

merge

Polish Trade Finance Symposium 2024

Trade Finance, Export Finance,
Supply Chain Finance & Working Capital

Part 1 of CEE series presented by MERGE

15-16th May

2024

Warsaw, Poland

Partners



MERGE is delighted to present the inaugural "Polish Trade Finance Symposium 2024" which forms part of a new series of ground-breaking events across the CEE region. This two-day in-person gathering will bring together the industry's brightest minds from the CEE and beyond, to discuss the latest trends and critical market insights.

Held in Warsaw, Poland, this is not your standard industry conference. There will be rapid-fire fintech showcases, candid corporate discussions, expert explainer sessions covering essential topics in just 15 minutes, and lively panel debates – with plenty of opinions on offer.

Exporters and manufacturers will benefit from networking with a range of local and international service providers - there will be senior C-suite figures from top financial institutions, trade credit insurers, law firms, brokers, consultants, fintechs and regulators, who are involved in the movement of international trade.

Join us to take advantage of hearing from local figureheads on a well-rounded outlook on the region's economic growth, trade concerns, and priorities for the future, including ongoing concerns such as interoperability and developments such as artificial intelligence.

There will be extensive networking opportunities throughout the event, and during the signature gala dinner. By connecting and supporting industry participants, MERGE will assist all parties involved in global trade – whether they be CEE banks, fintechs, corporates, consultants, or regulators – to forge a brighter future through effective collaboration.

Can you afford not to be part of this new industry benchmark event? Register today to secure your place.



Day One

10:00 – 10:20

OPENING
ADDRESS



Poland's Pivotal Role as a Trading Nation

Over one-third of economic activity in Poland depends on international trade. Foreign-owned firms play a significant role in driving exports. But how have recent geopolitical shifts impacted Poland's place on the global stage and reshaped the country's major trade relationships?

10:20 – 10:40

MARKET
UPDATE



Spotlight on the Polish Economy, Energy, and Trade

How are challenges such as elevated inflationary pressures, price and wage spirals, regulation, and slow progress in energy transition impacting Poland's future as a key destination for supply chain re-shoring? And what does the future hold for the country in terms of international trade?

10:40 – 11:25

PANEL
DEBATE



Tech Focus: From Digital Trade Documents to the Dawn of the Robots

With the advent of the UK's Electronic Trade Documents Act and the growth of MLETR, how ready is Poland to embrace digital trade and supply chain documentation? What do industry participants need to do to foster digital adoption? How much progress has been made with blockchain? And how will developments such as Artificial Intelligence reshape the future of trade?

11:25 – 12:10

CASE
STUDY



Zabka Supports SME Suppliers

The European Bank for Reconstruction and Development (EBRD) has launched a Supply Chain Solutions Framework (SCSF), aimed at providing more affordable financing to suppliers) of large creditworthy businesses. In the first project under the new framework, the EBRD and Santander are supporting the supply chain operations of Zabka, enabling its suppliers to receive early payment on the goods and services they provide.

Day One

12:10 – 13:30



Lunch and Networking

13:30 – 14:15



Making the Most of Buyer and Supplier-Led Supply Chain Solutions

BEST
PRACTICE
MASTERCLASS

What are the major considerations when choosing between factoring and securitisation? What are the pitfalls to avoid? And how can buyer-led SCF programmes be rolled out to reach deep tier suppliers, not just the elite? This session delves into best practices on all common forms of supply chain financing.

14:15 – 15:00



Sustainable Change: Embracing ESG and DEI in Trade and Supply Chain Finance

PANEL DEBATE

How can carbon reduction efforts built into trade finance and SCF? Are there ways to better support diversity within trading relationships? This session explores the possibilities of green guarantees, letters of credit and stand-by letters of credit as well as sustainable SCF programmes. It also examines the challenges of greenwashing.

15:00 – 15:45



Fintech Showcases

RAPID FIRE
FINTECH
FOCUS

Here, 3 FinTechs will each have 10 minutes to present their offering – with 5 minutes for questions from the audience. These rapid discovery sessions enable the audience to explore trade and supply chain finance solutions beyond the banking sphere.

15:45 – 16:15



Coffee and networking break

Day One

16:15 – 17:00

PANEL DEBATE



Keeping Trade Data Safe

Trade-related fraud is on the up. And with global trade relying more heavily on digital transactions, safeguarding sensitive information has never been more crucial. This session delves into emerging cybersecurity risks, the importance of international collaboration, and the evolving regulatory landscape, while emphasising proactive risk management and the integration of advanced encryption techniques.

17:00 – 18:00



Cocktails and Networking

19:30 – 23:30



Charity Gala Dinner (tickets sold separately)

Day Two

10:00 – 10:45

PANEL
DEBATE



How CBDCs Might Change International Trade

Central Bank Digital Currencies (CBDCs) have the potential to revolutionize international trade. By providing a digital, borderless form of central bank-backed currency, CBDCs can streamline cross-border transactions, reducing time and costs. They can enhance transparency, reduce exchange rate risks, and eliminate intermediary fees. The instant settlement capabilities of CBDCs can improve liquidity for businesses, allowing for faster trade operations. Moreover, with standardised regulatory compliance and enhanced security features, CBDCs can mitigate fraud and money laundering risks. But is the world ready for them?

10:45 – 11:10

EXPLAINER
SESSION



Overcoming Vessel Compliance Challenges

Financial institutions active in the trade finance space are increasingly expected to combat sanctions breaches and financial crime compliance by monitoring suspicious vessel behaviour. Tracking technologies, coupled with APIs and smart analytics, can make all the difference in this fight.

11:10 – 11:40



Coffee and Networking Break

11:40 – 12:10

EXPERT
BRIEFING



Trade Credit Insurance Innovations

From embedding insurance into supply chain financing solutions to new digital platforms, and the influence of ESG metrics on risk assessments, there is a lot happening in the world of credit insurance. This session provides a whistlestop tour of all the latest trends.

Day Two

12:10 – 12:55

PANEL
DEBATE



Achieving Interoperability: Where Next?

Trade interoperability depends on everything from electronic trade documents to DLT, regulation, standardisation and APIs, as well as developments such as IoT. But while these advancements collectively foster efficiency, global co-operation and collaboration is also needed. How can we work towards this nirvana?

12:55 – 13:00



Closing Remarks

13:00 – 14:30



Late Lunch and End of Conference

Why get involved?



Get ready to meet and network with the Polish trade finance community! Take advantage of our platform and connect with local and international experts and providers across different trade industries.

Sponsorship of this event is a great way to:

- Reach a professional audience specifically in the trade ecosystem
- Showcase your brand and solidify your presence in the market
- An ideal platform to promote your services and products
- Build relationships with key players in the region
- Interact with prospects and generate new business leads
- Opportunity to share stage and network with thought-leaders and influence in trade and export industry

Expected Audience include:

- Corporates (exporters, importers, manufacturers and traders)
- Financial Institutions
- FinTechs
- Consultants
- Digital Transformation experts
- Insurers
- Law firms

Registration Fees

- Rate for corporates (for only exporters, importers, trader and manufacturers of physical goods)
EUR250+VAT / PLN 1200+VAT
- Rates for non-corporates (local attendees)
EUR699+VAT / PLN 3120+VAT
- Rates for non-corporates (international attendees)
EUR999+VAT / PLN 4475+VAT

To **register your ticket** or for information on **sponsorship and Charity Gala Dinner** please contact:

queenie@mergevents.com



Testimonials



“I had the privilege of attending several trade finance conferences supported by Queenie. She has consistently demonstrated an unparalleled ability to bring together industry leaders, experts, and professionals from around the world. The conferences were not just informative but also created a dynamic platform for networking and collaboration, fostering invaluable connections within the trade finance community.”

Mansour Davarian - Managing Director, Head of Trade Sales, Lloyds Banking Group

“Wojciech has been an active and dedicated member of the Association of Polish Engineers in Great Britain. I've observed his organizational skills, particularly in the context of event management, where he has effectively coordinated and managed various activities for the Association. Wojciech has shown a good balance of initiative and openness to new ideas, often taking feedback in stride to ensure events run smoothly. His willingness to learn and help others is evident, and while there's always room for growth, Wojciech's contributions to our organization have been noteworthy and appreciated.”

Dr Marian Zastawny CEng MRAeS MIMechE - Chair of the Board Association of Polish Engineers in Great Britain

“I had the privilege of working with Julia during my time at Greenwich Business School, in the Marketing team. From the day she started, she provided a can-do attitude and a willingness to learn. She not only excelled in the day to day runnings of the full marketing mix, but also heavily contributed to the success of our campaigns. Julia's creative flare made our time working together an absolute pleasure; she came to work with consistent innovative ideas and new ways of reaching our target audience, infusing our marketing initiatives with new perspectives. I deem this to be a very important asset in marketing.”

Hannah Briant - Digital Communications Officer, University of Warwick

“Queenie is a reliable and trustworthy person who understands the needs of her clients. She assisted Mashreq in maximising the value of a conference she arranged. This was with a keen focus on supporting the bank on approaches to introduce potential customers to develop new relationships and business opportunities.”

Robert Dollery - Country Head, Mashreq Bank UK

“Wojciech is a responsible, honest, and upright person. Always punctual and full of initiative. He has helped me in my organization, The Portrait Foundation, and in Polish charitable initiatives like Musical Moments for Children and Friends in Town Lunch organized at The Polish Hearth Club in London. Wojtek is trustworthy and always ready to assist. His dedication to social projects, especially those related to culture and helping children and adults, is inspiring. Wojciech is an excellent person, willing to contribute his skills and heart for the benefit of the community.”

Barbara Kaczmarowska Hamilton, Internationally renowned portrait artist

“Julia is a highly motivated and results-oriented individual with a strong work ethic. She is always willing to go the extra mile to get the job done, and she is always looking for ways to improve her skills and knowledge. Julia is also an excellent communicator with both internal and external stakeholders.”

Oliver de Domenici - Senior Marketing Officer, University of Greenwich

Contact Us

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Sales

Queenie Taylor-Wong

Co-founder and CEO



www.mergevents.com



queenie@mergevents.com



+44 7450048368

Programme

Eleanor Hill

Conference Production Director



www.mergevents.com



eleanor@mergevents.com

Marketing

Julia Chwalinska

Business Development Manager



www.mergevents.com



julia@mergevents.com



+44 7521415931