Street. Prior to joining the Bank, Glynn was the lead economist at the RDA, having spent much of his career in consultancy advising on a range of economics, planning and regeneration issues.

Speakers



Lee Jones

Managing Director, Fleet Procure

Lee Jones is co-founder and Managing Director of Fleet Procure. He has been in the automotive industry for 22 years which included founding and selling a leasing broker business. Having founded Fleet Procure in 2017 initially as broker-dealer procurement portal, in 2020 the company developed a stock management tool which expanded their market reach into lease cos and OEM's. With over 200 BVRLA members now using the portal he is enthusiastic about using technology to drive efficiencies throughout industry.



Laura Lerwill

Head of Marketing, Broker News

Laura Lerwill is Head of Marketing at Broker News - the number one website for leasing brokers authorised by the BVRLA. Laura brings over 25 years of experience in strategic marketing and communications. Her career includes senior roles at RBS / NatWest, Lombard Vehicle Management, and Unipart, where she built her expertise in the automotive and leasing industry. She is passionate about working with the broker community and helping to shape the future through the Women in Broking initiative.



Rod Lloyd

Managing Director, the lcv group & Leasing Broker Committee Chair

Rod Lloyd currently acts as a consultant to the board of the GV Group following their acquisition of Rods, The LCV Group in January 2025. As owner/director, The lcv group started as Low Cost Vans in 1999 with just two employees before growing to become a leading player in its market. Lloyd purchased the business in 2006 and has developed relationships with major OEMS to allow LCV to sell, lease and contract hire commercial vehicles to businesses in the UK. As Chairman of the Leasing Broker board, it's been an interesting year and Rod has spent time supporting brokers and representing them following the Court Of Appeal judgement in October 2024. Rod is also a non executive director of the BVRLA and represents leasing brokers on the board of the BVRLA.

Rod takes an active roll in the community and business in Wales and serves on a regional panel for the Bank of England and also as a lay person on the nomination panel for High Sheriff for West Glamorgan. Although he played rugby union until the age of 45, Lloyd has been a lifetime supporter of the mighty Swansea City AFC.



Shashi Maharaj

Legal & Compliance Director and Company Secretary, BVRLA

Shashi joined the BVRLA in May 2020 as legal and membership director, responsible for the association's governance, compliance and membership functions. In June 2025 he took up the position of Legal & Compliance Director and Company Secretary. As the former BMW Financial Services head of strategy, he has spent more than 20 years with BMW in a variety of senior legal, strategy and compliance roles.

Speakers



Thomas McLennan

Thomas McLennan, Director of Policy and Public Affairs, BVRLA

Thomas leads the BVRLA Policy and Public Affairs function.



Luke Mears

Managing Director, VIP Gateway

Luke Mears is the founder and Managing Director of VIP Gateway. Luke has scaled VIP Gateway from the ground up and despite the challenges, experienced significant growth at a strong rate within the leasing market. The key to VIP Gateway's success are based on a number of values that operate purely based on team culture and people, outstanding service at a high level across every area, data driven analytics and attention to detail.



Ralph Morton

Editor, Broker News

Ralph Morton is the leading journalist covering the leasing broker sector and is Editor of Broker News, the website which provides information and news for BVRLA-registered leasing brokers. He also writes extensively on the fleet and leasing market and is Editorial Director of Morton Media Communications.



Laura Muir

Head of AR & Partner, fleetalliance

Laura Muir is the Head of Appointed Representative and Partner at Fleet Alliance, where she has led the team since 2016. With extensive expertise in fleet management and business partnerships, Laura plays a pivotal role in supporting partners and Appointed Representatives within the company. Fleet Alliance's partner division, established in 2002, benefits from a highly skilled team, delivering comprehensive solutions to help vehicle leasing businesses to grow. Laura is passionate about creating value for partners and is open to exploring new collaborations to drive mutual success.



Vince Pemberton

Chief Executive Officer, Rivervale

Vince has led Rivervale's transformation from one of the country's leading vehicle leasing brokers into a diversified automotive and mobility group. Under his leadership, Rivervale has grown its core leasing business while expanding into fleet management, minibus supply, franchised retail, and after-sales through a series of strategic acquisitions. With more than 20 years in the industry, Vince combines a strong people-first culture with a commitment to innovation, compliance, and customer service, ensuring Rivervale continues to set standards across the leasing and fleet sector.

Speakers



Harvey Perkins

Director, HRUX

Harvey has over 35 years' experience advising on employment tax issues, with a particular focus on use of technology and also company car schemes. He is an Associate of the Chartered Institute of Tax, and previously was a tax partner with KPMG. He is quoted frequently in the trade press and has presented at key fleet events, over the years, on the subject of company cars, employee benefits more general and salary sacrifice. Harvey is a founder of CarReward which has developed a company car portal for employees used by hundreds of UK companies to support car allocation and also salary sacrifice of EV cars.



Mark Pow

Head of Learning & Development, BVRLA

Mark is the Head of Learning & Development at the BVRLA whose role is to lead the team in designing and delivering new and innovative learning solutions to support the needs and skills development of the automotive sector. Mark's background was in rental, where at Europcar Mobility Group he developed Managers, the Operational Network, and Head Office staff.



Simon Tebbutt

Member Services Director, BVRLA

Simon is Member Services Director at the BVRLA where he is responsible for being the voice of the member and leading our member engagement teams. He joined in June 2025 from the National Pharmacy Association from a similar role and prior to that at a number of blue chip FMCG companies.



Mark Thompson-O'Connor

Principal Employment Law Adviser & Solicitor, WorkNest

Mark Thompson-O'Connor is a highly experienced solicitor with over 25 years of specialist expertise in Employment Law. Throughout his career, he has advised employers across a wide range of business sectors, offering practical and commercially focused legal guidance. Mark's background includes roles in private practice at leading law firms, within a trade organisation, and in advisory positions supporting businesses of all sizes. For approximately a decade, he regularly represented employers in Employment Tribunals across the UK, successfully defending numerous claims. At WorkNest, Mark's role is a Principal Employment Law Adviser and Solicitor.

Speakers



Ellie Tucker

Member Services Director, BVRLA

Ellie is Senior Sales Account Manager and have been working in the automotive industry since I left university, seven years ago. My colleagues would describe me as a passionate extrovert, who is hard-working, driven, knowledgeable and helpful. Outside of my job role, I enjoy organizing charitable events to give back to the wider community. When I am not chasing the next deal, you will find me being a dog Mum to two, playing padel tennis, doing reformer Pilates or watching Arsenal / Leeds United in the local pub.



Will Voisey

Managing Director, Synergy Car Leasing

Will Voisey is Managing Director of Synergy Car Leasing. With over 20 years of automotive experience, Will started as an Account Manager at Synergy over 12 years ago. He is passionate about the leasing broker industry, driving up standards and ensuring that our sector is recognised and listened to.



Sam Ward

Commercial Director, Vansdirect

Sam Ward is the Commercial Director at Vansdirect, bringing over 20 years of experience within the automotive industry, 10 of which are at Vansdirect.

She began her journey at the AA in 2001 and joined Vansdirect in 2016 as a part time trainer, quickly progressing through roles in compliance, business support, and operations before stepping into a senior leadership position. Sam was awarded the Women in Broking Award by Broker News in 2023 and actively contributes to the Women in Broking mentoring programme and steering group. Sam is deeply passionate about putting people first and nurturing her team, believing that success is built not just on strategy, but on empathy, resilience, and the courage to challenge the status quo.

Delegates

Aaron Girn
Rivervale Contract Hire

Adam Cunliffe
Hippo Vehicle Solutions Ltd

Adam Forshaw
BVRLA

Adam Owen
Synergy Car Leasing

Ahluwalia Gaurav
The Electric Car Scheme

Alex Bates
Alpha Contracts

Alex Woodcock
XLCR Vehicle Management Ltd

Amanda Brandon
BVRLA

Andrew Heyworth
Lease4less

Anthony Flack
MotorComplete

Barry Butler
Jurni

Beckie Crosbie
Arval UK Ltd

Ben Harratt
MotorComplete

Ben Manuel
WorkNest

Ben Metcalfe
XLCR Vehicle Management Ltd

Ben Scandrett
Advanced Vehicle Contracts Ltd

Beth Beasleigh
loveelectric

Carl Cumbo
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