

ITSA 4th Annual General Meeting 11 May 2021

International Tax Stamp Association



Agenda

- Membership status
- Financials
- Overall goals
- Working group reports
- Your say
- Voting results and confirmation of new board
- Next AGM

Our Mission

**Provide
common voice
on benefits
tax stamps**

**Educate
stakeholders
on effective
tax stamp
systems**

**Develop and
promote
standards and
best practice**

24 Members



New Member



Financials



ITSA Actuals to April 2021	2021 Members	Value to April 2021	Committed members 2021	Committed Value	Budgeted Members 2021	Budget Value	2020 Members	2020 Value
Income								
Members Fees	24	£120 000	24	£120 000	23	£115 000	23	£115 000
Other Revenue								£461
Total Membership	24	£120 000	24	£120 000	23	£115 000	23	£115 461
Bank Interest received								
TOTAL INCOME		£120 000		£120 000		£115 000		£115 461
Administration								
Secretariat Fees		£20 000		£60 000		£60 000		£60 000
Board Meetings		£0		£0		£1 000		£44
Secretariat Travel Expenses		£0		£0		£4 000		£2 263
Telecoms, Postage, Stationery and sundries		£364		£364		£500		£243
Legal & Professional		£0		£0		£2 000		£930
Accountancy & Audit		£60		£60		£800		£680
D&O Insurance		£390		£1 200		£1 200		£944
Bank charges/Exch Diff's		£65		£65		£500		£327
TOTAL Administration Expenses		£20 879		£61 689		£70 000		£65 431
Marketing & Promotion								
PR and market outreach		£400		£850		£10 000		£8 038
Conferences/exhibitions		£0		£0		£6 500		£3 158
Presentations/marketing materials		£0		£0		£10 000		£3 577
Website Hosting & Maintenance		£1 137		£3 600		£4 000		£7 140
TOTAL Marketing Expenses		£1 537		£4 450		£30 500		£21 914
Services to members								
Tax Stamp News Group Subscription (20% Disc)	24	£12 000	24	£12 000	23	£11 500	23	£11 500
Tax stamp tender alert		£354		£1 100		£1 100		£1 062
Total service expenses		£12 354		£13 100		£12 600		£12 562
Campaigns								
ISO standards		£0		£0		£0		
TOTAL Campaigns		£0		£0		£0		£0
Special Projects								
TOTAL EXPENSES		£34 769		£79 239		£113 100		£99 907
Net income/expenditure		£85 231		£40 761		£1 900		£15 554
Reserves from previous year		£84 966		£84 966		£84 966		£69 412
Total Reserves		£170 197		£125 727		£86 866		£84 966

Overall Goals



3 Main Goals

- Continuing to seek ways to make available our members' unique expertise to FCTC Protocol states
- Communicating ISO standards and best practices to tax authorities
- Expanding and adding value to ITSA membership base

ALL IN A COVID-19 CLIMATE!

2021 Webinars – 3 Themes

1. Tracking and Tracing of Tobacco Products: Lessons Learned and Best Practices
2. Why do we still need overt security features in the digital age? / combined with: bringing the ISO standards alive with best practice models
3. Excise into the future – cannabis, vaping and other new markets (including link with non-excise products)

Plus presentations at third party webinars

Working Group Reports



Advocacy & International Liaison Working Group



Advocacy & International Liaison Working Group

Main activities since the last AGM:

- Four versions of the tax stamp best practices webinar were coordinated
- Continued messaging to new head of FCTC secretariat and President of MOP
- Started discussions with Leslie Rae, the new Executive Director of FCA and Claire Clément, ITP Coordinator
- Will explore FCA membership during H2 2021
- Upcoming webinar “Tracking and tracing of tobacco products: lessons learned and best practices”

Upcoming Webinar “Tracking and Tracing of Tobacco Products: Lessons Learned and Best Practices”

- **Background:** Upcoming revision process for the EU TPD (including its track & trace and security features provisions) and issuance by FCTC Secretariat of guidelines for implementing Art. 8 of the Protocol to Eliminate Illicit Trade in Tobacco Products
- **Objectives:** Give an overview of regulations currently in place to control the manufacturing and distribution of tobacco products, highlighting strengths and weaknesses. Provide recommendations with the aim of achieving an effective and cost efficient system that works on a global scale
- **Target audience:** regulators, tax authorities, customs agencies, NGOs
- **Presenters:** ITSA (advocacy group), possibly with EU state-owned printing works
- **Timing:** June-September 2021
- **Languages:** English + Spanish

Memberships Working Group



Recap 2020

- New member added, warm welcome to Schwarz Druck GmbH
- Welcomed Jerome Pichot to the committee
- Difficult year for outreach due to lack of conferences and budget restrictions
 - Follow-up mailings on online events to attendees
 - Active recruiting of potential members (extended our reach to solution providers and equipment manufacturers)
- Disappointing uptake on “associate membership” category
 - Actively following up with revenue authorities, NGOs, etc
 - Suggestions welcome
- Increased activity on social media

Actions for 2021 and Beyond

- Active communications with potential members
- Use online events as vehicle for communications, further push of social media in recruitment of new members
- Hopefully have 1 or 2 actual events where we can promote ITSA

We depend on all the members and their staff to spread the word about ITSA (share and like ITSA notifications on social media)

Standards Working Group



Standards Working Group Activities

Focus on best practices for tax stamps (all domains) respecting ISO 22382

Different basic solutions will be proposed, including:

- ✓ Suggestion for physical tax stamp layouts
- ✓ Physical security features
- ✓ Digital security features for the UIDs
- ✓ IT, coding and tracking solutions
- ✓ Web services

Interoperability of tax stamps with evaluation of Visible Digital Seal (VDS) “Trusted Entry Point” integration based on international standards:

- ✓ Data Format:
AFNOR XP Z42-105 Standard (will enter as NWIP on ISO level in June 2021)
- ✓ Governance:
ongoing ISO/CD 22385 project (available January 2022)

Standards Working Group Activities

Opportunity for all members:

- ✓ To promote their offer via physical ITSA-endorsed samples
- ✓ to participate in trials for interoperation of several independent tax stamp schemes

Voting Results for New Board



Current Board Members

- **Juan Carlos Yanez Arenas** of Thomas Greg & Sons, Chairman of Board – currently on second term
- **Ruggero Milanese** of SICPA (replacing Christine Macqueen who was on second term)
- **Zbigniew Sagan** of Advanced Track & Trace – currently on second term
- **Gerben van Wijk** of Luminescence Sun Chemical Security – at end of first term
- **Marietta Ulrich-Horn** of Securikett – currently on first term
- **Tim Driscoll** of Authentix – currently on first term
- **Kelly Smith** of Ashton Potter – currently on first term

Four Seats for Election

- **Juan Carlos Yanez Arenas** of Thomas Greg & Sons, Chairman of Board – currently on second term
- **Ruggero Milanese** of SICPA (replacing Christine Macqueen who was on second term)
- **Zbigniew Sagan** of Advanced Track & Trace – currently on second term
- **Gerben van Wijk** of Luminescence Sun Chemical Security – at end of first term
- **Marietta Ulrich-Horn** of Securikett – currently on first term
- **Tim Driscoll** of Authentix – currently on first term
- **Kelly Smith** of Ashton Potter – currently on first term

Nominees for Election to Board

- **Juan Carlos Yanez Arenas** of Thomas Greg & Sons
- **Steven Proudfoot** of OpSec Security
- **Gerben van Wijk** of Luminescence Sun Chemical Security
- **Ruggero Milanese** of SICPA
- **Zbigniew Sagan** of Advanced Track & Trace

ITSA BOARD ELECTIONS 2021 – VOTES BY MEMBER

Nominee	Member 1	2	3	4	5	6	7	8	9	10	11	12	13	TOTAL
Zbigniew Sagan – Advanced Track & Trace	1	1	1	1		1	1	1	1	1	1	1	1	12
Juan Carlos Yanez Arenas – Thomas Greg & Sons	1	1	1	1	1	1	1	1	1	1	1		1	12
Gerben van Wijk – Luminescence Sun Chemical Security		1	1	1	1	1	1	1	1	1	1	1	1	12
Ruggero Milanese – SICPA	1		1	1	1		1		1		1	1	1	9
Steven Proudfoot – OpSec Security	1	1			1	1		1		1		1		7

Re-elected Members

- **Juan Carlos Yanez Arenas** of Thomas Greg & Sons
- **Gerben van Wijk** of Luminescence Sun Chemical Security
- **Ruggero Milanese** of SICPA
- **Zbigniew Sagan** of Advanced Track & Trace

Next AGM

RECONNAISSANCE
**TAX STAMP &
TRACEABILITY
FORUM™**

Malta
16–18 MAY 2022