



**MINUTES**

**ITF LIMITED**  
**(trading as the International Tennis Federation)**

**CONFERENCE & ANNUAL GENERAL MEETING 2023**

**CANCUN, MEXICO**

**23 and 24 SEPTEMBER 2023**

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## ATTENDANCE LIST FOR THE ITF AGM ON 24 SEPTEMBER 2023

### ITF BOARD OF DIRECTORS

David Haggerty, President

Katrina Adams, Vice President  
Bernard Giudicelli, Vice President  
Rene Stammach, Vice President

Carlos Bravo, ITF Board of Directors  
Martin Corrie, ITF Board of Directors  
Jack Graham, ITF Board of Directors  
Nao Kawatei, ITF Board of Directors  
Anil Kumar Khanna, ITF Board of Directors  
Salma Mouelhi Guizani, ITF Board of Directors  
Mary Pierce, ITF Board of Directors  
Alekssei Selivanenko, ITF Board of Directors  
Stefan Tzvetkov, ITF Board of Directors  
Mark Woodforde, ITF Board of Directors

### HONORARY LIFE COUNSELLORS

Sergio Elias \*  
Ismail El Shafei \*  
Alvaro Peña

\* denotes ITF Officer who also represented their national association at the AGM

### REGIONAL ASSOCIATIONS

#### **ATF - Asian Tennis Federation**

Kitsombat Euammongkol, President  
Manpreet Kandhari, Executive Director

#### **CAT - Confederation of African Tennis**

Tarak Cherif, President  
Hichem Riani, General Manager

#### **COSAT - Confederación Sudamericana de Tenis**

Ruben Marturet, General Secretary

#### **COTECC - Confederación de Tenis de Centroamerica y El Caribe**

Persio Maldonado, Chairman

#### **OTF - Oceania Tennis Federation**

David Smith, Executive Officer (Joint)

#### **TE - Tennis Europe**

Thomas Hammerl, Chief Executive Officer  
Ivo Kaderka, President

### CLASS B MEMBER NATIONAL ASSOCIATIONS (with voting rights) represented by:

#### **ALB - Albanian Tennis Federation**

Klaus Bardeli, General Secretary

#### **ALG - Fédération Algérienne de Tennis**

Nabil Cheriak, President

#### **AND - Federación Andorrana de Tennis**

Gerard Blasi, President

#### **ANG - Federação Angolana de Tenis**

Platini Mendes, President & CEO

#### **ANT - Antigua & Barbuda Tennis Association**

Oweno Brown, School Coach  
Cordell Williams, President

**ARG - Asociación Argentina de Tenis**  
 Agustin Calleri, President  
 Ignacio Uzquiza, Treasurer

**ARM - Armenian Tennis Federation**  
 Vahe Avetisyan, Technical Coordinator

**ARU - Tennis Aruba**  
 Franz Sydow, President

**AUS - Tennis Australia**  
 Jacquie Mangan, Executive  
 Vicki Reid, International Relations Director

**AUT - Österreichischer Tennisverband**  
 Thomas Schweda, Director

**AZE - Azerbaijan Tennis Federation**  
 Sabira Abdullayeva, Executive Director

**BAH - The Bahamas Lawn Tennis Association**  
 Perry Newton, President

**BAN - Bangladesh Tennis Federation**  
 Abu Syed Mohammad Haider, General Secretary

**BAR - Barbados Tennis Association Inc.**  
 Raymond Forde, President  
 Marie-Jeanne Symmonds, Director

**BDI - Fédération de Tennis du Burundi**  
 Gilbert Nibigirwe, President  
 Annonciate Sibomana, Executive Committee Member

**BEL - Fédération Royale Belge de Tennis**  
 Gijs Kooken, Chief Executive Officer

**BEN - Fédération Beninoise de Lawn Tennis**  
 Jean-Claude Talon, President

**BER - Bermuda Lawn Tennis Association**  
 Michael Wolfe, President

**BIH - Tennis Association. of Bosnia and Herzegovina**  
 Senad Hadzimesic, President & CEO  
 Miodrag Markovic, President

**BOL - Federación Boliviana De Tennis**  
 Hiber Villafaña Guardia, President

**BOT - Botswana Tennis Association**  
 Atang Mole Mokgware, Finance Director  
 Gosekwang Oaitse Thipe, Chairman

**BRA - Confederação Brasileira de Tenis**  
 Ivan Machado, Executive Director - Development  
 Rafael Westrupp, President

**BRN - Bahrain Tennis Federation**  
 Fuad AlRowaiei, General Secretary

**BRU - Brunei Darussalam Tennis Association**  
 Mohd Yusree Mohd Yusainey, General Secretary

**BUL - Bulgarian Tennis Federation**  
 Yordan Bozhinov, Technical Coordinator  
 Georgi Krumov, Board Member

**CAM - Cambodia Tennis Federation**  
 Bunleakhena Ek, Assistant General Secretary

**CAN - Tennis Canada**  
 Jennifer Bishop, Past Chair  
 Peter Kruyt, President

**CGO - Fédération Congolaise de Lawn Tennis**  
 Germain Ickonga Akindou, President

**CHI - Federación de Tenis de Chile**  
 Sergio Elias, President \*

**CHN - Chinese Tennis Association**  
 Yiran Jiang, Administrator  
 Wenbin Liu, President

**COD - Fédération Congolaise Démocratique de Lawn Tennis**

Georges Koshi Gimeya, President  
Franck Nyimilongo Pieme, First Vice President

**COL - Federación Colombiana de Tenis**

David Samudio, President

**CRC - Federación Costarricense de Tenis**

Kenneth Thome, Board Member

**CRO - Croatian Tennis Association**

Nikolina Babic, President  
Franc Regina, First Vice President

**CUB - Federación Cubana de Tenis de Campo**

Alexander Ferrales Gonzalez, President

**CYP - Cyprus Tennis Federation**

Demetris Leontis, President  
Pantelis Neos, General Secretary

**CZE - Czech Tennis Association**

Katerina Kramperova, International Secretary  
Jan Stoces, Sports Director

**DEN - Dansk Tennis Forbund**

Henrik Charles Maris, Senior Vice President  
Henrik Thorsøe Pedersen, President

**DJI - Fédération Djiboutienne de Tennis**

Sougeh Ibrahim Sougeh, Chairman

**DOM - Federación Dominicana de Tenis**

Alexis Alcantara, Treasurer  
Ruben Dario Tejeda Peña, General Secretary

**ECU - Federación Ecuatoriana de Tenis**

Danilo Carrera Drouet, Chairman

**EGY - Egyptian Tennis Federation**

Ismail El Shafei, President \*

**ESA - Federación Salvadoreña de Tenis**

Miguel Irigoyen, Committee Member

**ESP - Real Federación Española de Tenis**

Jordi Tamayo De Winne, First Vice President

**EST - Estonian Tennis Association**

Allar Hint, General Secretary  
Enn Pant, President

**ETH - Ethiopian Tennis Federation**

Beyene Tamrat Bekele, President

**FIN - Suomen Tennisliitto**

Toni Pokela, President  
Teemu Purho, Chief Executive Officer

**FRA - Fédération Française de Tennis**

Nathalie Dechy, International Relations Manager  
Gilles Moretton, President  
Lionel Ollinger, Board Member

**GBR - The Lawn Tennis Association**

Roy Colabawalla, Deputy President  
Sandi Procter, President  
David Rawlinson, Past President

**GEO - Georgian Tennis Federation**

Margalita Chakhnashvili, Board Member  
Aleksandre Metreveli, First Vice President

**GER - Deutscher Tennis Bund EV**

Dietloff Von Arnim, President

**GHA - Ghana Tennis Association**

Isaac Aboagye Duah, President  
Henry Boni-Quarshie, Executive Committee Member

**GRE - Hellenic Tennis Federation**

Spyros Zannias, General Secretary

**GUA - Federación Nacional de Tenis de Guatemala**  
Tulio Héctor Dávila Villatoro, President

**GUM - Guam National Tennis Federation**  
Tara Perez-Steffy, Board Member  
Torgun Smith, President

**HKG - Hong Kong, China Tennis Association Ltd**  
Christopher Pak Nin Lai, Chief Executive Officer  
Philip Kwan Yat Mok, President

**HON - Federación Hondureña de Tenis**  
Ivanhoe Cáliz, President

**HUN - Magyar Tenisz Szovetseg**  
Csilla Suto, General Secretary

**INA - Indonesian Tennis Association**  
Hasbullah Tahir, General Secretary

**IND - All India Tennis Association**  
Anil Dhupar, General Secretary  
Anil Jain, President

**INA - Indonesian Tennis Association**  
Ghofar Ismail, Partner / Spouse Programme

**IRI - Tennis Federation of Islamic Republic of Iran**  
Davood Azizi, President  
Pooneh Bagheri, International Affairs

**IRL - Tennis Ireland**  
Dave Miley, International Affairs  
Kevin Quinn, Chief Executive Officer

**ISL - Icelandic Tennis Association**  
Magnús Ragnarsson, President & CEO

**ISR - Israel Tennis Association**  
Avi Perets, President

**ISV - Virgin Islands Tennis Association**  
Kelly Kuipers, President

**ITA - Federazione Italiana Tennis**  
Giorgio Di Palermo, Manager

**JAM - Tennis Jamaica**  
John Azar, President

**JOR - Jordan Tennis Federation**  
Sohaib Ismail, General Secretary  
Khaled J Naffa, President

**JPN - Japan Tennis Association**  
Toshihisa Tsuchihashi, Senior Executive Director  
Misako Yoshii, Director

**KAZ - Kazakhstan Tennis Federation**  
Dias Doskarayev, Deputy President  
Yuriy Polskiy, Advisor to President

**KEN - Tennis Kenya**  
James Kenani, President  
Wanjiru Mbugua-Karani, General Secretary

**KOR - Korea Tennis Association**  
Chahoon Im, International Relations Manager

**KOS - Kosovo Tennis Federation**  
Jeton Hadërgjonaj, President

**KSA - Saudi Arabian Tennis Federation**  
Hisham Bakhsh, Chief Executive Officer

**KUW - Kuwait Tennis Federation**  
Faleh Alotaibi, General Secretary

**LAO - Lao Tennis Federation**  
Daovone Phachanthavong, President

**LAT - Latvian Tennis Union**  
Ernest Gulbis, President  
Irina Kuzmina-Rimsha, Development Director

**LBN - Fédération Libanaise de Tennis**  
Oliver Fayssal, President

**LTU - Lithuanian Tennis Association**  
Ramunas Grusas, President  
Virginija Paliukaite, General Secretary

**LUX - Fédération Luxembourgeoise de Tennis**  
François Knaff, Board Member

**MAC - Macau Tennis Association**  
Sin Chun Au leong, Secretary - Executive Board

**MAR - Fédération Royale Marocaine de Tennis**  
Abdelaziz Laarraf, First Vice President

**MAS - Lawn Tennis Association of Malaysia**  
Mirzan Mahathir, President

**MDA - Moldova Republic Tennis Federation**  
Ceslav Ciuhrii, President  
Catalin Giosan, Board Member

**MDV - Tennis Association of the Maldives**  
Yusuf Riza, General Secretary

**MEX - Federación Mexicana de Tenis**  
Carlos Ricardo González López de Lara, President & CEO  
Norberto Mantiñan, International Relations Director

**MGL - Mongolian Tennis Association**  
Altangerel Batjargal, Board Member

**MKD - Tennis Federation of North Macedonia**  
Aleksandar Ivanovski, President  
Goran Rafajlovski, Deputy President

**MLT - Malta Tennis Federation**  
Mark Camilleri, Deputy President  
David Farrugia Sacco, President

**MNE - Montenegrin Tennis Association**  
Dimitrija Rasovic, President  
Aleksandar Sekulovic, General Secretary

**MON - Fédération Monegasque de Lawn Tennis**  
Christophe Boggetti, Technical Coordinator  
Melanie-Antoinette de Massy, President

**MOZ - Confederação Mocambicana de Tenis**  
Jonas Alberto Junior, President

**NCA - Federación Nicaraguense de Tenis**  
Julio Cesar Mairena Gonzalez, Manager

**NED - Koninklijke Nederlandse**  
Roger Davids, President  
Erik Poel, Chief Executive Officer

**NEP - Nepal Tennis Association**  
Manohar Das Mool, General Secretary

**NGR - Nigeria Tennis Federation**  
Ifedayo Akindoju, President

**NOR - Norges Tennisforbund**  
Karin Dalbak, First Vice President  
Aslak J. Paulsen, General Secretary

**NZL - Tennis New Zealand**  
Julie Paterson, Chief Executive Officer  
Terri-Ann Scorer, Chairman

**OMA - Oman Tennis Association**  
Mutassim Al Zadjali, Chairman

**PAK - Pakistan Tennis Federation**  
Mohammad Ali Murtaza, Executive Assistant  
Mohammad Tahir, Senior Vice President

**PAN - Federación Panameña de Tenis**  
Juan Fondevila, President

**PAR - Asociación Paraguaya de Tenis**  
Julio Ferrari, President  
Schaerer, Board Member

**PER - Federación Deportiva Peruana de Tenis**  
Mario Monroy, President

**POL - Polski Związek Tenisowy**  
Dariusz Saletra, International Relations Director

**POR - Federação Portuguesa de Tenis**  
Vasco Costa, President & CEO  
João Santos, Senior Vice President

**PUR - Asociación de Tenis de Puerto Rico**  
Rico Humberto Torres Burgos, Past President

**QAT - Qatar Tennis Federation**  
Saad Saleh Al Mohannadi, Executive Director  
Tariq Zainal, General Secretary

**ROU - Federatia Romana de Tenis**  
George Cosac, President

**RSA - Tennis South Africa**  
Gavin Crookes, President

**RWA - Fédération Rwandaise de Tennis**  
Habimana Valens, General Secretary

**SEN - Fédération Senegalaise de Tennis**  
Issa Mboup, President  
Layti Ndiaye, Deputy President

**SEY - Seychelles Tennis Association**  
Fatime Kante, President

**SGP - Singapore Tennis Association**  
Wilson Tay, General Manager

**SLO - Slovene Tennis Association**  
Gregor Krusic, Chief Executive Officer

**SMR - San Marino Tennis Federation**  
Filippo Francini, Treasurer

**SRB - Serbia Tennis Federation**  
Dusan Orlandic, Chief Executive Officer

**SRI - Sri Lanka Tennis Association**  
Iqbal Bin Issack, President  
Suresh Subramaniam, Senior Vice President

**SUD - Sudan Lawn Tennis Association**  
Mohamed Islam Elsanhoury, Chief Executive Officer

**SUI - Swiss Tennis**  
Ruth Wipfli Steinegger, First Vice President

**SWE - The Swedish Tennis Association**  
Åsa Hedin, President  
Christer Sjö, General Secretary

**TAN - Tanzania Tennis Association**  
Francis Thomas, President

**THA - Lawn Tennis Association of Thailand**  
Tawisak Silakul, Board Member

**TKM - Turkmenistan Tennis Association**  
Eziz Dovletov, President & CEO

**TOG - Fédération Togolaise de Tennis**  
Mawuli Clément Ahiale, Chairman  
Messan Nicolas Ayeboua Aduayom, Advisor to President

**TPE - Chinese Taipei Tennis Association**  
Ching Hsin Kuo, Deputy General Secretary  
Tsai-Ni Wu, International Affairs

**TTO - TennisTT**  
Hayden Mitchell, President

**TUN - Fédération Tunisienne de Tennis**  
Malek Jaziri, Advisor to President



**TUR - Turkiye Tenis Federasyonu**

Cengiz Durmus, President

Ayda Uluç, Vice President

**UAE - Tennis Emirates**

Naser Al Marzooqi, General Secretary

**UGA – Uganda Tennis Association**

Matthias Nalyanya, President

**UKR - Ukrainian Tennis Federation**

Sergii Lagur, President

Evgeniy Zukiin, Executive Director

**URU - Asociación Uruguaya de Tenis**

Martin Hughes Sartori, Chairman

**USA - United States Tennis Association**

Dragomir Cioroslan, International Relations Director

Brian Hainline, President

Brian Vahaly, First Vice President

**UZB - Uzbekistan Tennis Federation**

Iroda Tulyaganova, General Secretary

**VIE - Vietnam Tennis Federation**

Hung Nguyen Quoc, Deputy President

**CLASS C MEMBER NATIONAL ASSOCIATIONS (without voting rights) represented by:**

**BIZ - Belize Tennis Association**

Samira Musa Pott, President

**CKI - Tennis Cook Islands**

Davina Hosking-Ashford, President

**CUW - Tennis Federation Curacao**

Nirmala Kappel, President

**FIJ - Tennis Fiji**

John Breen, Past President

**GEQ - Federación Ecuatoguineana de Tenis**

Jose Antonio Mbuna Molico, International Relations Director

**GRN - Grenada Tennis Association**

Jason Stanislaus, Executive

**GUY - Guyana Lawn Tennis Association**

Cristy Campbell, President

Nigel Niles, First Vice President

**MTN - Fédération Mauritanienne de Tennis**

Lemin Lemrabott, President

**NMI - Northern Mariana Islands Tennis Association**

Bobby Cruz, Board Member

**SKN - St Kitts Lawn Tennis Association**

Neil Owen, Treasurer

**SUR - Surinaamse Tennisbond**

Klaasje de Vroome, General Secretary

Diego van der Zwart, President

**VAN - Fédération de Tennis de Vanuatu**

Cyrille Mainguy, President

**SPECIAL GUESTS**

**ITF Ethics Commission**

David Howman, Deputy Chair

Sandra Osborne, Chair

**Parliamentarian**

Richard Bush, Legal Counsel

**ITF Advantage All Reward & Recognition Programme 2022 Gold Award winner**

Grainne O'Neill, Women in Sport Lead, Tennis Ireland

## **ITF FOUNDATION MEMBERS**

### **California Sports Surfaces, a division of ICP Group**

Tom Magner, Director

### **Laykold**

Luke Burden, Manager

### **PTR**

Inaki Balzola, Exhibitor

## **RECOGNISED ORGANISATIONS**

### **International Lawn Tennis Club**

Roberto Pulido, Board Member

## **OBSERVERS**

### **CRO - Croatian Tennis Association**

Vladimir Jovanoski, Executive Director

### **DEN - Dansk Tennis Forbund**

Thomas Kønigsfeldt, First Vice President

### **IRL - Tennis Ireland**

John Ryan, President

### **LUX - Fédération Luxembourgeoise de Tennis**

Carlo Poos, Board Member

### **MKD - Tennis Federation of North Macedonia**

Sasho Naumoski, Board Member

### **TUR - Türkiye Tenis Federasyonu**

Ayşenur Durmuş, Partner / Spouse Programme

## **ITF STAFF**

Cecilia Ancalmo, Development Officer

Dominic Anghileri, Senior Executive Director – Finance & Administration

Louis Aubry, AGM Organising Team

Heather Bowler, Senior Executive Director - Communications

Joanne Burnham, Communications Manager

Mairi Davies, AGM Organising Team

Kris Dent, Senior Executive Director - Pro Tennis Events

Kelly Fairweather, Chief Executive Officer

Vicki Fecci, AGM Organising Team

Jane Fraser, EA to the President

Dario Giovannelli, Executive Director - Legal

John Goede, Development Officer

Paul Lifton, Lead Project Manager - ITF World Tennis Number

James McGurran, International Relations Manager

Stuart Miller, Senior Executive Director - Integrity & Legal

Andrew Moss, Head, ITF World Tennis Tour, Strategy & Pathway

Jackie Nesbitt, Senior Executive Director - Tours & Player Pathway

Veronica Panero, AGM Organising Team

Luca Santilli, Executive Director - Development

## ITF CONFERENCE – 23 SEPTEMBER 2023

### OPENING REMARKS

The President opened the 2023 Conference and thanked the delegates for their attendance. The President commented on the pleasure of having everyone together, in Cancun, in person. The President expressed his gratitude to Mr Carlos González and the Mexican Tennis Federation for hosting the 2023 Conference and AGM.

The President acknowledged the challenges faced during the last couple of years and congratulated the Member Nations for their great work in enabling the sport to thrive. The President introduced the theme for the 2023 Conference and AGM: 'It Starts With You'. The President highlighted the importance of contributions made by National Associations and Regional Associations. The President reiterated the ITF's mission "to deliver tennis for future generations". The President referenced the ITF 2024 Strategy and reminded delegates of the eight strategic pillars. The President recognised the value and importance of Member Nations in delivery of the strategic pillars, particularly in 'opportunity' and 'development' and the role of Member Nations in the growth of the sport.

The President highlighted the importance of the Major Events, Davis Cup and Billie Jean King Cup, in growing the sport and referenced the significant changes and remodelling to the format of the competitions. The President commented that changes were made with the Nations in mind and were made to strengthen the competitions and to increase payments to players and Nations, and also to attract funding. The President revealed there are more Nations involved across these competitions than ever before.

1. **Davis Cup** – the President commented on status of the Davis Cup. The President confirmed ITF's Davis Cup partnership with Kosmos ended back in January 2023 and operational and commercial stewardship of the Davis Cup is back with the ITF. The President referenced the recent Davis Cup Finals Group Stage and the upcoming Davis Cup Final 8 in Malaga and acknowledged the support of the Andalusia region and local government. The President confirmed the ITF's commitment to the same format in 2024. The President revealed a record 156 Nations entered the Davis Cup in 2023. The President commented on the ITF's unprecedented strategic alliance with the ATP to ensure the Davis Cup forms an official part of the men's tennis calendar and to ensure receipt of player feedback in order to improve the competition.
2. **Billie Jean King Cup** – the President provided an update on the Billie Jean King Cup as it enters a new era. The President recognised the record 135 Nations taking part in the 2023 Billie Jean King Cup and acknowledged the partnership with title sponsor Gainbridge from 2022 which enabled the competition to pay prize money equivalent to the Davis Cup Finals for the first time in history. The President acknowledged the 60<sup>th</sup> birthday of the Billie Jean King Cup and commented on the ITF's exciting Joint Venture with TWG Global to create a new business model for the Billie Jean King Cup, with substantial investment from TWG and marketing and commercial expertise provided under the leadership of Ms Ilana Kloss of Billie Jean King Enterprises. The President viewed the Joint Venture as an opportunity for the ITF to unlock the full commercial potential of the Billie Jean King Cup and to promote the growth of tennis in the Nations. The President reiterated that just like the Davis Cup, the ITF retains full operational control of the event, and the President looked forward to the Billie Jean King Cup Finals in Seville in November.

The President emphasised that the Major Events should not just be seen as vehicles to provide investment, but also as essential development tools for players and Nations across all levels from the Regional Groups to the Finals. The President highlighted an example of Slovenia's recent performance in the Billie Jean King Cup as a contributing factor to the growth of the sport in the country.

The President highlighted that 'partnership' is another key pillar in ITF 2024 and emphasises its importance to the ITF's mission. The President referenced Tennium as event partner for the new look Hopman Cup and highlighted Tennium's contribution to the Davis Cup Finals Group Stage in Valencia and the upcoming Davis Cup Final 8 in Malaga. The President acknowledged other new hosting and commercial partnerships secured for the Billie Jean King Cup and the Davis Cup over the past year, enabling increased investment into tennis which was a priority in ITF 2024.

The President highlighted the 2024 Olympic Games and the 2024 Paralympic Games in Paris and expressed the ITF's excitement to stage a great competition for tennis and wheelchair tennis at the iconic Roland Garros venue next summer. The President emphasised the importance of both the Olympic Games and the Paralympic Games as a strategic priority alongside the ITF's Major Events due to their important role in the development of the sport in the Nations and the significant quadrennial revenue generated which is fully reinvested into developing tennis. The President commented that the Games also attract government support for national athletes and inspire players. The President highlighted the unique and special appeal of the Olympic Games and the Paralympic Games for players and the global platform provided for players in both tennis and wheelchair tennis.

The President emphasised that the achievements over the last seven years would not have been possible without the National Associations and Regional Associations who have played an active and pivotal role in supporting the implementation of various global ITF projects. The President confirmed there have been far reaching changes across the ITF over the last seven years and the President reflected on the achievements with the Nations.

The President highlighted multiple records set in providing opportunities and pathways across various of the ITF tours, including World Tennis Tour, Juniors Tour, Masters Tour, Wheelchair Tennis Tour and Beach Tennis Tour.

The President commented on the ITF's significant revenue growth from \$68.9 million in 2017 to \$112.3 million in 2022. The figure for reinvestment into tennis across the same time period increased by \$59.2 million. The President revealed that approximately 86% of the ITF's annual revenue is invested into tennis. The President highlighted the ITF's new data rights agreement with Infront Sports & Media which will result in a significant increase in distributions to the Nations from 2025.

The President commented on several other recent achievements, all achieved with the support of Nations, including:

**ITF Global Tennis Report** – established a comprehensive, four-yearly survey of the global tennis landscape and the most recent ITF Global Tennis Report revealed a global playing population of 87 million players (a 4.5% increase since the previous survey).

**Governance and Integrity** – the ITF is focused on governance and integrity to protect the sport's reputation, including separation of the role of President and CEO and working with Nations on an updated ITF Constitution.

**A more inclusive organisation** – to develop the culture that tennis is ‘everyone’s game’, central to which is the ‘Advantage All’ gender equality programme and the amendment to the ITF Constitution at last year’s AGM will ensure greater gender balance on the ITF Board from 2027. The President expressed his pleasure at noting seven female candidates for the ITF Board this year.

**Deeper relationships** – more partnerships and deeper relationships established across the tennis world.

**Stronger, more empowered nations** – a membership united in purpose to deliver tennis for future generations.

The President expressed his gratitude to the Nations, including those Nations not present, for their contributions in the delivery of ITF 2024 and reiterated the theme for this year’s Conference and AGM: ‘It Starts With You’.

The President expressed his thanks and closed.

The President handed over to ITF CEO, Mr Kelly Fairweather.

## **2023 STRATEGIC INITIATIVES – COMMUNICATION AND DIGITAL TRANSFORMATION**

Mr Fairweather presented on the strategic objectives of ‘communication’ and ‘digital transformation’ and highlighted the importance of communication and engagement between the ITF and Member Nations and Regional Associations. Mr Fairweather reflected on the ITF’s wider vision.

Mr Fairweather commented on the ITF Stakeholder Engagement Initiative which revealed ‘digital transformation’ as a subject of focus. The Stakeholder Engagement Team delivered digital workshops with all Regional Associations and Mr Fairweather thanked the team involved for delivery. Mr Fairweather recalled the digital strategy launched at the 2021 ITF AGM to rethink the ITF’s existing business models in a digital age and to make the most of exciting opportunities opened up by new technologies. Mr Fairweather emphasised the importance of ownership of data and the goal to use of digital channels to expand the ITF’s reach across tennis.

Mr Fairweather explored the wide discrepancy between the global playing population and those individuals registered with their National Associations (only 7% of global players are registered) and the revenue and growth opportunities that could be provided by more registered players worldwide. Mr Fairweather introduced a new Direct to Consumer approach to engage with audiences directly and to drive growth. Mr Fairweather explained how digital channels must provide a great user experience and provide great value for users in order to be successful in opening up commercial and investment opportunities. Mr Fairweather revealed that the ITF has created a Customer Data Platform to provide detailed insight into the ITF’s customers and how they are using the ITF’s services, to facilitate a tailored approach which communicates directly with the consumer.

Mr Fairweather expressed his belief that becoming data led was crucial to the ongoing success of the ITF and the Nations, citing the World Tennis Number project as a successful example of data capture and an insight into how best to connect with more tennis consumers. Mr Fairweather confirmed that the capture of data builds on the content of the ITF Global Tennis Report. Mr Fairweather mentioned the support available to eligible Nations by way of ITF

Digitalisation Grants to build different digital solutions and to support the introduction of the World Tennis Number.

Mr Fairweather commented on the importance of communication and an inclusive culture to attract new audiences to the sport, often alongside the development of new technologies. Mr Fairweather cited an example of the growth of the sport in the eSports space over recent months, with the support of ITF's partner, Wildlife Studios. Mr Fairweather reflected on the recent inaugural Olympic eSports Series event, held in collaboration with ten other International Federations, involved 192,000 tennis gamers and progressed to in-person finals held in Singapore in June this year. Mr Fairweather revealed that the IOC has pleasingly extended an invitation to the ITF to be part of this event on an annual basis. Mr Fairweather explained that the ITF now also has its own eSports brand, and the World Tennis eChampionships will be launched later this year.

In terms of inclusivity and gender diversity, Mr Fairweather confirmed more steps are being taken with the 'Advantage All' gender equality programme and was pleased to announce that 85 Nations and Regions have pledged to support and empower women in tennis in those countries and Mr Fairweather looked forward to engaging with Nations on the 'men as allies' initiative.

Mr Fairweather commented that a welcoming environment is vital in attracting new audiences and generating new ideas to grow the sport. Mr Fairweather stated the ITF and the Member Nations are constantly adapting to change and facing challenges together and finding solutions via engagement and interaction. Mr Fairweather commented that communication is a key aspect of this. Mr Fairweather concluded by stating that the ITF and the Nations are making great progress together in the mission to deliver tennis for future generations.

Mr Fairweather expressed his thanks and closed.

## MAJOR EVENTS

The President commented that historic changes have been made in relation to the ITF's Major Events over the last four years. The changes have altered the format of the competitions themselves and delivered record levels of income back to the competing Nations. The President provided an update on Major Events:

1. **Hopman Cup** – the President commented on the new home for the July 2023 edition in Nice, France, as the event took place this year for the first time since January 2019. ITF partnered with Tennium to bring the ITF's international mixed team competition back to the international calendar. The competition took place at the Nice Lawn Tennis Club and comprised six teams from Belgium, Croatia, Denmark, France, Spain and Switzerland, with a strong field of players headed by Wimbledon men's singles champion Carlos Alcaraz. The President confirmed the event was broadcast live and free to air on French television and internationally broadcast to more than 170 territories by 13 different broadcast partners. Croatia defeated Switzerland for its first Hopman Cup title since 1996. The President expressed his satisfaction at the return of the event.

Meanwhile, in 2023 the Davis Cup and the Billie Jean King Cup retained their statuses as the most popular and successful annual team competitions in men's and women's world sport.

2. **Davis Cup** – the President emphasised that the recent Davis Cup Finals Group Stages (despite what some have tried to suggest) were a success, with 95,000 fans in attendance

across the four ties in Bologna, Manchester, Split and Valencia, which was an impressive 30% increase on last year's attendance. The Valencia event was operated by the ITF team with support from events partner agency, Tennium. The Split event highlighted the importance of better engagement with National Associations in order successfully to market the ties. The President recognised areas to be improved. The President identified certain struggles with some sessions on the Tuesday, however he pledged to speak positively about the sport and the events. The President reiterated the mission of growing the Davis Cup for all Nations and providing a world class sports event. The President reported record levels of Nations payments and player prize money of \$7 million and \$15 million respectively. The President commented that Major Events play a major role in professional tennis, grass roots investment and growth. The President paid tribute to the work of the Davis Cup Committee, the Billie Jean King Cup Committee and the relevant Task Forces, led by Mr Mark Woodforde, Ms Katrina Adams and Mr Carlos Bravo.

The President invited Mr Mark Woodforde, Chair of the Davis Cup Committee, to the stage.

Mr Woodforde reflected on a memorable and important 2023 Davis Cup year. Mr Woodforde praised the efforts of the staff, the Committee and the Board in ensuring the success of the 2023 Davis Cup in the post Kosmos period. Mr Woodforde commented that the ITF took an enhanced role in the delivery of the Davis Cup Finals following Kosmos' departure.

Mr Woodforde stated that Davis Cup is the most popular annual team event across all sports and provided supporting statistics: 156 nations, 123 years, 900 plus athletes. Mr Woodforde commented that Davis Cup is a true global event with 900 matches a year culminating in the Malaga Final 8 event. Mr Woodforde reiterated how Davis Cup was able to bring top-level tennis to new cities and new venues whilst creating new national heroes. Mr Woodforde emphasised the strong player field in the Finals Group stages: Novak Djokovic, Cameron Norrie, Alex De Minaur, Tommy Paul, Frances Tiafoe, Lorenzo Musetti, all by way of example. Top 10 players involved in the lower Group Stages included Holger Rune and Stefanos Tsitsipas.

Mr Woodforde revealed almost 100,000 spectators were in attendance across the Finals Group Stages. Mr Woodforde also revealed some broadcasting statistics: 121 territories, 36 rights holders and an expected record number of viewers which is important for the success of the new format. Social media engagement figures revealed a significant increase from last year. Mr Woodforde commented on the draw for the Final 8 from November 21<sup>st</sup> onwards.

Mr Woodforde commented on the agreement with the ATP Tour, and how it cements the position of Davis Cup as the only men's international team tennis event and allows for closer collaboration with ATP and Grand Slam Board to the benefit of the competition. He outlined the detailed, review undertaken this year with independent consultants, of the current format against alternative approaches suggested by stakeholders. Four formats have been shortlisted for the final stages of the review which the new Board will oversee. The analysis compares formats using Nations numbers, player participation, audience and fan appeal, number of ties, commercial appeal, hosting ease as well as financial outcomes. The current format, according to independent analysis, is the only approach that enables current levels of player prize money and payments for Nations (\$22 million in total this year (a record high)). The project's final phase will consider ways to enhance the event for all stakeholders for 2025. The final report will be presented to the Board by the end of 2023. Mr Woodforde outlined preparations for the Malaga Final 8 event,

confirming that one third of tickets had been sold before all qualification slots were confirmed.

Mr Woodforde thanked Committee members, the ITF Executive, and ITF Staff for their hard work and support. Mr Woodforde extended an invitation to Nations to attend Malaga to experience an incredible week of tennis in person.

Mr Woodforde invited Ms Adams to the stage.

3. **Billie Jean King Cup** – Ms Adams commented on the 60<sup>th</sup> anniversary of the Billie Jean King Cup and its growth from the first event held at Queens in 1963 to the world's most popular women's annual team event. 2023 saw a record breaking 135 teams for 2023 Billie Jean King Cup, up by eight from last year. Over 500 athletes competed, culminating in the Finals in hosted in Seville for the first time this November.

Ms Adams was delighted to welcome Seville to the Billie Jean King Cup family, with the 2023 final to be hosted at Seville's Cartuja stadium, transformed as an indoor venue. Tickets have launched and great crowds are expected. 180 plus territories will be broadcasting the event on television.

Ms Adams commented on the Joint Venture with TWG revealed last month, a group owned by billionaire investor Mark Walter. Ms Adams described the Joint Venture as a game changing moment for the Billie Jean King Cup. Billie Jean King, founder of WTA Tour and Ilana Kloss, CEO of Billie Jean King Enterprises, are closely involved bringing their commercial and marketing experience of women's tennis on a global stage. TWG is committed to the success of the Billie Jean King Cup and what it represents as an equality platform for women beyond tennis and global leadership and women's empowerment. The agreement will turbo charge growth of the competition and will be beneficial for all stakeholders.

Ms Adams invited Mr Fairweather to the stage to speak about more details of the agreement.

Mr Fairweather praised Mr Walter's expertise and provided data and reference to support previous accomplishments and long-term franchise value of TWG. Mr Fairweather also noted investment into community through local avenues. Long term joint venture to grow the Billie Jean King Cup, no short-term exit. TWG only invest in premium brands, and it is proud of partnership on the Billie Jean King Cup. Leverage of other sports assets to grow the event, and build on the great legacy of the event, ensuring sustainable and equivalent prize money for women and global promotion of tennis.

Mr Fairweather described the structure and governance which gives ITF oversight and protection. ITF owns 51% of shares in the Joint Venture. Other 49% owned by BJK Cup Investor Holdings which is the TWG investment arm. Mr Fairweather described the role of BJK Cup Limited and the structure of board with three representatives each from the ITF and TWG. Executive team delivers against strategic direction. CEO to be appointed in due course. Joint ITF/TWG Working Groups. ITF retains control of the event regulations and event delivery and sporting and regulatory matters. Mr Fairweather confirmed that nothing changes in terms of the point of contact for Nations. ITF retains sporting and regulatory control of the event. There is one TWG observer added to BJK Cup Committee. TWG will have influence over reserved rights which have a commercial revenue impact. The amount of investment cannot be revealed but it is significant, and it will be used to drive growth. Commitment to equivalent prize money to Davis Cup and building a



dedicated high-performance team to maximise the potential of the event, and funding for capital growth investment e.g., digital competencies, year-round content, and operating costs. Mr Fairweather demonstrated the benefits to Nations from the new Billie Jean King Cup changes. In 2018, Nations received \$3.4 million across the competition. Equivalent figure for 2023 is \$17.7 million (over 4-fold increase on the 2018 figure). Mr Fairweather commented this is the impact that TWG will bring as a joint venture.

Mr Fairweather also informed that there are just 307 days until the Paris 2024 opening ceremony. Several site visits have taken place and preparation is progressing well for Olympic and Paralympic tennis events. Mr Fairweather was pleased to report tickets for the tennis event are already sold out, demonstrating the popularity of tennis in the Olympic programme.

Mr Fairweather commented that next year promises to be a spectacular year for the ITF Major Events. 2023 is a fantastic platform to build from. Priority is to deliver value for Member Nations. Mr Fairweather expressed his pride and gratitude to the ITF team for their contributions this year. Mr Fairweather reiterated the comments of Mr Woodforde in respect of recent challenges.

Mr Fairweather finished by thanking the Nations for their support in this critical area of the ITF's work.

Mr Fairweather invited questions from the floor:

#### **1. Mr Persio Maldonado (COTECC)**

Mr Maldonado extended his congratulations to President Carlos González and the Mexican Tennis Federation for hosting this wonderful event and expressed his pride at the event taking place in the region.

Mr Maldonado commented on digitalisation and the landscape ahead and proposed an idea for a digital channel for the whole world for tennis.

Secondly, Mr Maldonado commented on the governance structures across the Major Events, how many more venues will be able to host, and this ensures a financial future for these Nations. Mr Maldonado was very pleased to see these changes and expressed his gratitude to Mr Fairweather and congratulated the ITF for these hugely valued changes. Mr Maldonado referenced the funding increase in Billie Jean King Cup since 2018 and the rising participation figures expressed by Mr Fairweather in respect of the Billie Jean King Cup. Mr Maldonado highlighted the importance for all Nations to absorb and understand the impact of the changes. Mr Maldonado expressed hope that all Nations can harness benefits from the changes.

In response, Mr Fairweather thanked Mr Maldonado for his suggestion and announced the appointment of Ms Louise Booth as new Digital Director at the ITF to lead on the new initiatives.

#### **2. Mr Anil Dhupar (IND)**

Mr Dhupar praised the Board for its hard work in the development of tennis.

Mr Dhupar made two suggestions arising from experience of the Davis Cup in India. Is 45 pages of documentation required for security? Mr Dhupar suggested the Davis Cup Committee to review whether 45 pages for security is actually required.

Mr Dhupar commented that the draw ceremony is difficult for inviting the chief guest for the opening of the draw. Despite many requests to the ITF, this has not been granted. Mr Dhupar requests the existing and incoming Davis Cup Committee to look into this question.

In response, the President thanked Mr Dhupar and indicated the submissions would be put forward to the Davis Cup Committee and reiterated that certain rules are in place around dinners, events etc.

There was a break in proceedings for refreshments.

Mr Fairweather invited presentations from Mr Luca Santilli and Ms Jackie Nesbitt.

## **DEVELOPMENT**

### Development Programme – Mr Luca Santilli

Mr Santilli opened by praising the tennis event held yesterday and thanked the ITF Development Officers and the Mexican Tennis Federation's team.

Mr Santilli acknowledged that time, resources, passion, and dedication are all required to grow a sport from the grass roots to the highest level. Nations play a crucial role in providing the environment for stakeholders across the game to thrive. Mr Santilli reiterated the AGM theme: 'It Starts With You' How development strategy is to be brought to life. Hope a source of inspiration in your efforts to grow the game.

Work of National Associations is often away from limelight and face significant challenges. LS used the case study of resilience in Vanuatu following from the cyclones in the region. Great reminder of some of the real-life challenges faced by Nations. Takes resilience to rebuild and ITF will support Vanuatu.

Resilience also showed by the Nations in pandemic response and establishment of new Development Programmes, often in line with the six pillars of the ITF Development Strategy which are interdependent and provide direction for growth of the game. Nations with support and guidance ITF Development Officer and succeeded in linking pillars together to provide opportunities for growth in officiating, digitalisation, facilities, and new commercial partnership. Mr Santilli highlighted Africa as a region which has capitalised in its growth by using ITF World Tennis Tour tournaments as a springboard to support other areas of development. Importance of government involvement for growth, and promotion of region as a tourist destination. Rwanda Development Board, via the 'Visit Rwanda' tourist brand have partnered with high profile global football clubs to put Rwanda on the map as a fast-growing sports tourist destination. Now extended by hard work of the Rwandan Tennis Federation to establish 'Visit Rwanda' as a sponsor of the M25 Kigali tournament.

Mr Santilli recognised several other development stories from around the nations:

Uganda and Congo both enjoyed positive experiences after hosting international events. Uganda secured government funding after sharing data on the progress of performance of players. Congo raised funds fully to renovate a facility for four events and to be used as the national tennis centre.

The Georgian Tennis Federation has a strategic plan to secure funding to promote events as traction for tourism. Increased number of tournaments and new facilities. More tournaments can growth other areas e.g., officiating

Rwanda has its first White Badge referee, after new events provided Mr Ngurusu Desire with the required experience to be accepted into the officiating school programme. For Rwanda, more local trained officials reduced overall tournament hosting costs.

Burundi is an example of the benefits of hosting to enable a Nations' best players the opportunity to compete at home. Burundi hosted its first ITF World Tennis Tour event in Bujumbura, and home player Sada Nahimana competed on home soil for the first time. Mr Santilli explained how this led directly to an increase in club memberships and court bookings among the local population.

Turkmenistan hosted the ITF Asia 12 & Under Team Competition in June, with a record 4,000 spectators per day. Turkmenistan boys team made good use of home advantage to finish in second place.

Mr Santilli explored the requirements for regular hosting of tournaments in terms of a tournament management system within a nation, for the purposes of communicating with players, player database and data collection and transfer of data to the World Tennis Number Digital Platform. Mr Santilli emphasised the importance of digitalisation in driving the growth of tennis. Mr Santilli reiterated the availability of digitalisation grants.

Several nations have sent teams to ITF team events for the very first time. Mr Santilli cited the example Saudi Arabia's and Brunei's participation in February in the Billie Jean King Cup Juniors Pre-Qualifying Event in Sri Lanka. For Saudi Arabia, marked the first time the Nation has been represented by a female team in any ITF event.

Mr Santilli commented that events have role in many aspects of the development of the game via a 'domino effect' which touches many different stakeholders. The global coaching community is also growing along with player participation.

The ITF Academy, ITF's online platform for tennis education, continues to grow and currently has over 300,000 users on the platform. Provides a low-cost solution for Nations. Many of the 113 National Associations have signed up and use platform to run workshops and seminars. Myanmar used the platform to run continuous professional development workshops for its coaches. Colombia ran all its coach education activities via the ITF Academy, as did other Nations such as South Africa, Brazil, Iran, Ireland, Turkey, New Zealand, Bolivia, and Hong Kong. ITF Academy helps for streamlining the education programme and obtaining government recognition for many Nations.

Mr Santilli explained that the global Coaching Certification programme starts with the ITF Academy, with sessions often delivered in a blended format both virtually and face-to-face. Mr Santilli also explained the recent emphasis on certifying former players and national team captains through Coaching Advanced Player Certification courses. Abigail Tere-Apisah of Papua New Guinea was one of the coaches on one such course held in Valencia, Spain, and received Coaching Advanced Player Certification to become the first female coach in the Pacific Region with a Coaching Advanced Player Certification.

Mr Santilli explained that supporting the careers of female coaches is an important strand of the ITF's 'Advantage All' strategy. Current figure only 22% of the global tennis coaching community is female. Mr Santilli revealed the ITF's objective is to increase this figure to 30% in the first instance.

Mr Santilli highlighted the importance of the ITF Recognition programme to give credibility to national training centres and coach education systems and can result in additional funding and support from the Sports Ministry or Government. Currently, over 70 Nations have had their

coach education system recognised and this figure will soon be matched for national training centres.

Mr Santilli cited an example in Costa Rica in which the White Level Recognition for coach education system has helped to create structure for ongoing programmes and enables self-sufficiency in Play Tennis courses. Costa Rica is now targeting tutors for Bronze Level to enable self-sufficiency is coaching higher level players. Mr Santilli revealed that interest in the ITF National Training Centre Recognition Programme has grown significantly since introduction of White Level earlier this year and lots of applications in progress across all four levels. Lithuania National Training Centre was granted Silver Level back in early 2023 and have significantly extended the indoor facility.

Mr Santilli emphasised that ITF Facility Grants are available for Nations. Since previous AGM, Cuba, Bhutan and Jordan have all been awarded ITF Facility Grants. Since launch in 2017, total ITF support for existing facilities is \$1.74 million across 41 Nations. ITF's preferred court supplier California Sports Surfaces has been providing technical advice to National Associations across a range of projects, for example Cuban Tennis Federation court resurfacing. Non-profit organisation Kids on the Ball have also partnered with the Cuban Tennis Federation to deliver facility projects. Mr Santilli recommended Mr Alexander Ferrales Gonzalez, President of the Cuban Tennis Federation as a good point of contact for reference on this to discuss its own experience.

Mr Santilli recognised the positivity and patience of Mr Sterling Skilling, President of the Micronesia Lawn Tennis Federation who delivered two resurfaced courts after receiving the ITF Facility Grant despite several lock down related delays.

Mr Santilli set out the link between developmental support and performance results on the court. Mr Santilli referenced three recipients of the Grand Slam Player Development Programme grants:

1. Mexico's Rodrigo Pacheco Mendez who became the first player from Central America & Caribbean to become junior world No 1,
2. Peru's Lucciana Perez Alarcon who reached the girls singles final at Roland Garros to become the first Peruvian girl to reach a Junior Grand Slam Final; and
3. Brazil's Joao Fonseca won the 2023 US Open Boys Singles title and helped Brazil to its first Davis Cup juniors title in 2022.

To date, 75% of 2023 Grand Slam Player Development Programme ("GSPDP") recipients have improved their ranking during the 2023 season.

Mr Santilli also noted the success of GSPDP Touring Teams initiative and highlighted several impressive player and team performances.

Mr Santilli reflected on the ITF's Junior Tennis Initiative Programme. Currently 145 National Associations are involved – Guinea Conakry and Poland joining as active members in 2023. Key part of player development pathway and introduces children to the game. Yemen has developed is JTI programme despite several obstacles.

Mr Santilli praised Barbados, Belize, Bonaire, Jamaica, Curacao, and Ecuador for their creative efforts in commercialising and/or growing the game in their respective Nations. Mr Santilli emphasised that such resourcefulness is important to attract players to the sport amidst competition from other sports.

At last year's AGM, Nepal's application to transfer from Class C to Class B Share Membership was approved. Mr Santilli praised Nepal for its efforts and progress over a short period of time

in taking full advantage of its new membership status, particularly via the Subscription Fee Rebate Programme to invest in ITF Academy Membership.

Mr Santilli also recognised the following Nations that have transferred from Class C to Class B Share Membership since 2017:

Antigua & Barbuda, Aruba, Bhutan, Burundi, Congo DRC, Ethiopia, Guam, Haiti, Laos, Nicaragua, Macau, Maldives, Seychelles, and Tanzania

Mr Santilli closed by emphasising the importance of the work carried out by development officers, officials, tournament directors and the Nations in developing the game creating pathways for players. Mr Santilli emphasised the AGM theme 'It Starts With You' and expressed his excitement for what the new year will bring for the Member Nations.

Mr Santilli invited questions from the floor.

The President offered some brief words on the importance of work of Development for the ITF and then fielded questions and responses:

1. **Mr Gilbert Nibigirwe (BDI)** – thanked Mr Santilli and thanked ITF on behalf of the Burundi Tennis Federation for work on Development and announced Burundi will be launching a new national tennis centre.

In response, Mr Santilli acknowledged this news and expressed pride and pledged ITF's expertise in support of Burundi in its plans.

2. **Mr Persio Maldonado (COTECC)** – thanked Mr Santilli for his report and summary and praised the continuous hard work of the ITF Regional Development Team. Emphasised the importance of promotion and empowerment of Nations to lead in tennis development and not forget the crucial role of leadership by the Nations and what more can be done to train more leaders in management aspects across the sport.

In response, Mr Santilli mentioned launch of 15-hour course on club management for those connected via management of tennis clubs. Next step is to provide education and resources to national managers at all levels and then regional and international management, always using the ITF Academy.

3. **Mr David Samudio (COL)** – Mr Samudio praised the ITF Board for its hard work over the years. The Colombian Federation has a great responsibility for carrying out workshops in Bogota and Mr Samudio thanked the ITF for its support and development of tennis across the COSAT region.

4. **Mr Nabil Sheryak (ALG)** – reflected of collective effort and relationship between Algeria and the ITF and his aim to introduce a federal centre for development of tennis in the nation, lots of work to do and an action plan to spread the game throughout the nation and to promote training for coaches. Encouraged managers and leadership at the ITF to visit the nations. Football seen as the leader and visits of ITF create a 'lever' effect in the Regions.

In response, Mr Santilli pledged the ITF's support to Algeria for the development of the national tennis centre and expressed that the President is always very supportive of visits 'on the ground'.

5. **Ms Sandi Procter (GBR)** – thanked Mr Santilli for an excellent presentation and for sharing a lot of good news stories. Pleased to hear examples of development, particularly in juniors' tennis across of the world. Queried position on modified equipment (e.g., red,

orange, and green balls) and court sizes for other age demographics, such as green balls for adults?

In response, Mr Santilli expressed his support of introduction of green ball events at various age groups and explained this is supported by regulations, and the ITF participation group is looking at how to communicate this across nations more widely to encourage participation.

- 6. Mr Issa Mboup (SEN)** – thanked Mr Santilli for the presentation. He mentioned the 2026 Youth Olympic Games in Senegal and that tennis has a big role in this as one of the 35 sports. Mr Mboup would welcome ITF's support in the subsidy arrangements and help in developing infrastructure for the event. There is a ceiling in the subsidies. Mr Mboup welcomes future positive discrimination in order to build courts, ITF is visiting in near future, and an agreement in place with the FFT for collaboration.

In response, the President recognised the upcoming site visit and assured that discussions would take place re the size and scope of the project.

- 7. Mr Eziz Dovletov (TKM)** – thanked Mr Santilli for his presentation and thanked ITF on behalf of TKM for support with development in the nation, lots of goals achieved since 2018. Significant increase in recognised players, and certified coaches, one via Advanced Player Coaching programme and extended an invite to the ITF.

In response, Mr Santilli expressed his support for TKM throughout its journey and Mr Santilli emphasised the AGM theme: 'It Starts With You'.

- 8. Mr Mirzan Mahathir (MAS)** – thanked the Mexican Tennis Federation for an excellent job as hosts. Thanked Mr Santilli for efforts across the world and in Malaysia and in the region on development, through development officer Jonathan Stubbs. Recently held Administration and development workshop in which 32 nations attended from across Asia and lots of learning and value was gained across the National Associations. When events are held locally in different countries, it requires better communication with communities to raise awareness and support. It would be a shame for the events not to have full support. Requires better communications with the target audience and welcomed a focus on this area to increase effectiveness and more participation. Communication is a crucial skill for National Associations.

In response, Mr Santilli praised MAS for its active development and progress and noted the point around better communication pledged to discuss internally and revert, acknowledging that there is always room for improvement.

- 9. Mr Rafael Westrupp (BRA & COSAT)** – congratulated Mr Santilli for the presentation. Mr Westrupp suggested an idea to the ITF in respect of development of coaches for the transition from Juniors to Seniors competition, citing the example of the coach of Joao Fonseca who will be facing the professional circuit soon. Idea of a Level-4 coaching programme for development of coaches in the regions to match the quality of other coaching programmes available.

In response, Mr Santilli thanked Mr Westrupp for his suggestion around pathway for coach development and looked forward to the upcoming World Coaches Conference in Bogota, Colombia, which will touch on similar themes. Mr Santilli expressed enthusiasm for the suggestion and commented it was for certainly one for further discussion with Miguel Crespo and team and Mr Westrupp and team.

**10. Dr Brian Hainline (USTA)** – thanked Mr Santilli for all his team’s work. First, reiterated the opportunity in development of red and orange ball tennis to encourage increased participation across all age ranges and across varying levels of physical abilities in the population. Secondly, a question on degree to which we are using the known physiological benefits of tennis (proven via two large epidemiologic studies) to engage with governments across the world to promote health and economic benefits for better funding in the sport. Tennis is the healthiest sport in the world and proven to increase longevity, and the ITF is in a unique position to change society through that platform.

In response, Mr Santilli thanked Mr Hainline for his comments and agreed that promoting tennis as the healthiest sport in the world was very important. As part of next phase of the ITF’s strategy, Mr Santilli expressed his wish to develop a proper plan for engagement with governments for health and well-being of the ageing population.

The President reiterated his support of Mr Hainline’s suggestion as Chair of Sports Science & Medicine Commission and indicated that the suggestion is certainly well received. Evidence from the Andalusian region about the health and well-being benefits of tennis and lots of work needs to be consolidated and sent out to the nations.

**11. Ms Fatime Kante (SEY)** – Echoed the views of other delegates in terms of congratulations to the ITF and gratitude for the work of Mr Santilli on the facility grant given to the Seychelles. Renovation underway shortly. Government’s commitment in financing the work is already underway and thanked Mr Santilli for his support and patience. Is there a specific time frame for extension of requests for funding to support more facilities? Is there a revised mechanism for increment of funding offered towards different nations.

In response, Mr Santilli pledged support for the remainder of the project in the Seychelles. There is flexibility to extend support. Always happy to explore improvements to processes so let’s take this suggestion offline.

The President closed the session and thanked Mr Santilli and the Nations for the engagement. The President also acknowledged and thanked the Grand Slam nations for their continued investment with the ITF on the Grand Slam Development Programme.

## **TOURS AND PLAYER PATHWAY**

Ms Jackie Nesbitt – Senior Executive Director, Tours & Player Pathway, and Mr Andrew Moss – Head, World Tennis Tour, Strategy & Pathway.

### **Masters Tour**

Ms Nesbitt referenced the health benefits of tennis which are seen on a daily basis across the Masters Tour. Players enjoying competition and friendship and tennis as a ‘sport for life’. Ms Nesbitt commented on Mr Henry Young who plans to travel from Australia to Spain to participate in the World Championships in which case he will become the oldest ever competitor in an ITF event as he is turning 100 years old in a few days’ time. Mr Young captures why tennis truly is a sport for life and so important to many people. Ms Nesbitt reported that Masters players make up the ITF’s largest playing community. The previous strategy saw a successful rebrand from Seniors to Masters and a drive to increase number of tournaments at all levels and to increase number of countries as hosts. There has been a huge uplift in number of Masters players due to these initiatives, all carried out with the help of the Nations.

Ms Nesbitt recalled sharing the updated strategic plan with the Nations earlier in the year and the goal of making tennis the world's leading sport for over 30s. Ms Nesbitt shared the latest statistics from this year, and they are encouraging. Over 500 tournaments in 70 countries with 40,000 players from 151 different nations.

Ms Nesbitt clarified that under the Masters Tour banner, the intention is to move away from tennis for older players, in favour 'age-group' competition. The five-year age group gap is working well and encourages appropriate competition and encourages participation. Players play for health and fitness benefits, and these are clear motivators. Ms Nesbitt provided details on the recent studies (also mentioned previously by Dr Hainline (USTA)) which emphasised the life expectancy gain benefit of tennis, which is some distance ahead of other sports and a great selling point for our sport.

Ms Nesbitt commented that Masters Tour is delivering well for players. The number of tournaments is up 25% from 2017, from 402 to the current total of 510 tournaments. There has been a 60% increase in number Masters players over same period, up to 40,000 players. Ms Nesbitt revealed the target of 100,000 players over the term of the current plan (by 2026). Ms Nesbitt commented on the crucial role of adequate tournament supply, which in turn is where assistance from Nations is vital. Ms Nesbitt reiterated the AGM theme: 'It Starts With You'. Ms Nesbitt asked for the help of the Nations to raise awareness of the Masters Tour and for more tournaments. Ms Nesbitt notes that tournaments are often profitable. Flexible formats and short tournaments are encouraged (e.g., 3-day events to fit around other commitments). Focus on growth in the lower age range of the Masters spectrum (e.g., 30-35 age group). Attract individuals and retain them within the Masters Tour. A real strength of the Tour is doubles and the ITF recognises this. Rankings in all age groups in Men's, Women's and Mixed. Doubles only events are now permitted as part of the Masters Tour and this is an effective way to introduce Masters events into clubs.

Ms Nesbitt recognised the Masters Tour needs a strong presence throughout the regions. North and Central America was prioritised in the previous strategy as a region in which to drive growth. Strong growth from 26 tournaments in 2017 to 106 tournaments this year in this region. Ms Nesbitt congratulated the region. Asia is the next focus for growth over the next 3-4 years. Ms Nesbitt was pleased to report that the 2024 Masters World Team and Individual World Championships for participants in the 45s age-group will be held in Tokyo, Japan, which is the first time the event will take place in Asia and is a highly anticipated event for all concerned.

Ms Nesbitt described the plan for the Masters Tour which can be summarised in four key points, with an emphasis on growth:

1. Explosion of local tournaments
2. Engaging with younger players
3. Promoting doubles events
4. Targeted focus on key nations and regions

## **Beach Tennis**

Ms Nesbitt showed a brief video to provide delegates with a sense of beach tennis at the highest level and the ITF's events in this space.

Ms Nesbitt revealed that the Beach Tour was the hardest hit of the ITF's Tours during the pandemic period. Despite this, ITF Beach Tennis Tour is now pleasingly back towards where it needs to be in terms of tournament numbers. Previously Europe dominated and a peak of



314 tournaments was enjoyed in 2017. There are now 275 tournaments in total and a more balanced calendar across the world. 34 nations are actively hosting, with all regions represented. South America, led by Brazil, now leads the way.

Ms Nesbitt was pleased to report good progress amongst the Caribbean nations, which are increasingly active and are devoting considerable time and effort to Beach Tennis activities. Low facility cost and small footprint for beach tennis is tailor-made for island nations and those nations looking to attract new players to the sport. Aruba and Puerto Rico are now within the top 5 nations for beach tennis activity. Both have close relations with their tourist boards which is great for raising awareness of the sport and great for filling hotels in the off-season. Aruba and Puerto Rico are inspiring other nations in the region. Ms Nesbitt also highlighted other examples of significant progress in beach tennis amongst the Caribbean nations, including a development programme in Grenada.

Ms Nesbitt commented that beach tennis is different, explosive, vibrant and offers an affordable opportunity to stage top-level events containing some of the world's best players. ITF's major goals for beach tennis include:

1. Raising the Tour profile
2. Raising the profile of players and hosts
3. Attracting promoters and broadcasters

Introduction of top level 'Sand Series' events in 2021 was an important part of this plan. Seven Sand Series Events were held this year, all with prize money uplifted from \$35,000 to \$50,000. Ms Nesbitt reported that the plan for 2024 is to hold eight Sand Series Events and a Sand-Series Year-End Finals for the first time, and improved narrative of the race to qualify for the Finals. Sand Series provides an important opportunity to work with broadcasters, important to raise the profile of tour and sport. ITF made investments in live broadcasts and news reels as part of an awareness campaign, resulting in almost 300% increase in live TV and streaming views versus last year. Three times increase in the number of nations (now 154 in total) broadcasting live or highlights this year. It is important to assist players to raise their profiles to drive earnings via off-court endorsements. Top ranked athletes in beach tennis attract a similar numbers of Instagram followers as per beach volleyball counterparts, which marks good progress.

Ms Nesbitt revealed there has been much focus on improving the calendar structure and prize money, achieved through the support of the Nations. Tour prize money in 2023 stands at just under \$1.4 million (up from circa \$558,000 in 2017). Increase is seen across all tiers from entry level to elite. BT50s (entry-level tournaments) have doubled in prize money since 2017. We have also seen a 50% increase in number of tournaments and a tripling of overall prize money in BT100s and above tournaments over the same period. Ms Nesbitt commented on the launch of two new aspirational categories of Sand Series tournaments this year: "Sand Series 75" and "Sand Series 100". If the opportunity is grasped to host the first \$100,000 beach tennis event, the overall tour prize money could exceed the \$1.5 million mark in 2024.

Ms Nesbitt emphasised that the ITF is aware of the importance of developing a stronger playing base worldwide. Adequate coaching in all regions is key. The Play Beach Tennis Coaching Certification Programme was launched this year, which a successful pilot held in June, attended by representatives from nine nations. A second course is planned for Thailand in November. The course will be offered to other regions next year, and plans are in place to introduce beginner, intermediate and advanced certifications over the next few years.

Ms Nesbitt closed the section by reiterating that beach tennis is a great and unique sport; the ITF has the support of the world's best players; ITF beach tennis has come some way since 2012 and while more progress is needed, there is great opportunity for growth in this space.

### **Wheelchair Tennis**

Ms Nesbitt quoted Nelson Mandela: "Sport awakens hope", in relation to the power of sport to improve physical health, mental health and education and the particular relevance of this to individuals with a disability, where participation in sport can be enormously beneficial.

ITF's mission is to enhance lives through Wheelchair Tennis. Governance is crucial to fair and transparent competition and indeed integrity is key a pillar of ITF 2024. Ms Nesbitt emphasised the importance of athletes being confident that they are competing against eligible opponents, who are assigned to the correct sport class. Ms Nesbitt reported that Phase 1 – the review of Wheelchair Classification Rules and complying with IPC's mandatory Code has been successfully concluded. Athletes can no longer self-certify, and all athletes are assessed prior to competition (circa 900 athletes thus far). Phase 2, due to be completed next year, is focused on a review of the number of sport classes (currently "open" and "quad"), and determining the effective start and stop point for each class.

The Wheelchair tour is growing steadily. A record number of tournaments will be delivered in 2023 (more than 170), offering total prize money of \$5.5 million (up from \$2.2 million in 2016). Ms Nesbitt highlighted the important contribution of the Grand Slams, including their support for the Grand Slam Player Development Fund. ITF have also given circa \$2 million in funding for development of the sport since 2017, providing tennis chairs in new regions and assisting coaching and player activation opportunities.

Ms Nesbitt commented there is room to do more, given the number of individuals with mobility disability worldwide. There is enormous scope to embrace more athletes and positively impact people through tennis. Currently 41 Member Nations host Wheelchair tennis tournaments. Ms Nesbitt invited other nations to join.

Ms Nesbitt commented on several players and their individual stories, including Dylan Alcott of Australia, Diede de Groot of the Netherlands (Ms Nesbitt extended her thanks to the USTA for their appreciation of Diede de Groot's victory at the US Open for her third consecutive Grand Slam), Shingo Kunieda of Japan and Great Britain's Alfie Hewett and Gordon Reid.

Ms Nesbitt expressed desire to boost player numbers. Key to this is demonstrating a career path, the current tour is a solid foundation but needs a clearer and more integrated player pathway. Building on integration of wheelchair events with the Grand Slams, and ATP and WTA tournament partners. Putting leading players in the tennis spotlight on a regular basis. Ms Nesbitt showed a video of Men's Wheelchair Doubles Final at the Championships, Wimbledon, 2023. Ms Nesbitt once again thanked the Grand Slams for what they have done and reaffirmed the ITF's commitment to do the best for athletes.

Ms Nesbitt concluded the section by thanking Ms Salma Mouelhi Guizani for her support for Masters tennis, Mr Aleksei Selivanenko for his passion for beach tennis, and to Mr Martin Corrie for driving the team to do better and better for wheelchair athletes.

Ms Nesbitt handed over to Mr Moss.

Mr Moss presented on Junior and Professional tennis and the importance of the player pathway.

## **Juniors**

Mr Moss described the ITF World Tennis Juniors Tour as a proven route to the top of the sport e.g., Carlos Alcaraz and Coco Gauff as players progressing from ITF Juniors competition to the top of the sport. Last year's changes to naming structure to Juniors tournaments has been well received and Mr Moss explained the targeted strategy for the three tiers.

Reach is a great strength of the Tour. Over 130 nations hosting events and 915 tournaments (104% increase since 2016). Wanting to add more countries and optimise calendars. Player care is crucial and starts early and excellent progress on player education. Three mandatory courses on ITF Academy platform on regulations, integrity and hopefully safeguarding in the future.

The best players are fast tracked to compete in professional events, via links to the ATP as established by the Junior Accelerator Programme in 2023 in collaboration with the ATP. Mr Moss cited Dino Prizmic of Croatia as an example of a beneficiary of this Programme. Introduction of new women's \$40,000 category to give top 10 girls an opportunity at this level. Mr Moss cited example of Celine Naef of Switzerland as a beneficiary of this programme. Mr Moss was pleased to announce the ITF World Tennis Tour Junior Finals have been reintroduced for this year, to take place in Chengdu, China. Travel grants available to support pro careers. Junior Reserved entries since 2019 in \$15,000 category tournaments have been hugely successful.

Mr Moss set out several examples to demonstrate that the existing junior pathway does work. Mr Moss recognised talent can come through at different times. ITF announced a pathway programme for elite American college women, designed in collaboration with the WTA.

Mr Moss explained the introduction of World Tennis Number as a selection criterion for Juniors Tour events, replacing previous national ranking and unranked selection procedures. A future objective is to use World Tennis Number in WTT acceptance after ATP and WTA rankings. Reduction of player costs and reduction of integrity risk by having a minimum standard in professional tennis. Initial discussions with ATP and WTA are promising and Mr Moss promised to keep Nations updated.

## **World Tennis Tour**

Mr Moss commented on the improvement in the relationship and engagement between ITF and the National Associations in the post covid era and adding of material value to the Tour by joint financial investment. Record prize money in the Men's and Women's WTT in 2023. Women's Tour has seen a 50% increase in overall prize money since 2016, driven by record tournament numbers at higher prize money levels. There are more tournaments than any time in the last 6 years. Mr Moss expressed his thanks to the Nations. Mr Moss acknowledged high costs in managing a professional tennis career, but the WTT is moving in right direction.

Mr Moss reflected on the gender parity goal from the 2022 AGM in Glasgow which targeted making Women's WTT equivalent to the ATP Challenger Tour for men, in three parts: number of tournaments, prize money and player hospitality. ITF is delivering on each of these pillars. Mr Moss provided statistics to evidence this: 185 women's equivalent events in 2023 (compared to 195 ATP Challenger events), introduction of W40 category (52 new tournaments here) and retention of W60 tournament numbers a record 22 W100 tournaments. Introduction of mandatory accommodation at W80 and W100 levels introduced to help players manage costs. Strategy is to develop mandatory hospitality at W60 level in due course. On prize money, Mr Moss revealed the equivalent group of women's tournaments in 2023 generated highest overall prize money in history at \$12.9 million and in the first half this year, women

players had equal earning capacity compared with Challengers in 2022. Mr Moss pledged to strive for further improvements in this area. Focused on players meeting the costs of competition at the lower levels. Mr Moss revealed the ITF is carrying out a review to focus on players' income and expenditure and how more players can cover costs via prize money.

Mr Moss reiterated the ITF's mission to broaden opportunity. Mr Moss revealed at least 75 different nations will host WTT tournaments in 2023. The WTT welcomed back China as a tournament host after covid restrictions were lifted and WTT has seen strong growth in Africa, with Burundi, Congo, Rwanda, and Kenya all organising \$25,000 tournaments for the first time and Ethiopia hosting for the first time ever. Mr Moss expressed the ITF's wish for all countries who host a junior event to also organise a professional tournament and pledged the ITF's support in making this a reality.

Mr Moss highlighted the use of social media to raise the profile of the WTT, including an additional Instagram page run by the ITF's women's player panel. Mr Moss thanked Mr Mark Woodforde and Ms Mary Pierce for their work as leaders of the player panels. Mr Moss commented on initiatives which have improved the overall standards and relationships on the WTT, including tournament visits by ITF staff, weekly player feedback surveys, healthcare initiatives and pre-tournament calls to ensure the highest standards at the highest profile women's tournaments. Mr Moss stated that the WTT is in the best place it has ever been, and Mr Moss thanked the nations for their investment and collaboration. Mr Moss is very optimistic for the future of the WTT. Mr Moss highlighted the ITF's recent announcement of a new data rights partnership with Infront which will cover WTT (plus Davis Cup and Billie Jean King Cup).

Mr Moss revealed a significant restructuring of WTA ranking points at ITF level and the revised naming of events in the Women's WTT to align with rest of professional tennis. From 2024, Women's WTT events will now be known by the ranking points available to the winner, not total prize money. Mr Moss clarified that there will be no prize money changes for 2024, just a change in naming of the tournament. No W80 category next year, existing events will be brought up to W100 level. Mr Moss suggested these changes will bring much needed clarity to professional tennis for fans, improve marketability for tournament organisers and provide a more logical pathway for players.

Mr Moss commented that WTT funding will allow ITF to continue to deliver on its objectives next year. Mr Moss confirmed data rights will remain at the same level for next year. Balanced Calendar Fund investment will promote prize money upgrades, development funding and hospitality grants.

Mr Moss commented that innovation is at the heart of the strategy. Exploring extended series concept. For example, Tennis Slovenia will provide tournaments along the national rail network with strong local and national government support. With a mandate to reduce carbon footprint and benefit players, the French Tennis Federation is revising its own WTT tournament calendar to save significant amounts of travel. Sustainability impact and better for players in terms of preparation recovery. Mr Moss suggested this is a glimpse of the tours' direction in future years.

Mr Moss thanked the Chairs of the Junior and Professional Committees. Mr Moss also thanked the committee members serving on those Committees. Mr Moss commented that the achievements have been carried out through collaboration and looked forward to doing more together in the future.

Mr Moss expressed his thanks and closed.

The President invited comments from the floor:

1. **Mr Rafael Westrupp (BRA & COSAT)** – thanked Mr Moss for his presentation, praised the change of structure in WTT Women’s tournaments but requested more information regarding the points breakdown and prize money.

Mr Moss reiterated there will be no change in respect of prize money. It is the points categories that are changing. There will be continued monitoring and there will be detailed communications with National Associations in due course.

2. **Dr Brian Hainline (USTA)** – Dr Hainline made an announcement in response to Ms Nesbitt’s excellent presentation on wheelchair tennis. Mr Hainline announced the National Collegiate Athletic Association (“NCAA”) has placed wheelchair tennis as an ‘emerging sport’ which could progress to an NCAA ‘official sport’ in the near future with implications on American college attendance, scholarships etc.

The President hailed this as great news for the international footprint of the sport, as well as the national footprint.

3. **Mr Persio Maldonado, COTECC** – Mr Maldonado thanked Ms Nesbitt and Mr Moss for the presentations and their willingness to collaborate on these events and initiatives. What is the scope of the ITF’s agreement with the ATP to regulate the M25 tournaments?

Mr Moss confirmed there is currently an agreement between ATP and ITF to limit the number of Men’s \$25,000 tournaments each week. There is however flexibility within the arrangement and ITF can request an increase from the ATP so no direct impact on the hosting. Your Federation’s ability to host across different months greatly appreciated by the ITF. There is no material change to the total number of tournaments, and Mr Moss reiterated the overall record numbers in 2023. Mr Moss concluded the agreement serves a helpful purpose.

4. **Mr Anil Dhupar (IND)** – Mr Dhupar praised the ITF team for its strong work in raising tournament numbers and highlighted growth in India. Mr Dhupar invited ITF officials, in particular Mr Moss, to visit India for the purposes of exploring how more effectively to connect tournaments and discuss the possibility of more tournaments.

Mr Moss thanked Mr Dhupar and commented that he intends to visit India in November as part of the tournament visit programme and explored the ITF’s role in unlocking public sector investment by explaining the value of tournaments.

5. **Mr Abdelaziz Laarraf (MAR)** – Mr Laarraf expressed his scepticism of the distribution of ranking points as part of the new Women’s WTT tournament restructuring. Mr Laarraf asked for the table from the presentation to be shared. Also, hospitality requirements for certain tournaments increased the budget and caused problems for tournaments in Morocco. Mr Laarraf asked if there is a transition period and any idea regarding the specifications for umpires compared to the tournaments at \$40,000, \$60,000 and \$80,000 level.

Mr Moss explained that the table showing distribution of ranking points for the women’s WTT events will be shared and there will also be webinars for the Federations fully to explain the changes in due course. Mr Moss set out an example of the new rankings points and prize money system but reiterated the need for a webinar with the Nations and the need for a clearer table. Regarding hospitality, Mr Moss pledged to address the gender disparity and the subsidies for hospitalities will be maintained at the current level.

Regarding umpires, noted the demands from the ATP on this and Mr Moss acknowledged this issue needs further consideration.

There were no further comments from the floor.

The President thanked Ms Nesbitt and Mr Moss and handed over to Mr Fairweather. Mr Fairweather thanked everyone and noted some of the key themes of the session. Mr Fairweather thanked all the Committees and all Committee members and Chairs. Mr Fairweather suggested that the ITF is only starting to scratch the surface and considered what else can be achieved by better coordination and penetration of the tennis community. Mr Fairweather reiterated the AGM theme 'It Starts With You' and commented that the ITF is just getting started.

Mr Fairweather expressed his thanks and closed the session with some further housekeeping points. Mr Fairweather confirmed that the candidate mandate session will follow in the afternoon.

## ITF ANNUAL GENERAL MEETING – 24 SEPTEMBER 2023

### OPENING ADDRESS

The President addressed the ITF Honorary Life Counsellors, Honorary Life Presidents, Counsellors, National Association Presidents, General Secretaries, and delegates and welcomed them all to the 2023 ITF AGM. The President thanked all for their commitment in attending the AGM in Cancun to conduct the important business of the ITF.

Mr Fairweather confirmed there was a quorum established as per Article 18(b) of the Constitution – of 213 Member Nations in total, 147 Nations represented in the meeting by a total of 248 delegates. Together with companions, other representatives and ITF staff, the number of attendees in total was 344. The voting delegates were identified and verified in registration in accordance with Article 18(e)(i) of the Constitution. There were 135 Class B Nations registered, holding over half the Class B shares. Mr Fairweather confirmed 444 of the total number of 485 shares were registered. There were 12 Class C Nations in attendance.

As customary, the President introduced a welcome message from Mr Thomas Bach, President of the International Olympic Committee.

Mr Bach commented on exciting times ahead with Paris 2024 less than a year away. More inclusive, more urban, more sustainable. First Olympic Games with complete gender parity. Tennis and the athletes will play an important role in the Games. Tennis and the Olympic Games goes back to 1896. The next chapter will be written at the iconic Roland Garros venue next year. Mr Bach commented on the ITF Strategy the work of the ITF and its promotion of Olympic values across the globe. The IOC and the ITF are working together on Olympic Agenda 2020 + 5, looking at how the Games will contribute to the UN Sustainable Development Goals. Mr Bach congratulated and thanked everyone at the ITF for supporting the athletes and promoting the shared Olympic vision. Sport can offer a contribution to peace and can build bridges and can foster a pathway between people and nations. Athletes will respect the rules and the Olympic Charter. Mr Bach thanked all the tennis community for setting an example in displaying Olympic values. Sport must build bridges and not deepen division. Mr Bach commented on the ITF AGM theme: 'It Starts With You'. In line with the Olympic spirit, Mr Bach wished fruitful discussions and a successful AGM.

The President thanked Mr Bach for sending this personal message.

The President declared the 2023 ITF AGM open.

The President recapped the review of the year in yesterday's ITF Conference and reiterated the theme of the 2023 AGM: 'It Starts With You'. The President reiterated the great work of the Nations and Regions in developing the game across the world and the President expressed his thanks.

The President provided a short update on Russia and Belarus and the ongoing war in Ukraine, a clear violation of the Olympic Charter. Last year, the ITF Board imposed sanctions against the Russian Tennis Federation and Belarus Tennis Federation by removing both nations from ITF international team competitions and suspending Russia and Belarus from ITF membership indefinitely. The President confirmed that at the ITF EGM in May 2022, the Council approved the suspensions. The President confirmed that the sanctions remain firmly in place. The President emphasised that the ITF strongly opposes the actions taken by Russia and Belarus and pledged the ITF's support to Ukraine and its athletes in competing around the world and rebuilding of tennis infrastructure when feasible. The Board of Director recommends the

support of nations in waiving Ukraine's 2023 membership fees in the upcoming Ukraine Resolution. The upcoming IOC Session in Mumbai will provide an update in respect of the Olympic and Paralympic Games in Paris 2024 and the President pledged to keep the ITF family informed of any developments from that meeting.

## **AGM AGENDA**

The President reported the following apologies.

Apologies received from the Yemen Tennis Federation.

Apologies received from Francesco Ricci Bitti, Camilo Perez Lopez Moreira, Geoff Pollard, Lucy Garvin, and Bulat Utemuratov.

The President acknowledged the presence of Honorary Life Counsellors present: Ismail El Shafei, Sergio Elias, Alvaro Pena.

The President confirmed the appointment of Richard Bush, Partner at Bird & Bird LLP, as Parliamentarian to assist with the smooth running of the meeting.

The President requested nominations for the role of Scrutineers in accordance with Article 18(f) of the Constitution to scrutinise the election process, not the voting delegates of each nation. Three scrutineers required.

Nigel Niles (GUY) nominated Cristy Campbell (GUY).

Mohammad Tahir (PAK) nominated Mohammad Ali Murtaza (PAK).

Karin Dalbak (NOR) nominated Aslak Paulsen (NOR).

The President was thankful for the nominations received and the appointment of the three Scrutineers was confirmed by way of a show of hands.

The appointed Scrutineers were asked to move to the Scrutineer table.

The President explained that an electronic voting will be used and explained where to find voting instructions and set out the voting procedure for delegates and explained how to vote electronically using the smart cards.

The President ran a test vote to check that voting delegates were comfortable with the voting system.

The President ran a second test vote to ensure that voting delegates were comfortable with the voting system.

The Minutes of the ITF 2022 AGM were approved.

The President called for a minute's silence to pay respects to family, friends and colleagues who passed away over the last year and who have contributed to the sport of tennis in many ways over the years. The President thanked all for their compassion and took a moment to recognise the recent flooding and tragic deaths in Morocco and Libya and sent thoughts and prayers to those nations.



## **FINANCE**

The President expressed his thanks to Mr Rene Stammbach, ITF Vice President and Chair of the Finance and Audit Committee, and the Committee, for their work over the past few years and highlighted the importance of this work and passed over to Mr Stammbach and Mr Dominic Anghileri, Senior Executive Director – Finance & Administration, for formal presentation of the 2022 ITF Financial Accounts.

Mr Stammbach set out an overview of the presentation and informed that questions would be taken at the end.

### 2022 Results

Mr Stammbach confirmed the 2022 Annual Report and Financial Statements of the ITF Trust have been published on the ITF website, including the audited accounts for ITF Licensing (UK) Limited. These documents comprise the entire group of companies which make up the ITF. No activities fall outside of these accounts. Mr Stammbach confirmed all financial statements presented comply with international accounting standards and are independently audited by PwC LLP under international auditing standards. PwC LLP have confirmed there were no issues to be brought before the Board.

Mr Anghileri provided an update on ITF financial performance in 2022. The 2022 Budget approved by the Board in November 2021, showed a net cost of Operating Activities of \$5.8 million (\$87.5 million Operating Income and \$93.2 million Operating Expenses). Mr Anghileri confirmed the Board gave its approval on the basis that operating income excluded \$12 million of Billie Jean King Cup fees in dispute at that time but as ITF was confident of receipt, prize money and participation payments were maintained at 2021 levels. The statutory accounts also excluded Davis Cup player prize money paid directly to players.

Mr Anghileri reiterated the ITF's commitment to continued investment in strategic projects, with a budget of \$3.3 million for the year, primarily in respect of World Tennis Number and the WTT and Player Pathway. The World Tennis Number project is a service to National Associations and investment in the WTT and Player Pathway is crucial for access to tournaments at all levels and provides a clear pathway for progression.

Mr Anghileri commented that the budget for Investing Activities of \$1.6 million reflected a conservative assumption of income generated from ITF's investment portfolios, and overall budget showed a drawdown from reserves of \$7.5 million in the year, directly attributable to the exclusion of the Billie Jean King Cup fees.

Mr Anghileri confirmed Budgeted Closing Net Assets of \$36.5 million.

Mr Anghileri confirmed that having received outstanding Billie Jean King Cup fees, the actual Operating Income increased to \$98.3 million while expenditure remained relatively flat, giving a net surplus from Operating Activities of \$5.6 million, more than sufficient to cover actual expenditure on Strategic projects (\$3 million).

Mr Anghileri reported that, unfortunately, having achieved exceptional returns in recent years, Investment Activities suffered losses of \$5.1 million, reflecting global financial markets. Mr Anghileri confirmed this resulted in an overall deficit of \$2.5 million, which was \$5 million less than the draw down from reserves anticipated in the budget. The annual revaluation adjustment for foreign exchange hedges further reduced Net Assets to \$40.2 million, which is still \$3.7 million better than budget and comfortably above minimum level of reserves agreed by the Board.

Mr Anghileri passed back to Mr Stammbach.

Mr Stammbach reiterated the net surplus from Operating Activities of \$5.6 million is a good thing. Mr Stammbach reiterated all figures by way of summary.

Mr Stammbach passed back to Mr Anghileri.

### 2023 Budget

Mr Anghileri summarised the Budget for 2023 (approved by the Board in November 2022).

The Budget for Operating Activities for 2023 expects an operating surplus of \$0.7 million, with reductions in income and costs reflecting structural changes in Billie Jean King Cup with the Joint Venture; the 2023 Budget excludes the net costs for the Billie Jean King Cup. The figure includes expected income and expenditure from the Davis Cup.

Mr Anghileri confirmed the ITF remains committed to strategic activities. The Strategic activities budget is \$1.3 million for World Tennis Number and \$2.6 million for WTT and Player Pathway and include net a \$400,000 investment into the Billie Jean King Cup Joint Venture.

On Investment Activities, net gain was budgeted at \$1 million and leads to an overall budget deficit of \$2.6 million with net assets budgeted to fall to \$37.9 million, which can be entirely attributed to the level of reserves agreed to fund strategic projects.

Mr Anghileri commented on the end of the relationship with Kosmos and securing considerable external investment for the Billie Jean King Cup and the ever-changing financial landscape. Mr Anghileri reported that the ITF is confident that the changes in respect of Davis Cup and Billie Jean King Cup provide a foundation for future success in both events.

Mr Anghileri revealed the 2023 Mid-Year Review shows a forecast of income and costs from Davis Cup in lieu of license fees with the impact of improving the net Operating Activities figure by \$2 million (to an overall surplus of \$2.7 million). Mr Anghileri confirmed ongoing work with RFET and Tennium, and expressed thanks to local governments in Malaga and Valencia for their financial support. Mr Anghileri also expressed his thanks to all National Associations involved across all levels of the Davis Cup and Billie Jean King Cup competitions, and also the Hopman Cup.

Mr Anghileri revealed from the 2023 Mid-Year Review that strategic projects are on target to be delivered below budget at \$3.8 million and thankfully, the investment portfolios are achieving gains in excess of the budget. At the mid-year point, the estimated net gains stood at \$2.2 million resulting in the current expected result of \$1.2 million. Mr Anghileri confirmed that, as always, the year-end figure remains subject to final foreign exchange adjustments, which are expected to be positive this year. Mr Anghileri also reported estimated net assets rising to \$41.4 million.

Mr Anghileri passed back to Mr Stammbach who reiterated all 2023 Budget figures by way of summary. Mr Stammbach reported that the estimated net assets figure of \$41.4 million comfortably out-performs the estimated figure from the 2022 ITF AGM and demonstrated commitment to protecting assets and managing the finances of the ITF in a responsible way.

### 2024 Outlook

Mr Anghileri confirmed the ITF is in the process of exploring opportunities for investment in the Davis Cup. The competition clearly remains in the growth phase and post covid revenues are not yet back to full strength, and therefore estimated Operating Activities net Cost is

\$7million with an estimated overall deficit of \$10.4 million, after accounting for a sizeable increase in expenditure on strategic projects. Mr Anghileri emphasised that as per previous AGMs, this is an outlook, and not a budget. It is simply an estimate to guide the budgeting process and despite the estimated deficit, Mr Anghileri expects the ITF to maintain adequate levels of reserves as prescribed by the Board.

Mr Anghileri confirmed this concluded the formal financial reporting and handed back to Mr Stambach.

#### ITF 2024 Update

Mr Stambach demonstrated the progress as made against the priorities in ITF 2024, by reflecting on a slide from the 2017 ITF AGM.

Mr Stambach considered the significant investments made into Davis Cup and Fed Cup (now Billie Jean King Cup) and the recent relaunch of the Hopman Cup.

Mr Stambach reflected on the implementation of new IPIN system and successful launch of the Player Pathway and significant income from data rights in the ITT.

Mr Stambach also reflected on enhancing the ITF's digital presence and engaging with tennis stakeholders, including via ITF Academy and Digital Archives. New revenue streams are being created e.g., Tennis Point and Tennis Clash.

Mr Anghileri focused on bigger picture delivery. Between 2017 and 2022, Investment in new projects, systems and services for Member Nations stood at almost \$15 million. ITF continues to work on key projects, with a further \$3.8 million being invested in 2023. All investment funded from reserves and detailed in the Annual Reports.

Mr Anghileri revealed that ITF revenues have increased significantly, except for 2020 and 2021, years in which tennis activities were affected by covid. The ITF has also significantly increased the payments to National Associations and players over the same period, and these distributions have also seen year-on-year increases, save for 2020/21 when costs were offset during the covid pandemic. Billie Jean King Cup distributions have been elevated, with the support of title partner Gainbridge, to levels equivalent to the Davis Cup.

Mr Anghileri commented on the role of the ITF reserves and capital investment and the mission of the ITF, being not to accumulate wealth but to generate revenues on behalf of the National Associations and to distribute that wealth. Mr Anghileri reflected that success should not be judged solely by profits or reserves. Mr Anghileri commented that success should be monitored by amount of wealth imparted to National Associations. Since 2017, ITF has invested \$8.2 million of its reserves and in that time, the ITF has dealt with Covid and the global financial crisis. Since 2017, despite the impact of Covid, which caused over \$100 million of revenues lost, the ITF has invested \$18 million in transformative projects and new systems and services for nations and has increased distributions by \$130 million. Mr Anghileri commented that this represented a significant return on investment. Mr Anghileri also referenced the significant increases in tours prize money as described by Ms Nesbitt and Mr Moss yesterday.

Mr Anghileri commented on the ITF Annual Review and total reinvestment in tennis (excluding Davis Cup prize money) figure of \$85 million, or 86% of revenues invested. The ITF has third highest revenue of the 26 Olympic Federations. Mr Anghileri reiterated that the ITF has not recorded regular annual profits or stockpiled reserves, but instead it has passed on wealth to its Member Nations, in keeping with the theme 'It Starts With You'.

Mr Anghileri passed back to Mr Stammbach.

Mr Stammbach concluded the finance report. A number of key challenges remain but ITF is well placed to continue to serve its member nations.

Mr Stammbach reflected on his twelve years as Chair of the Finance and Audit Committee and thanked Committee colleagues Katrina Adams, Celia Patrick and Martin Corrie and President David Haggerty and CEO Kelly Fairweather, Finance Director Dominic Anghileri and his team, all ITF leaders and staff, and last but not least the delegates and Presidents. Mr Stammbach concluded by stating it has been an honour and a privilege to serve over the past 12 years.

The President welcomed questions from the floor:

1. **Hayden Mitchell (TTO)** – Mr Mitchell thanked Mr Anghileri and Mr Stammbach and questioned the changes in the portfolio management which turned around income from investment activities.

Mr Anghileri commented that markets are cyclical and that ITF utilised Cambridge Associates for support with strategy. Mr Anghileri explained that a lot of assets were liquidated when the markets were high to protect against market turbulence. No fundamental changes to the portfolio, always best to consider a five-year horizon. Most recent valuation is about \$2.9 million from investment activities for the year 2023.

The President mentioned the Investment Panel chaired by Mr Martin Corrie which the ITF asks for investment advice and ensure ITF does its best to be conservative in difficult times but also achieves adequate investment. The President thanked Mr Corrie and the Investment Panel for its work.

2. **Persio Maldonado (COTECC)** – thanked Mr Anghileri and Mr Stammbach for their report and noted their hard work over the past couple of years and managing finances responsibly has enabled nations to benefit. Notwithstanding the negative impact of the pandemic, are the finances of the ITF still operational? Mr Maldonado asked if the ITF still has a stable finance system to enable it to keep working towards its goals?

Mr Anghileri agrees that finances across the world were fundamentally affected by covid, and ITF was still suffering the impact in 2022. The ITF were asked to compile a going concern statement by auditors in 2022 and there was no concern raised by the auditors in 2022. Mr Anghileri noted that the situation with Kosmos was worsened by the pandemic but confirmed that the ITF remains strong with £40 million in reserves, a figure the Board considers to be more than adequate.

3. **Roger Davids (NED)** – Mr Davids offered his thanks to Mr Stammbach for this work for the nations. Mr Davids asked what are the biggest risks foreseen by the Board in its projections in the 2024 outlook and what important activities will not be invested in as a result of the foreseen losses of \$10 million?

Mr Stammbach commented that risks were evaluated, and the figure presented today of \$10.2 is an estimate, not a budget. It is a matter for the new Board to decide on investment avenues. Mr Stammbach identified Davis Cup income as a main risk, still no title sponsor and this is also a matter for the new Board.

4. **Terri-Ann Scorer (NZL)** – Ms Scorer added her congratulations on the big picture results and thanked the Board for steering the organisation through a difficult period. In the 2023

budget, Ms Scorer noted a decrease in tv and licensing but data rights was increasing and Ms Scorer asked for comments on this trend.

Mr Anghileri commented that initial 2023 budget didn't account for Davis Cup as Kosmos owned the revenue at this time and that the significant increase in estimate is due to ITF taking on the Davis Cup profit and loss. Mr Anghileri commented that offers are on the table for Davis Cup sponsorship, including an offer for title sponsorship. Mr Anghileri acknowledged 2024 is a challenge due to taking on Davis Cup contract half-way through 2023.

- 5. Evgeniy Zukin (UKR)** – Mr Zukin thanked Mr Stammbach for his service. Mr Zukin also thanked the President and the Board for its continued support in these horrible times and for establishing the Relief Fund which keeps Ukrainian tennis moving, the players participating and various teams competing in international team competition. Mr Zukin also thanked the tennis clubs and national associations who helped Ukrainian players to train and live in a safe environment, especially the national federations who made donations to the Ukrainian federation: Italy, Lithuania, Canada, Sweden, Finland, Denmark, Norway and Iceland.

The President thanked Mr Zukin for his comments.

- 6. Jacquie Mangan (AUS)** – Ms Mangan asked for an update on the timing for sale proceeds in respect of the Billie Jean King Cup Joint Venture with TWG and confirmation into which entity the ITF will receive those monies.

Mr Anghileri stated that it is not a sale in that respect but investment in a joint venture. Investment proceeds will be deposited in a new Joint Venture company from which the ITF will subsequently receive a share of the profits.

The President thanked Mr Stammbach and Mr Anghileri.

The President confirmed there is no vote required on accounts as per Article 14(b) of the Constitution.

## **MEMBERSHIP**

The President reminded delegates that membership applications require a two thirds majority to pass. The President confirmed that any membership application approved shall take place from 1 January 2024 and any suspensions shall be effective immediately.

The President confirmed that the Board of Directors has given a recommendation after evaluating each application according to the criteria for increasing share allocations, effective since 2015 and listed in Appendix C of the Constitution.

Applications for an increase in shares were as follows:

- 1. TUN** – increase in shares from 5 shares to 7 shares. The Board of Directors recommended acceptance of the application. The vote in favour was 77.48% and therefore the application was **approved** by the Meeting.
- 2. NOR** – increase in shares from 3 shares to 5 shares. The Board of Directors recommended acceptance of the application. The vote in favour was 73.38% and therefore the application was **approved** by the Meeting.

3. **GEO** – increase in shares from 1 share to 3 shares. The Board of Directors recommended acceptance of the application. The vote in favour was 73.44% and therefore the application was **approved** by the Meeting.

The President confirmed that the increase in shares for Tunisia, Norway and Georgia will come into effect on 1 January 2024.

Applications for transfer of membership from **Class C** to **Class B** membership were as follows:

1. **NMI** – transfer of membership from Class C to Class B membership. The Board of Directors recommended acceptance of the application. The vote in favour was 83.02% and therefore the application was **approved** by the Meeting.
2. **MTN** - transfer of membership from Class C to Class B membership. The Board of Directors recommended acceptance of the application. The vote in favour was 93.72% and therefore the application was **approved** by the Meeting.

The President offered his congratulations and welcomed Northern Mariana Islands and Mauritania as Class B members from January 2024.

The President acknowledged those nations who have applied for a transfer of membership from Class C to Class B at next year's ITF AGM:

- Curacao
- Eswatini
- Suriname

The President reported that three National Associations failed to pay their subscriptions for two successive years. The President was pleased to report that since publication of the AGM Agenda, Chad and Malawi paid their overdue fees and were therefore no longer considered for suspension at the 2023 AGM.

In accordance with Article 4(d) of the Constitution, the Board of Directors proposes with regret that Afghanistan be suspended from its Class C membership on account of its failure for two successive years to pay subscription fees. The vote in favour was 81.25% and therefore the application was **approved** by the meeting.

The President invited Mr Anghileri to announce the subscription payments for 2024 as follows:

For Class B members, \$949 plus \$5,662 per share (an increase of 9.6% based on OECD CPI inflation for the previous full year).

For Class C members, subscription will remain at \$250.

Application from Ukraine Tennis Federation submitted to the Council asking that the 2023 subscription fees be waived. The President reminded delegates that in 2022, both the ITF and Tennis Europe waived Ukraine's fees. Tennis Europe has also waived Ukraine's 2023 fees. The Board of Directors noted that the Ukraine Tennis Federation has already paid its 2023 subscription and recommended acceptance of the application. The vote in favour was 94.77% and therefore the application was **approved** by the Meeting.

The President recalled the suspension of the Philippine Lawn Tennis Association (PHILTA) in 2020 via Resolution approved by the Council with a 84.26% vote majority. The President explained that the ITF has since been working with PHILTA and the Philippine Olympic

Committee to make necessary changes to the PHILTA constitution and to facilitate a framework for valid elections to be held. The President confirmed that significant progress has been made and it is expected that PHILTA's constitutional changes will be approved later in 2023 and elections will be able to take place. Once this has taken place, the President confirmed that the Board of Directors considers that PHILTA will be worthy of reinstatement pursuant to the conditions of the 2020 AGM Resolution. The President confirmed that the reinstatement of a Member is a matter for Council as per Article 5(a) of the Constitution. However, it is not possible to take a decision today and the Board considers a further delay to PHILTA's reinstatement is unreasonable and the Council can delegate its power to the Board, subject to clear conditions that PHILTA must comply with. The President confirmed any reinstatement will be communicated to the Council and will remain subject to ratification by the Council at the 2024 AGM. The President confirmed this Resolution requires a two third majority to pass. The President presented the Resolution for consideration: pursuant to Article 13(g) of the Constitution, the Council hereby resolves to delegate to the Board its power under Article 5(a) of the Constitution to lift PHILTA's suspension from ITF membership, in the event that outlined conditions are met. The vote in favour was 96.85% and therefore the application was **approved** by the Meeting.

The President acknowledged this has been a difficult process with PHILTA and is pleased that it is reaching a successful conclusion. The President confirmed that the Board of Directors will carry out all necessary due diligence in respect of the process to ensure all specific conditions are met.

There was a short break for refreshments.

## **PRESIDENTIAL AND BOARD ELECTIONS**

The President introduced the next agenda item, the election of the ITF President for 2023-2027 and the Board of Directors.

### ITF President 2023-2027

The President handed over to Ms Sandra Osborne, Chair of the Ethics Commission, and head of the Independent Election and Eligibility Panel to conduct the proceedings.

Ms Osborne described the electronic voting process to be used in the elections, a system provided by Lumi and specially adapted for the ITF's weighted voting system. Ms Osborne acknowledged the support of Lumi, the Election Panel, the Scrutineers and the ITF staff in the election process.

Ms Osborne noted that the roll call is in alphabetical order, as per IOC country code.

Ms Osborne set out instructions for joining the voting queue and for checking credentials and forbidden materials in the booth. Credentials would be checked by Dr Stuart Miller and a scrutineer. E-voting cards would be distributed by Mr David Howman and a scrutineer. Ms Osborne emphasised the importance that voting delegates check that the number of votes on their voting card is correct.

Ms Osborne also reminded the voting delegates of key procedural points for the booths.

Ms Osborne confirmed the Presidential election will be first, for which a vote is required for one candidate only. Ms Osborne confirmed an unselected name will be treated as a deletion for the purposes of the ITF Constitution.

Ms Osborne explained the process to ensure the vote has been submitted.

Ms Osborne set out the process by which results of the election will be communicated.

Mr David Howman demonstrated that the ballot box used to collect the e-voting cards was empty, and locked the box.

Ms Osborne handed over to Mr Anghileri to conduct the roll call.

Mr Anghileri conducted the roll call by announcing the country, number of votes and name of voting delegate, along with further voting instructions and requesting compliance with instructions in the voting booth.

Mr Anghileri completed the roll call.

Mr Anghileri confirmed the voting was closed.

Mr Anghileri confirmed the vote would be counted electronically, the results would be checked by the Scrutineers and then the voting outcome would be returned.

The Chair of the Election Panel passed the results of the election to Mr Richard Bush, Parliamentarian.

Mr Bush confirmed receipt of the report from the Election Panel, confirmed by Lumi and the Scrutineers, in accordance with the procedure set out earlier in proceedings by Ms Osborne.

Mr Bush announced the results.

There were 436 total votes cast. There were four abstentions.

Mr David Haggerty – 318 votes (72.94%).

Mr Dietloff von Arnim – 118 votes (27.06%).

Mr Bush confirmed that as one candidate received over 50% of the votes cast, that candidate, Mr David Haggerty, was duly elected.

The President thanked presidents, delegates and friends for their confidence and pledged to work hard for the Nations with the new Board to advance the ITF. The President paid tribute to Mr Dietloff von Arnim for a well-run campaign.

#### ITF Board of Directors 2023-2027

The President invited Ms Osborne back to the stage. Ms Osborne explained that the requirements for the Board election was to elect 14 candidates. Ms Osborne confirmed any unselected names were to be treated as deletions for the purposes of the ITF Constitution. 14 candidates must be selected in order for a vote to be complete.

Mr David Howman demonstrated that the ballot box used to collect the e-voting cards was empty, and locked the box.

Ms Osborne handed over to Mr Anghileri to conduct the roll call.

Mr Anghileri conducted the roll call by announcing the country, number of votes and name of voting delegate.

Mr Anghileri completed the roll call.

Mr Anghileri confirmed the voting was closed.



There was a break in proceedings for lunch.

The Chair of the Election Panel passed the results of the election to Mr Richard Bush, Parliamentarian.

Mr Bush confirmed receipt of the report from the Election Panel, confirmed by Lumi and the Scrutineers, following the procedure set out earlier in proceedings by Ms Osborne.

Mr Bush announced the results. The 14 candidates duly elected to the ITF Board of Directors for 2023-2027, in accordance with the total number of votes cast, subject to fulfilling the regional representation requirements of the ITF Constitution, were as follows:

1. Mr Rafael Westrupp (344 votes)
2. Dr Brian Hainline (336 votes)
3. Mr Lionel Ollinger (336 votes)
4. Ms Salma Mouelhi Guizani (334 votes)
5. Mr Bulat Utemuratov (333 votes)
6. Mr Jack Graham (330 votes)
7. Mr Nao Kawatei (300 votes)
8. Mr Philip Mok (299 votes)
9. Mr Roger Davids (292 votes)
10. Mr David Rawlinson (249 votes)
11. Mr Dietloff von Arnim (222 votes)
12. Mr Carlos Bravo (218 votes)
13. Åsa Hedin (217 votes)
14. Mr Jordi Tamayo De Winne (213 votes)

For completeness, Mr Bush confirmed that the candidates were not elected: Dave Miley (211 votes), Cengiz Durmus (203 votes), Ruth Wipfli Steinegger (197 votes), Suresh Subramaniam (195 votes), Ismail El Shafei (172 votes), Terri-Ann Scorer (167 votes), Nikolina Babic (163 votes), Anil Jain (152 votes), Stefan Tzvetkov (145 votes), Vasco Costa (126 votes), Iroda Tulyaganova (111 votes), Csilla Suto (100 votes), James Kenani (95 votes), Goran Rafajlovski (44 votes).

Mr Bush confirmed there were 436 valid votes and four abstentions.

The President thanked Ms Osborne and the Election Panel for conducting the 2023 President and Board elections and thanked the Election Panel, Lumi and the Scrutineers for running a clear and efficient election process and noted the checks and balances put in place to ensure integrity and good governance.

The President congratulated the newly elected and re-elected Board Members and looked forward to working with the new Board. The President thanked all those individuals who stood in the elections and thanked them for all for the work they do to promote tennis in their nations, regions, and internationally.

The President confirmed the new Board will start its new term at 17.30 (local time) on today's date (24 September 2023).

## **HONORARY LIFE VICE-PRESIDENTS & HONORARY LIFE COUNSELLORS**

The President confirmed there were 4 nominations for voting for Honorary Life Vice-Presidents and Honorary Life Counsellors, requiring a four fifths majority to pass.

The President confirmed in accordance with Article 24(2)C, the Board of Directors is pleased to nominate Mr Rene Stammach for election as an Honorary Life Vice-President.

The President confirmed in accordance with Article 24(2)C, the Board of Directors is pleased to nominate Ms Katrina Adams for election as an Honorary Life Vice-President.

The President confirmed in accordance with Article 24(2)D, the Board of Directors is pleased to nominate Mr Bernard Giudicelli for election as an Honorary Life Counsellor.

The President confirmed in accordance with Article 24(2)D, the Board of Directors is pleased to nominate Mr Martin Corrie for election as an Honorary Life Counsellor.

The Parliamentarian confirmed the election of Mr Rene Stammach as Honorary Life Vice-President with a 99.76% majority vote.

The Parliamentarian confirmed the election of Ms Katrina Adams as Honorary Life Vice-President with a 87.37% majority vote.

The Parliamentarian confirmed the election of Mr Bernard Giudicelli as Honorary Life Counsellor with a 84.15% majority vote.

The Parliamentarian confirmed the election of Mr Martin Corrie as Honorary Life Counsellor with a 87.84% majority vote.

The President offered his congratulations to all four Board members elected as Honorary Life Vice-Presidents and Honorary Life Counsellors and thanked them for their dedication and hard work over many years.

The President handed over to the Parliamentarian for a clarification.

The Parliamentarian corrected that there were in fact four abstentions in the earlier Presidential elections but confirmed that for the avoidance of doubt, there were no implications on the results.

## **AWARDS FOR SERVICES TO THE GAME**

The President confirmed the nominations for award for services to the game as follows:

- Iqbal Bin Issack (SRI)
- Anil Dhupar (IND)
- Ismail El Shafei (EGY)
- Thomas Kønigsfeldt (DEN)
- Gilbert Ng (SGP)
- Andrei Srein (BEL)
- John Begosun (USA)
- Kiki Bertens (NED)
- Fanlik Gacia (HON)
- Malek Jaziri (TUN)
- Liu Wenbin (CHN)

The President confirmed that the Coaches Commission nomination was Dave Miley (IRL) and the Board of Directors special nomination was Tarak Cherif (TUN).

The President invited the delegates to cast their votes, requiring a bare majority to pass.

The Parliamentarian confirmed the vote is 99.28% yes and therefore the motion is **passed**.

The President congratulated all the recipients of awards for services to the game and invited winners of the awards present onto the stage to collect their awards. The President confirmed awards would be passed to representatives from National Associations for those award winners not present.

The President expressed his congratulations once again to all award winners.

## **APPOINTMENT OF AUDITORS**

The President confirmed that the Board of Directors recommends the appointment of PricewaterhouseCoopers LLP as auditors. The President opened the decision to a vote.

The Parliamentarian confirmed the appointment of PricewaterhouseCoopers LLP as auditors was **approved** by a 97.51% majority.

## **DEPARTMENTAL REPORTS**

The President referenced the comprehensive Departmental Reports in the AGM Agenda that have been submitted for the delegates information, and the President confirmed these materials will be taken as read.

## **ANNUAL GENERAL MEETING 2024**

The President confirmed the venue for the 2024 ITF AGM. The President confirmed the Board of Directors has selected Hong Kong, China, as host for the 2024 Conference and AGM. The President introduced a short message from the president of the Hong Kong, China Tennis Association, Mr Philip Kwan Yat Mok.

Mr Philip Kwan Yat Mok thanked the President and expressed his excitement that the ITF Board has selected Hong Kong as host city of the 2024 AGM. Mr Philip Kwan Yat described the various attributes that the location has to offer. Mr Philip Kwan Yat Mok looked forward to welcoming his fellow delegates and partners and pledged to do his best to provide top-level hospitality.

Mr Philip Kwan Yat Mok introduced a brief promotional video of Hong-Kong for delegates.

The President confirmed that an announcement regarding the exact dates for the 2024 AGM will be made later this year. The President looked forward to coming to Hong Kong, China for the 2024 AGM.

The President confirmed that the ITF has received expressions of interest from several nations for the hosting of the 2025 AGM and future AGMs and encouraged any other nations to advise the ITF office in writing for future consideration if they wished to do so.

## **MEETING CLOSURE**

The President formally thanked the retiring Board Members for their contributions to the ITF through 2023: Ms Katrina Adams, Mr Rene Stammach, Mr Martin Corrie, Mr Anil Khanna, Mr Bernard Giudicelli, Mr Aleksei Selivanenko, Mr Camilo Perez, Mr Ulrich Klaus and Mr Stefan

Tzvetkov. The President praised their continued and unparalleled commitments in time and attention to ensure tennis and the ITF continues to grow and move forward. The President revealed that since taking up their post in 2019, the ITF Board has met over 80 times, and the dedication to the organisation shown by the Board is outstanding. The President also thanked the continuing Board Members for their outstanding service.

The President thanked the Regional Association Presidents, the Committees and Commission Chairs and the Committee Members for their continued service. The President revealed that over 128 Committee, Commission, Task Force, Working Group and Advisory Group meetings took place in 2023. The President praised the exemplary input from the individuals on these bodies. The President confirmed that the process for nominations for Committees and Commissions is now underway and appointments to Committees and Commissions will be concluded by the end of this year for the 2024-2025 Committee term and those appointed should not be under any illusions as to the size of the task. The President looked forward to announcing the new members in due course and working with them in the future.

The President expressed special thanks to CEO Mr Kelly Fairweather and the ITF Executives and Staff for their contribution to the success of 2023, with work on many strategic projects and everyday work and underpinning ITF 2024 and our organisation in all that they do.

The President asked the Member Nations to join him in congratulating the ITF team on their efforts to achieve the ITF's goals.

The President thanked the teams who were integral in the Conference and the AGM. The President thanked the team behind the scenes that makes it all happen.

Finally, the President thanked the Member Nations, the Presidents, the delegates and the tennis family friends and praised the work done every day around the world which makes tennis the sport that it is and enables tennis to thrive. The President reiterated the theme of the AGM: 'It Starts With You', and looked forward to seeing everyone in Hong Kong, China, for the 2024 AGM.

The President officially closed the 2023 AGM.