ITSA
2nd Annual
General Meeting
8 May 2018

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General Secretary

INTERNATIONAL
TAX STAMP
ASSOCIATION **ITSA**

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- Membership status

- 2017 achievements

- Member survey results

- We want you! for new working groups

- Q&A

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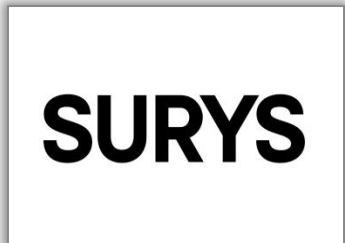# Our Mission

Better understanding tax stamp benefits

Promote high professional standards

Develop best practice

18 Members

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2017 Achievements

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Active Role in Developing Tax Stamp Standard

ISO/CD 22382 (ex 19998)

Guidelines for the content, security, issuance and examination of excise tax stamps

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Put Forward Benefits of Tax Stamps as Carrier for Traceability and Security

Activities

- ITSA sub-group

- Positioning statements

- Participation in workshops

- Face-to-face meetings

- Partnered with NGOs

- Direct approach to European Parliament

European Commission

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Put Forward Benefits of Tax Stamps as Carrier for Traceability and Security

Results

- Raised our profile with all stakeholders

- Some of what we advocated taken on board in implementing acts

European Commission

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2018 Member Survey Results

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Q1 – What do You See as ITSA's Priorities and Actions for 2018 and Beyond?

- THE voice – THE reference

- Raise awareness – ensure expert input into tax stamp systems

- Support ISO 22382 and other standards

- Promote physical/digital combo

- Help stakeholders understand implications of FCTC and EU TPD

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Q2 – What Should ITSA be Doing in Terms of Communications to Make Itself more Visible?

Publications:

- Issue regular information

- Build case studies and report on fraud cases with other experts

- Write specific document for ISO 22382

- Periodic newsletter

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Q2 – What Should ITSA be Doing in Terms of Communications to Make Itself more Visible?

Conferences, workshops, webinars:

- Cultivate active presence and high profile

- Co-run 'evangelical' seminars

- Participate in government events

- Hold webinars

Info database:

- Establish database tax stamp sector with bi-monthly bulletins

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Q2 – What Should ITSA be Doing in Terms of Communications to Make Itself more Visible?

Partnerships:

• Partnership agreements international institutions

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Q3 – What About Internal Communication Between ITSA Members?

Newsletters:

- Periodic round-up and twice-yearly summaries

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Q3 – What About Internal Communication Between ITSA Members?

Meetings:

- Periodic conference call for all members

- Coordinate ITSA meetings with other events

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Q3 – What About Internal Communication Between ITSA Members?

Market activities:

• Market news and analyses

• Tender alerts

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Q4 – What Benefits Should ITSA Offer to Increase Value of Membership?

- More recognised voice
- Encourage governments to use ITSA members
- Lobby on behalf of members
- Regular info and research on trends and tax stamp projects
- Training/support on FCTC/TPD to wider member audience
- Fee-based educational services

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Q5 – Anything Else You Would Like to Say?

- Align ambition with resource

- Be inclusive and care for all

- Create level playing field between 'physical' and 'digital' members

- Become more known to sector in general

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Common Key Points

- Raise awareness/evangelise tax stamps

- Standards

- Help members re protocols and laws – education/communication

- Represent industry to government/NGOs

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Working Groups to Move Forward

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WG1 - Advocacy

To raise awareness of the benefits of tax stamp programmes for national and regional governments

Leader: Christine Macqueen

Members: ?

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WG2 - Standards

To promote the soon-to-be-published ISO 22382 tax stamp standard

Leader: Zbigniew Sagan

Members: ?

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WG3 – Communications

To raise the profile of ITSA in the industry and strengthen internal communication between members

Leader: Corinne Murcia Giudicelli

Members: ?

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WG4 – Partnerships

To cultivate partnerships with stakeholders that share ITSA's position and priorities such as international organisations

Leader: Keith Thompson

Members: ?

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WG5 – Memberships

To grow the membership base of ITSA and ensure its longevity

Leader: Juan Carlos Yanez Arenas

Members: ?

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Questions?

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Board Nominees for Election

- **Juan Carlos Yanez Arenas** of Thomas Greg – nominated for second term

- **Christine Macqueen** of SICPA – nominated for second term

- **Zbigniew Sagan** of Advanced Track & Trace – nominated for second term

- **Gerben van Wijk** of KBA-NotaSys

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