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20<sup>th</sup> October 2026 | Regent Warsaw Hotel, Poland

# CEE Trade & Treasury Summit 2026

From new trade flows to AI cash flows:  
What's changing across CEE



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## Agenda Details

### Morning Session | 09:00–13:25

#### Main Ballroom

9:45 – 9:50 | Welcome & Opening Remarks

#### 9:50–10:00 | Opening keynote

**The next map of money: why CEE is becoming central to trade, capital and control**

In several CEE economies, more than three-quarters of goods trade still sits within the EU – including 79.5% in Slovakia and 75%+ across much of the region – making CEE deeply embedded in European supply chains and funding structures. As companies rethink sourcing, resilience and liquidity, that level of integration is pulling the region into a more central role. Where does this create advantages or exposures? And what does this mean for trade and treasury priorities heading into 2027.

#### 10:00 – 10:45 | Panel discussion

**Reshaping trade flows: what EU–India and Mercosur mean in practice**

The EU–India free trade agreement, concluded in January 2026, is expected to significantly expand trade over the next decade, while the EU–Mercosur agreement is opening access to one of the world’s largest trade zones. For CEE businesses, this will bring opportunities but also impact pricing, sourcing, FX exposure and working capital decisions today. How exporters, importers and finance teams are adjusting – and where the opportunities and risks are already emerging.

#### 10:45– 11:00 | Business showcase

**Scaling commodity flows across borders: managing price, risk and cash**

Sanctions, shifting trade routes and geopolitical tension are reshaping how commodities move. What used to be predictable is now more exposed to disruption, pricing swings and counterparty risk.

This showcase looks at how commodity–impacted businesses are adapting – managing price exposure, financing trade flows and maintaining visibility over cash and shipments as conditions become less stable.

11:00 – 11:30 | Coffee and Networking Break

#### 11:30 – 12:15 | Panel discussion

**The future of construction, energy and industrial investment across CEE**

Investment is flowing into the region, supported by EU recovery funding and national programmes – but it is not evenly distributed. Large–scale infrastructure, energy transition projects and industrial expansion are drawing capital and shaping demand.

This lively debate looks at where the pipeline is strongest, how projects are being financed, and what this means for suppliers, partners and treasury teams managing long–dated exposure and funding risk.

#### 12:15 – 12:55 | Panel Debate

**E–invoicing, AML, fraud and visibility: can open account hold up under scrutiny?**

Poland’s KSeF mandate became compulsory for large companies in February 2026, with wider rollout following shortly after. At the same time, EU ViDA reforms are pushing invoicing into real–time reporting environments.

That shift is changing what is visible across trade flows. Fraud patterns are evolving, AML requirements are tightening, audit expectations are rising, and open–account trade is being examined far more closely. Here, we examine what stronger control looks like and where weak processes are being exposed. We also examine the latest tricks being used by fraudsters and how to stay a step ahead.

#### 12:55 – 13:25 | Fireside chat

**The cash gap: why receivables are still holding back working capital**

Late payments remain a persistent issue across CEE supply chains, and even large corporates (but especially SMEs) continue to tolerate long gaps between invoice and cash. That gap erodes liquidity and increases reliance on external funding. In this no–nonsense session, we look at why receivables need to sit closer to treasury, how leading firms are tightening the cycle – using solutions like cards and digital negotiable instruments – and what is still getting in the way.

13:25 – 14:25 | Lunch and Networking

### Afternoon Session | 14:25–17:05

#### Main Ballroom

#### 14:25–15:10 | Region Highlight

**Poland–Türkiye trade relations: strategic importance for Europe’s future**

\$12.5bn in bilateral trade in 2025. A \$15bn target with political backing on both sides. And a manufacturing and logistics corridor that most of Europe still underestimates. This session brings together the companies and officials operating at the heart of the relationship to talk about what’s actually happening on the ground – where investment is landing, how deals are being structured and financed, and what treasury and trade teams need to understand about one of the continent’s fastest–developing bilateral relationships.

#### 15:10 – 15:30 | Expert Briefing

**When ESG stops being optional: what it means in practice for trade finance**

ESG is starting to show up in the detail, not just the reporting. With new EU requirements landing in November 2026, firms are under pressure to produce cleaner, more consistent data – and trade finance is one of the few places where that data is already visible through documents, counterparties and transaction flows. In this focused solo session, our expert will share their perspective on what’s changing on the ground, how banks and corporates are handling it in practice, and whether ESG is beginning to affect how deals get approved, structured and funded.

15:30 – 16:00 | Coffee and Networking Break

#### 16:00 – 16:15 | Business showcase

**Tech, startups and international scale: building across borders**

CEE is producing tech companies that are scaling fast and going global early. The financial infrastructure to support that ambition – multi–currency treasury, cross–border payments, FX management, compliance across jurisdictions – rarely gets the same attention as the product. This showcase examines what international scale demands from finance teams, and how the most ambitious companies in the region are getting it right.

#### 16:15 – 17:00 | Panel discussion

**Sanctions, fragmentation and the new rules of trade execution**

Trade is becoming harder to execute, not just harder to price. Sanctions regimes are shifting, counterparties are under greater scrutiny, and routes that once felt routine now carry legal, financial and reputational risk.

For treasury and trade teams, the challenge is no longer just managing flows – it is knowing which flows are still viable, how risk is assessed in real time, and where transactions can quietly break down. How are firms adapting controls, decision–making and bank relationships to operate in a more fragmented system?

17:00 – 17:05 | Closing Remarks