

# Client success stories: Canopy

**Growth  
lending**

## The business:



Canopy (InsureStreet Ltd)



South East



Technology-driven platform,  
created to address pain points in  
the UK rental housing market

## The funding:

£10m growth loan

Use of funds:

- Acquisition strategy, including the acquisition of The Lettings Hub

**2013**

The Lettings Hub is founded and quickly becomes an established and scaled referencing platform

**2015**

Canopy is founded, aiming to improve renters' financial health and streamline the rental process through technology

**2023**

Canopy secures LetMojo as a new client, significantly expanding its customer base by adding 131 new agents

**2024**

TLH wins Spicerhaart as a major client, contributing to the majority of its growth for FY24  
Canopy launches its "My Home" feature, enabling renters to manage property-related documents, insurance, and communications

**2025**

Canopy secures £10m investment, alongside funding from HayWain & West Hill to acquire The Lettings Hub – the combined business aims to capitalise on increasing rental demand, regulatory changes, and a growing appetite for digital rental solutions

This fundraise marks a significant step forward in our growth journey. By integrating The Lettings Hub into our Group we're expanding our customer base, enhancing our technology offering and strengthening our ability to serve the UK rental market. Growth Lending's support has enabled us to move at pace and deliver even greater value to tenants, landlords and agents.

**Chris Hutchinson**, Chief Executive  
Canopy

This deal is an excellent example of how a collaborative approach to lending can truly accelerate the growth plans of a business – our investment will support Canopy's ambitious growth plans, empowering the firm to move quickly and decisively as they identify further acquisition targets.

**Adam Brinn**, Regional Head  
Growth Lending

**Ready to accelerate your growth?**

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