



MINUTES

of the

ITF LIMITED

(trading as the International Tennis Federation)

**ANNUAL CONFERENCE & GENERAL MEETING
2019**

Held at the

**Epic Sana Hotel
Lisbon, Portugal**

25 – 27 September 2019

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ATTENDANCE LIST FOR THE ITF AGM ON 27 SEPTEMBER 2019

President	Mr David Haggerty
Vice Presidents	Ms Katrina Adams Mr Anil Khanna Mr René Stammbach
Board of Directors	Mr Martin Corrie Mr Ismail El Shafei Mr Sergio Elias Mr Jack Graham Mr Thomas Kønigsfeldt Ms Celia Patrick Ms Mary Pierce Mr Aleksei Selivanenko Mr Stefan Tzvetkov Mr Bulat Utermuratov Mr Mark Woodforde
Honorary Life Vice Presidents	Dr Heinz Grimm Dr Geoff Pollard
Honorary Life Vice Counsellors	Mrs Lucy Garvin Mr Ian King Mr Alvaro Peña Mr Stuart Smith Dr Georg von Waldenfels
Parliamentarian	Mr Jonathan Taylor Q.C.

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

ALB - Albanian Tennis Federation Mr Ferdinand Sulo, President	AUT - Osterreichischer Tennisverband Mr Thomas Schweda, Chief Executive Officer
ALG - Fédération Algérienne de Tennis Mr Mohamed Bessaad, President	BAN - Bangladesh Tennis Federation Mr Golam Morshed, General Secretary
AND - Federación Andorrana de Tennis Mr Alex de Santiago, President	BAR - Barbados Tennis Association Inc. Dr Raymond Forde, President
ANT - Antigua & Barbuda Tennis Association Mr Cordell Williams, President	BEL - Fédération Royale Belge de Tennis Mr Dirk De Maeseneer, President
ARG - Asociación Argentina de Tenis Mr Agustin Calleri, Chairman Mr Mariano Zabaleta First Vice President	BEN - Fédération Beninoise de Lawn Tennis Mr Bernardin Codjo, General Secretary
ARM - Armenian Tennis Federation Mr Vahe Avetisyan, Member of the Board Mr Gevork Karamanoukian, Executive Director	BIH - Tennis Association of Bosnia and Herzegovina Mr Ivan Brkic, President Mr Senad Hadzimesic, Director
AUS - Tennis Australia Ms Jacqueline Mangan, Secretary of the Board Ms Vicki Reid, Head of Gov't & Stakeholder Relations Mr Craig Tiley, Chief Executive Officer	BLR - Belarus Tennis Association Mr Anton Yuspa, General Secretary

BOL - Federación Boliviana De Tennis

Mr Ricardo Aguirre Nava, President
Mr Edmundo Rodriguez, Second Delegate

BOT - Botswana Tennis Association

Mr Oaitse Thipe, President

BRA - Confederação Brasileira de Tennis

Mr Ivan Machado, Second Delegate
Mr Rafael Westrupp, President

BRN - Bahrain Tennis Federation

H.E. Abdulaziz AlKhalifa, First Vice President
Fuad AlRowaie, Secretary of the Board

BUL - Bulgarian Tennis Federation

Mrs Katerina Guenova, Consultant
Mr Georgi Krumov, Vice President

CAM - Cambodia Tennis Federation

Mr Tep Rithivit, General Secretary
Mr Uthrapathy Shunmugam, Consultant

CAN - Tennis Canada

Ms Jennifer Bishop, Chairman

CGO - Fédération Congolaise de Lawn Tennis

Mr Germain Ickonga Akindou, President

CHI - Federación de Tennis de Chile

Mr Jose Nain Campos, General Secretary

CHN - Chinese Tennis Association

Mr Wenbin Liu, Vice President
Ms Wenbing Sun, Director - Development

CMR - Fédération Camerounaise de Tennis

Mr Jean Marc Njike, General Secretary

COL - Federación Colombiana de Tennis

Mr David Samudio, President
Mr Gabriel Sanchez Sierra, ITF Board of Director candidate

CRC - Federación Costarricense de Tennis

Mr Carlos Bravo, President

CRO - Croatian Tennis Association

Mrs Nikolina Babic, President
Mr Franc Regina, Vice President

CUB - Federación Cubana de Tennis de Campo

Ms Marta Elena Dominguez, Consultant

CYP - Cyprus Tennis Federation

Mr Epaminondas Metaxas, President
Mr Pantelis Neos, Member of the Board

CZE - Czech Tenisova Asociace

Mr Jakub Fastr, EA to the President
Mr Ivo Kaderka, President

DEN - Dansk Tennis Forbund

Mr Henrik Charles Maris, Member of the Board
Mr Henrik Thorsoe Pedersen, President

DJI - Fédération Djiboutienne de Tennis

Mr Mohamed Houmed Houssein, President

DOM - Federación Dominicana de Tennis

Mr Alexis Alcantara, Treasurer
Mr Ruben Tejeda, General Secretary

ECU - Federación Ecuatoriana de Tennis

Mr Danilo Carrera Drouet, President

EGY - Egyptian Tennis Federation

Mr Walid Abass, Member of the Board
Mr Hassan ElAroussy, Member of the Board

ESA - Federación Salvadoreña de Tennis

Mr Miguel Irigoyen, Committee Member

ESP - Real Federación Española de Tennis

Mr Igor del Busto Madariaga, International Affairs
Mr Miguel Díaz Román, Chairman

EST - Estonian Tennis Association

Mr Allar Hint, General Secretary

FIN - Suomen Tennisliitto

Mr Teemu Purho, Chief Executive Officer
Mr Matti Virtanen, Honorary Life President

FRA - Fédération Française de Tennis

Mr Hughes Cavallin, Treasurer
Mr Alain Fischer, General Secretary
Mr Bernard Giudicelli, President

GAB - Fédération Gabonaise de Tennis

Mr Samuel Minko Mindong, Chairman

GBR - The Lawn Tennis Association

Mr David Rawlinson, Deputy President

GEO - Georgian Tennis Federation

Mrs Margalita Chakhnashvili, Vice President
Mr Aleksandre Metreveli, First Vice President

GER - Deutscher Tennis Bund EV

Mr Dirk Hordorff, Deputy President
Mr Ulrich Klaus, President

Dr Eva-Maria Schneider, Vice President

GHA - Ghana Tennis Association

Mr Patrick Djangba, Second Delegate
Mr Isaac Aboagye Duah, President

GRE - Hellenic Tennis Federation

Mr Spyros Zannias, President

GUA - Federación Nacional de Tennis de Guatemala

Mr Tulio Davila, Chairman

GUM - Guam National Tennis Federation

Mr Torgun Smith, President

HKG - Hong Kong Tennis Association Ltd

Mr Pak Nin Christopher Lai, Chief Executive Officer
Mr Philip Mok, President

HON - Federación Hondureña de Tennis

Mr Ivanhoe Calix, President

HUN - Magyar Tenisz Szovetseg

Mr Tamas Hamori, Senior Vice President
Mr Attila Richter, General Secretary

INA - Indonesian Tennis Association

Mr Rildo Ananda Anwar, President
Ms Lani Pradita Soesilo Sardadi, General Secretary

IND - All India Tennis Association

Mr Virendra Kumar Batra, Committee Member
Mr Sunder Raju C S, Second Delegate

IRI - Tennis Federation of Islamic Rep. of Iran

Mr Amir Homayoun Sadri, Consultant

IRL - Tennis Ireland

Mr Richard Fahey, Chief Executive Officer
Mr Dave Miley, ITF Presidential candidate

IRQ - Iraqi Tennis Federation

Dr Majid Khamees, General Secretary

ISL - Icelandic Tennis Association

Mr Hjortur Thor Grjetarsson, President

ISR - Israel Tennis Association

Mr Shmuel Herzig, Honorary Life President

Dr Yoni Yarom, President

ISV - Virgin Islands Tennis Association

Mrs Kelly Kuipers, President

Mr William McComb, Director

ITA - Federazione Italiana Tennis

Mr Giancarlo Baccini, Member of the Board

Mrs Luisanna Fodde, ITF Board of Director candidate

JOR - Jordan Tennis Federation

Mr Hazem Adas, President

JPN - Japan Tennis Association

Mr Tsuyoshi Fukui, Senior Executive Director

Mr Nao Kawatei, Executive Director

KAZ - Kazakhstan Tennis Federation

Mr Adil Burlibayev, General Secretary

Mr Yuriy Polskiy, Executive Assistant

KEN - Tennis Kenya

Mr James Kenani, President

Mrs Wanjiru Mbugua-Karani, General Secretary

KOR - Korea Tennis Association

Ms Seohee Kim, Manager

Mr Yong-Woon Kwak, President

KOS - Kosovo Tennis Federation

Mr Mejdi Rexhepi, President

KSA - Saudi Arabian Tennis Federation

Mr Mohammed Alajaji, President

KUW - Kuwait Tennis Federation

Mr Khaled Almusallam, Member of the Board

Mr Faleh Alotaibi, General Secretary

LAT - Latvian Tennis Union

Mr Andrejs Bukins, Member of the Board

Mr Juris Savickis, President

LBA - Libyan Tennis Federation

Mr Khaled Ezankuli, President

LBN - Fédération Libanaise de Tennis

Mr Oliver Fayssal, President

Mr Alain Sayegh, General Secretary

LTU - Lithuanian Tennis Association

Mr Ramunas Grusas, President

LUX - Fédération Luxembourgeoise de Tennis

Mr Claude Lamberty, President

Mr Markus Stegmann, Treasurer

MAD - Fédération Malagasy de Tennis

Mr Stéphane Rakotondrainibe, President

MAR - Fédération Royale Marocaine de Tennis

Mr Laarraff Abdelaziz, First Vice President

MAS - Lawn Tennis Association of Malaysia

Mr Encik Mirzan Mahathir, President

MEX - Federación Mexicana de Tenis

Mr J. Antonio Flores, President

MGL - Mongolian Tennis Association

Mr Altangerel Batjargal, Manager

Mr Tunrev Batmagnai, Manager

MKD - Tennis Federation of North Macedonia

Mr Aleksandar Ivanovski, President

Mr Goran Rafajlovski, Vice President

MLT - Malta Tennis Federation

Mr Mark Camilleri, Deputy President

Dr David Farrugia Sacco, President

MNE - Montenegrin Tennis Association

Dr Dimitrije Rasovic, President

Mr Aleksandar Sekulovic, General Secretary

MON - Fédération Monegasque de Lawn Tennis

Mr Christophe Boggetti, Staff

Miss Melanie Antoinette De Massy, Vice President

MOZ - Confederação Mocambicana de Tenis

Mr Jonas Alberto Junior, Deputy President

MRI - Mauritius Tennis Federation

Mr Kamil Tayub Patel, President

NED - Koninklijke Nederlandse

Mr Roger Davids, President

Mr Erik Poel, Chief Executive Officer

NOR - Norges Tennisforbund

Mr Gisle Jentoft, President

NZL - Tennis New Zealand

Ms Julie Paterson, Chief Executive Officer

OMA - Oman Tennis Association

Mr Khalid Ali Saif Al Adi, Chairman

PAK - Pakistan Tennis Federation

Mr Salim Saifullah Khan, President

PAN - Federación Panameña de Tenis

Dr Jorge Arrue, President

PAR - Asociación Paraguaya de Tenis

Mr Julio Ferrari, President

Mrs Sofia Perez, General Secretary

PER - Federación Deportiva Peruana de Tenis

Dr Michael Hofer Jeitler, President

PHI - Philippine Tennis Association

Mr Antonio Cablitas, President

POL - Polski Związek Tenisowy

Mr Victor Archutowski, Vice President

POR - Federação Portuguesa de Tenis

Mr Vasco Magalhães Costa, President

Mr João Santos, Vice President

PUR - Asociación de Tenis de Puerto Rico

Mr Ruben Jordan, Member of the Board

QAT - Qatar Tennis Federation

Mr Yousif Al-Obaidli, Member of the Board

Mr Tareq Zainal, General Secretary

ROU - Federatia Romana de Tennis

Mr Razvan Itu, General Secretary

Mr Ion Tiriac, President

RSA - Tennis South Africa

Mr Gavin Crookes, President

Mr Riad Davids, Vice President

RUS - Russian Tennis Federation
Mr Maksim Kozin, Advisor to President
Mr Shamil Tarpishev, President

SEN - Fédération Senegalaise de Tennis
Mr Issa Mboup, President

SGP - Singapore Tennis Association
Mr Gilbert Ng, Consultant
Mr Wilson Tay, General Secretary

SLO - Slovene Tennis Association
Mr Gregor Krušič, Executive Director

SRB - Serbia Tennis Federation
Mr Goran Djokovic, ITF Board of Director candidate
Mr Dusan Orlandic, Chief Executive Officer

SRI - Sri Lanka Tennis Association
Mr Iqbal Bin Issack, President
Mr Suresh Subramaniam, ITF Board of Director candidate

SUI - Swiss Tennis
Mrs Christiane Jolissaint, Deputy President
Mrs Ruth Wipfli Steinegger, Vice President

SVK - Slovak Tennis Association
Mr Igor Moska, General Secretary

SWE - The Swedish Tennis Association
Mr Christer Sjöo, General Secretary
Mr Thomas Wallen, President

SYR - Syrian Arab Tennis Federation
Dr Safa Sarakbi Assistant, General Secretary

THA - Lawn Tennis Association of Thailand
Mr Kitsombat Euammongkol, President

TJK - National Tennis Federation of Republic of Tajikistan
Mr Abdurasul Mukhidinov

TKM - Turkmenistan Tennis Association
Mr Eziz Dovletov, General Secretary
Mr Azat Myradov, Chairman

TOG - Fédération Togolaise de Tennis
Mr Atefeitom Tagba, President

TPE - Chinese Taipei Tennis Association
Miss Ching Hsin Kuo Deputy, General Secretary
Miss Yi Jou Tsai, International Affairs

TTO - TennisTT
Mr Jermille Danclar, General Secretary
Mr Hayden Mitchell, President

TUN - Fédération Tunisienne de Tennis
Mr Ben Lakhdhar Haykel, General Secretary
Mrs Salma Mouelhi Guizani, President

TUR - Turkiye Tenis Federasyonu
Mr Gokhan Donmez, Vice President
Mr Cengiz Durmus, President

UAE - Tennis Emirates
Mr Naser Almarzooqi, General Secretary

UGA – Uganda Tennis Association
Mr Cedric Babu Ndilima, President

UKR - Ukrainian Tennis Federation
Mr Sergiy Lagur Acting, President
Mr Evgeniy Zukin, Vice President

URU - Asociación Uruguaya de Tenis
Mr Ruben Marturet, President

USA - United States Tennis Association
Mr Dragomir Cioroslan, Director - International Relations
Mr Patrick Galbraith, Chairman
Mr Mike McNulty, First Vice President

UZB - Uzbekistan Tennis Federation
Mr Farrukh Dustov, Second Delegate
Ms Iroda Tulyaganova, General Secretary

VIE - Vietnam Tennis Federation
Mr Tung Doan Thanh, General Secretary

YEM - Yemen Tennis Federation
Mr Mohammed Al Surmi, President
Mr Osamah Almaqaleh Secretary of the Board

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

ARU - Aruba Lawn Tennis Bond
Mrs Harriette de Kool-Slot, Director

BDI - Fédération de Tennis du Burundi
Mr Libérat Hicintuka, President

COD - Fédération Congolaise Démocratique de Lawn Tennis
Mr Franck Nyimilongo Pieme, Vice President
Mr Georges Koshi, President

COK - Tennis Cook Islands
Mrs Davina Hosking-Ashford, Treasurer

CPV - Federação Cabo Verdiana de Ténis
Mr José Almada Dias, Acting President

CUW - Tennis Federation Curacao
Mr Albert Martis, President

ERI - Eritrean Tennis Federation
Mr Yohannes Tesfay Zemichael, Vice President
Mr Tewelde Tekeste, President

GUY - Guyana Lawn Tennis Association
Mr Samuel Barakat, President
Ms Cristy Campbell, Vice President

KIR - Kiribati Tennis Federation
Mr Bantarawa Ietimeta, President

LAO - Lao Tennis Federation
Mr Daovone Phachanthavong, President

MAC - Macau Tennis Association
Mr William Iu Kong Au leong, Consultant
Mrs Louise Ung, President

MDV - Tennis Association of the Maldives
Mr Mohamed Ameen, Vice President
Mr Yusuf Riza, General Secretary

NIG - Fédération Nigérienne de Tennis

Mr Ahmed Ousman Diallo, President

PLW - Palau Tennis Federation

Mr Ernestine Rengiil, President

SEY - Seychelles Tennis Association

Ms Fatime Kanté, President

SKN - St Kitts Lawn Tennis Association

Mr Watkins Chiverton, President

SLE - Sierra Leone Lawn Tennis Association

Mr Kelvin E. Kellie, President

SOM – The Somali Tennis Association

Mr Saad Gedi, Chairman

SUR - Surinaamse Tennisbond

Mr Diego van der Zwart, President

SWZ - Eswatini National Tennis Association

Mr Maxwell Jele, President

TAN - Tanzania Tennis Association

Mr Dennis Makoi, President

VAN - Fédération de Tennis de Vanuatu

Mr Cyrille Mainguy, President

REGIONAL ASSOCIATIONS**ATF - Asian Tennis Federation**

Ms Manpreet Kandhari, Chief Executive Officer

Ms Yin Ping Patricia Lee, Executive

CAT - Confederation of African Tennis

Mr Tarak Cherif, President

Mr Hichem Riani, Chief Executive Officer

COSAT - Confederacion Sudamericana de Tenis

Mr Armando Cervone, Vice President

Mr Camilo Perez Lopez Moreira, President

COTECC - Confederacion de Tenis de Centroamerica y El Caribe

Mr Persio Maldonado, President

OTF - Oceania Tennis Federation

Mr David Smith, Executive Officer (Joint)

TE - Tennis Europe

Mr Vladimir Dmitriev, President

Mr Thomas Hammerl, Chief Executive Officer

FOUNDATION MEMBERS**California Sports Surfaces**

Mr John Graham, Strategic Accounts

Mapei

Mr Mario Amaral

Professional Tennis Registry

Mr Dan Santorum, Chief Executive Officer

Sport Group

Mr Neil McIntosh, Business Development Manager

UNICA

Mr Serhan Doruk, Business Development Manager

ITF SPONSOR / PARTNER**Kosmos Tennis**

Mr Javier Alonso Giralt, Chief Executive Officer

RECOGNISED ORGANISATIONS**Centenary Tennis Clubs Association**

Ms Berta Tintore, General Secretary

International Tennis Clubs

Mr Paul McNamee, Consultant

OBSERVERS

Grant Thornton

Mr James Durrant, Auditor

Mr George Grainger, Auditor

Mr Ben Langford, Auditor

Mr Abbas Merali, Auditor

Independent Election Panel

Mr David Howman, Member - Ethics Commission

Mrs Urvasi Naidoo, Member - Ethics Commission

Ms Sandra Osborne, Chair - Ethics Commission

MDA - Moldova Republic Tennis Federation

Mr Catalin Giosan,, Member of the Board

POR - Federação Portuguesa de Tenis

Mr José Costa, Host nation observer

Mr Manuel Coelho da Silva, Host nation observer

Ms Filipa Caldeira, Host nation observer

ITF STAFF

Miss Justine Albert, Executive Director – Professional Tennis Events

Mr Dominic Anghileri, Senior Executive Director – Finance & Administration

Mr Michael Beattie, Communications Officer

Miss Laura Bewick, Communications Officer

Mrs Heather Bowler, Executive Director - Communications

Mr Vitor Cabral, ITF Development Officer

Mr Frank Couraud, Manager

Dr Miguel Crespo, Head – Participation & Coaching

Mrs Chantal Crossland, AGM Organising Team

Miss Mairi Davies, AGM Organising Team

Mr Kris Dent, Senior Executive Director – ITF Circuits & Professional Tennis Events

Mr Juan Escobar, AGM Organising Team

Mr Kelly Fairweather, Chief Operating Officer

Miss Vicki Fecci, AGM Organiser

Miss Jane Fraser, EA to the President

Mr Jonathan Knight, AGM Organising Team

Mr Paul Lifton, ITF Rating Project Manager

Mr James McGurran, International Relations Manager

Miss Hannah McLean, Head of Legal

Dr Stuart Miller, Senior Executive Director – Integrity & Development

Mr Tom Moran, Communications Officer

Miss Jackie Nesbitt, Executive Director – ITF Circuits

Mr Mat Pemble, Executive Director – Information Technology

Mr Luca Santilli, Executive Director - Development

Mr Tim Stemp, Executive Director - Commercial

Miss Catherine Ure, Junior Legal Counsel

EXTERNAL STAFF

Digital Services

Mr Matt D'Urban-Jackson

Mr Corin Bennett

Interpreters

Ms Maria D'Silva Gimeno

Mrs Valeria Daniela Luna

Miss Marie Delumeau

Mrs Armelle McAllister

Master of Ceremony

Mrs Annabel Croft

Photographer

Mrs Corinne Dubreuil

Technicians

Mr Jack Daubney

Mr Jack Fovargue

Mr Nick Heidrick

Mr Michael Le Sage

Verbatim Reporter

Ms Jenny Chandler

Mr Joseph Plaiche

DELEGATES WHO ATTENDED THE CONFERENCE BUT WERE NOT PRESENT FOR THE AGM ON 27 SEPTEMBER:

AUT - Osterreichischer Tennisverband

Mrs Christina Toth, President

NOR - Norges Tennisforbund

Mr Alexander Kjær, General Secretary

VIE - Vietnam Tennis Federation

Mr Vu Trinh Long, Vice President

OFX

Mr Jarrod Cole, Senior Account Manager

ITHF

Mr Todd Martin, Partner Program

SPECIAL GUESTS

Facebook

Ms Anna Chanduvi, Sports Partnerships

Livewire Sport

Ms Leigh Walsh, Digital Strategy

International Olympic Committee

Mr David Luckes, Associate Director

EXHIBITORS

Mapei

Antonio Calado

OFX

Mr Charlie Lennox

Professional Tennis Registry

Mr Inaki Balzola

ANNUAL CONFERENCE – 25 SEPTEMBER 2019

Annabel Croft (Mistress of Ceremonies) welcomed the Delegates and introduced the President of the ITF, David Haggerty, to the stage.

PRESIDENT'S OPENING REMARKS

The President thanked Vasco Costa (President, Federacao Portuguesa de Tenis), and his team for the wonderful hosting of the 2019 Conference & AGM. He outlined the importance of the nations congregating to exchange views, plan for future success and celebrate achievements and that the greatest days of tennis lie ahead. He noted that the strength of the ITF comes from a shared purpose of all nations, a purpose to grow and protect tennis and celebrate its unique power. He distinguished grassroots tennis to high-performance levels and noted that tennis is a sport for all regardless of age, background, ethnicity, gender or ability. The President reinforced the values of ITF2024 and then introduced the ITF2024 promotional video.

After the video, the President reported that the ITF has more than doubled its revenue in the last four years from \$52M to \$110M and has used that increased investment to transform tennis. He set out the ways the ITF has gone about transforming tennis over the past year, including \$67M in funding for nations with further increases planned, doubling of development spend, and structuring a world-class executive team to support a visionary and ambitious Board of Directors. He observed that the ITF is transforming the portfolio of international events which will drive growth for all member nations.

The President introduced the theme of the 2019 AGM, "Transforming Tennis" and set out the key areas of transformation: (a) creating a new Davis Cup; (b) launching a revitalised Fed Cup; and (c) replacing the Pro Circuit with the World Tennis Tour. The President referred to the Davis Cup Finals event in November, being the major finale of tennis for the year. He then mentioned the Fed Cup Finals in Budapest and the fact the ITF had finalised the World Tennis Tour structure with a reallocation of ranking points in order to benefit the player pathway and also the member nations. The President observed that change is not easy, and we should not give up at the first hurdle. He noted that solutions are made through rising up to make change and collaborate with partners. The President reminded the delegates of the benefits of the Davis Cup reforms including \$18M in player prize money and \$25M going directly to support the nations and to fund core activities.

The President noted that the ITF is committed to always improving the competition. He then outlined changes to the 2020 Davis Cup format to further improve the competition. He thanked the Davis Cup Committee, and Taskforce for their efforts in conferring with nations and relevant stakeholders to create a list of recommendations to be put to a vote by the Board that would enhance the Davis Cup even further. The President noted that equality sits as the bedrock of the ITF and touched on the changes to the 2020 Fed Cup including a format restructure and increased prize money from \$3.6M in 2019 to \$23M in 2020. He noted that this represented the largest prize money fund for any major annual women's team sport competition.

The President announced that revenue will grow in 2020 to over \$130M and funding to nations will grow to over \$80M. He observed that these record levels of investment will have a global impact on the development of tennis. The President noted that development sits at the core of the ITF mission and that a major area of growth and investment in the development sector was the awarding of facility grants to enable nations to implement the necessary infrastructure to grow tennis in their nations. The President spoke about the World Tennis Number being another way the ITF will transform tennis as it will create a common currency for all tennis players all around the world.

He spoke of the ITF's fundamental partnership with the Grand Slams, the ATP, WTA, the International Tennis Hall of Fame and other stakeholders in tennis, especially players. As part of those partnerships he noted that Mark Woodforde, Mary Pierce, Jamie Delgado and Rennae

Stubbs were working very hard to build relationships and mutual understandings with players and stakeholders.

The President finished with pledging that the ITF will continue to transform tennis and then explained that the focus over the next few days was to be on the future of the ITF member nations.

FINANCE

René Stammbach (Chair, Finance Committee) and Dominic Anghileri (Senior Executive Director – Finance & Administration) co-presented a review of the ITF's finances.

Mr Stammbach outlined the structure of their presentation and then passed to Mr Anghileri to give an overview of the Performance Report.

Mr Anghileri reported that in 2018 budgeted income was \$73.9M of which planned expenditure of delivering core activities on behalf of the ITF member nations amounted to \$73.9M. Almost 90% of that amount was distributed to national associations directly or spent on core activities, including running circuits and integrity.

He reported that the Board approved expenditure of \$4.8M on Strategic Initiative projects in support of ITF2024. Mr Anghileri explained that non-operating results were budgeted to generate \$1.3M income arising from 3% net return from the ITF's investment portfolios, and a tax charge of \$200,000 arising primarily from the Hopman Cup. Mr Anghileri noted that the actual performance at the operating level was an improvement because the reduction in commercial revenues was matched by a corresponding reduction in expenditure.

Overall, the 2018 budget showed a planned, and approved draw down from reserves of \$3.5M. Mr Anghileri reminded the AGM that in 2016, the Board allocated \$10.5M to fund a programme of Strategic Initiative Projects and that by the end of 2018, \$4.8M had been spent on those projects. Mr Anghileri reported that the overall result for the year recorded in the Consolidated Income Statement reduced reserves by \$5.5M, of which \$3.5M was planned and approved in the budget and that investment portfolios were valued at \$49.5M by the end of 2018.

He noted that net assets have increased from the end of 2015 while payments to nations as well as expenditure on key areas (including development and integrity) have risen dramatically.

Mr Stammbach then pointed out that \$3.7M was invested in projects critical to the future success of the ITF and that the non-operating results reflected a reversal of some of the exceptional investment gains of 2017. He also noted that the entire investment losses of 2018 were recouped in the first quarter of 2019. Apart from investment performance, Mr Stammbach explained that \$3.5M of the deficit recorded was a planned draw down from reserves as previously reported and accepted by the AGM in Orlando.

Mr Stammbach handed back to Mr Anghileri to update the delegates on the 2019 budget and estimates for future years. Mr Anghileri explained that the budget process for 2019 used the ITF2024 Strategy Implementation framework to ensure the allocation of resources fairly reflected the identified 2018/2019 priorities. Mr Anghileri reported that the operating budget for 2019 shows a large uplift in revenues reflecting the Davis Cup partnership with Kosmos. He also reported that 90% of the total operating income of the 2019 budget is given directly to national associations or spent on core activities on behalf of the nations.

Mr Anghileri then stated that the budget for Strategic Initiative projects in 2019 is \$3.9M bringing the total amount over three years to \$8.7M which, along with \$2M of capital expenditure, and \$300,000 of external funding, falls within the \$10.5M approved by the Board in 2017. The non-operating budget includes \$1.9M of net investment returns based on a 3% return from portfolios which, after tax of \$200,000, results in a planned utilisation of \$2M of reserves.

Mr Anghileri explained to the delegates how revenue generated by the ITF is applied and distributed to the national associations both directly and through funding core activities and that the ITF maintains control over central costs and overheads. Mr Anghileri pointed out that Davis Cup, Fed Cup, data rights and development expenditure has increased from a combined total of \$24.9M in 2015 to \$67.6M in 2019. He noted that AGM, Board and Presidential expenditure has remained static at \$2.6M. He then reported that central overhead costs have risen from \$6.3M to \$7.4M and that this reflects increased investment in IT systems and increased property costs. He also mentioned that from 2015 – 2018, staff costs had risen by 2.5% from \$10.2M to \$10.4M.

Mr Anghileri touched on increased delivery of services and used the ITF's partnership with OFX (one of the largest international payments companies) as an example, noting that the ITF is now able to offer payments to national and regional associations in over 55 currencies. He also mentioned the ITF's focus on upgrading the IPIN system, ITF digital archives and the ITF website. Mr Anghileri concluded this section by confirming that by the end of 2019, the ITF will have invested \$10.5M in 14 programmes over three years (2017 – 2019), all of which directly contribute to ITF2024.

Mr Stambach concluded the budget section, reporting that the 2019 budget is an operating surplus from ongoing activities of \$200,000, investment in Strategic Initiative projects of \$3.9M and a non-operating surplus of \$1.7M which will result in a draw down from reserves of \$2M. He observed that net assets are budgeted to reduce from \$49.5M to \$47.4M, bearing in mind that in 2017 the Board sanctioned a \$10.5M reduction in reserves. He mentioned that the value of the investment portfolios is expected to further increase from \$47.3M to \$49.2M and that the ITF expects reserves to increase.

Mr Anghileri noted that Strategic Initiative projects should be delivered substantially on time and within budget and then discussed future considerations; revenue increases will be seen from the Fed Cup changes, especially player prize money, with players in the 2020 Fed Cup Finals sharing \$12M between 12 teams and the competing nations also sharing \$6M. Looking further to 2021, he noted that on the assumption the Hopman Cup will be reinstated there would be an assumed income of \$8M and costs of \$6.5M.

Mr Anghileri then summarised the ITF investment portfolio and how the ITF generates and hold reserves. Mr Anghileri noted that the ITF's investment arrangements are overseen by Cambridge Associates, who report to the Finance Committee through an Investment Advisory Panel made up of Investment Industry experts and that the Finance Committee regularly reports to the Board. The ITF's portfolio is currently held in 18 funds recommended by Cambridge Associates.

Mr Anghileri illustrated that investment performance is not linear as market volatility leads to periodic rises and falls in value. He proposed that the movement of reserves over time is an indicator of the financial stability of an organisation. He focussed on the ITF's objective of long-term growth and reported that at the end of 2018, net assets were \$49.5M, and although this was a reduction from 2017, he explained that the 2017 reserves were exceptional. Mr Anghileri then reported that over the last four years the ITF has been able to undertake an extensive portfolio of projects while retaining reserves and that the ITF remains comfortably above the appropriate level of reserves approved by the Board.

Mr Stambach recapped the facts of the Financial Review noting since 2015, revenue has more than doubled, the ITF does not budget to make a surplus because 90% of revenues is spent on distributions to nations and delivering core activities, central costs and overheads are under control and \$8.7M has been invested in key projects. All of this has been achieved whilst maintaining, and even increasing, reserves.

A discussion between the member nations and Mr Stambach then followed about disclosure of accounts and transparency as well as payment obligations of Class B one-vote nations.

One question was raised about the commercial framework for the Davis Cup to which the President requested be deferred until the presentation on Davis Cup. Other comments followed about the Davis Cup and the ITF's financial relationship with Kosmos Global Tennis.

ITF WORLD TENNIS TOUR

Ms Croft introduced the afternoon session and invited Jackie Nesbitt (Executive Director, ITF Circuits) to present on the ITF World Tennis Tour.

Ms Nesbitt began her presentation by reiterating to the delegates that reforming the player pathway was always going to be challenging but that positive progress has been made. She noted that external criticism cannot and should not sway the ITF from delivering on its role as the governing body of tennis and doing what it knows to be in the best interests of the game. She noted that the ATP and WTA agreed that the previous pathway, which offered playing opportunities to 3,500 players could not deliver to a reality of more than 14,000 players and that it was not fit for purpose.

Ms Nesbitt reported that the governing bodies, particularly ATP, found it difficult to agree the best approach to restructure the player pathway. Ms Nesbitt observed that the ITF delivers five times the number of all ATP tournaments, Challenger and WTA tournaments combined and that the ITF is the engine that provides future elite players. She noted that ranking points are controlled by the ATP and WTA and it is not for the ITF alone to decide on the mechanics of the professional tennis structure. Ms Nesbitt advised that she was proud that the ITF had always sought to work with the other governing bodies to instigate change. She reminded the delegates that the ITF sought help from the regional associations to petition the ATP to restore ranking points and that due to the tireless efforts of all those involved, including Dirk Hordoff, and the Chairman of the World Tennis Tour, Mens and Womens, the ATP agreed to restored points to \$15,000 tournaments and to increase and maintain points at \$25,000 tournaments. She also noted that the WTA agreed to restore points to women's \$15,000 tournaments.

She observed that following the reforms and cooperation from the other governing bodies, the ITF now has a clear identity and a world ranking system that is valid for player entry into professional tennis. Ms Nesbitt confirmed that the ITF World Ranking System would operate across the World Tennis Tour and the new World Tennis Tour Development Tier. She noted that entry will be ordered and would reflect player ability. She discussed the fact that the ITF Ranking would enable entry into professional tennis earlier than at the \$15,000 / \$25,000 level and so gives better playing opportunities to nations and players currently disenfranchised from professional tennis.

She then described the objectives of the new World Tennis Tour Development Tier, including enabling more affordable hosting opportunities, and imposing order to allow thousands of players to continue playing while fostering the faster progression of the top performing players. She noted that feedback was welcome on the Development Tier strategy and that a consultation paper would be circulated to national and regional stakeholders for comment.

Ms Nesbitt then outlined some player statistics to demonstrate the success of the junior reserve players competing in \$15,000 tournaments courtesy of their junior ranking. Ms Nesbitt noted that due to the success of the junior players, the ITF had achieved agreement with the ATP and the WTA to create a ranking bridge between the Junior circuit and the professional tours.

Ms Nesbitt then outlined some challenges that still needed addressing. One challenge was to reconcile players able to maintain a high ranking through average results achieved at Challenger tournaments with enabling progress by emerging players achieving good results in \$15,000 and \$25,000 tournaments. Another was the link between ranking points and tournaments offering hospitality. She noted that the Board had approved an ITF Player Panel and that this group would be a crucial voice in lobbying cooperation from the other governing bodies to further improve the player pathway.

Ms Nesbitt reiterated the fact that entry level is now more affordable and that there is a clear pathway for a majority of players. Ms Nesbitt observed the importance of the member nations working together.

The session was closed without question.

WORLD TENNIS NUMBER

Paul Lifton (ITF Rating Project Manager) opened the session by reminding the delegates that the ITF presented on the global tennis rating at the 2018 AGM and that now, the ITF World Tennis Number (WTN) is a reality and that the project will give everyone exciting opportunities to grow tennis across the world using modern technologies and accurate data.

Mr Lifton explained that the project is being led by a Steering Committee comprised of representatives of the ITF, the French Tennis Federation, the Lawn Tennis Association and the United States Tennis Association with support from an advisory group of 6 national associations and one regional association. Mr Lifton reported that 22 national and two regional associations have shared data for the pilot project and 85 national associations are engaging with the ITF on the initiative. He noted that this is a good example of the nations coming together and supporting an exciting future. Mr Lifton then presented a short promotional video.

Mr Lifton explained that the WTN is a number assigned to tennis players that reflects their current level of playing ability and so it is distinguished from a “ranking”. The aim of the project is to encourage grassroots participation, interaction between tennis players and improve player retention. He noted that the Development department wanted the WTN to increase participation and variety of competitions across the world. Mr Lifton then discussed the global benefits and touched on the Partner Portal, the central database that enables data collection, sharing and analysis for players, nations and other partners. Mr Lifton observed that the national associations will take full control of the data that is uploaded by them to the database and will control communications with players in their countries. Mr Lifton noted that one of the ITF’s primary objectives was to ensure there are as few barriers as possible, including access and cost to players.

Mr Lifton invited Ivanhoe Cálix, (President, Honduras Tennis Federation) to the stage to give a short presentation on his vision of the WTN. Mr Calix observed that this project is a great opportunity to identify playing partners regardless of age, gender or physical ability and this in turn should improve national and international relations. Mr Calix noted he hoped the tennis community will come together to encourage participation, competition and experiences for players. He outlined that the WTN will help to improve tennis in each country and further that it will improve nations’ costs, and offer social and competitive players the opportunity to improve their game. He noted that he believes the WTN is a valuable tool for assessing progress and it will contribute to a competitive culture, in turning improving player satisfaction. He noted that the national federations will be able to register and monitor all their players and implement personalised services to clubs and organisers based on specific needs.

Mr Lifton thanked the 22 national and two regional associations who shared data for the pilot project to kick-start the initiative and assured the nations that legal advice and consultation had been obtained.

Mr Lifton then moved on to discuss the Tennis Open Data Standards project, (TODs) in which the ITF and partner national associations had devised a set of data standards for tennis. The TODs project will be reflected in the WTN project and will also benefit tennis as a whole because it encourages more efficient data sharing, improved quality of data and access to third-party solution services. Mr Lifton explained that good data is ever-present in society and drives most of the processes we engage with everyday, including major sporting occasions. He noted that the detail of the TODs project is open for anyone to engage with and public.

Mr Lifton then outlined the singles and doubles algorithms being used to generate the WTN and thanked the Imperial College in London for its collaboration with ITF data scientists.

Mr Lifton then visually demonstrated to the delegates an example of a WTN player profile and the look of the platform. Mr Lifton concluded his presentation by stating that the WTN is a global project and that national associations are encouraged to engage with it and that they would be properly supported by the ITF. He outlined three areas for the member nations to specifically engage: (1) a means to exchange data; (2) target date for live implementation; and (3) objectives and priorities for using the WTN to develop tennis in each member nation.

Mr Lifton concluded his presentation and there were no questions or comments.

TRANSFORMATION

Kelly Fairweather (Chief Operating Officer, ITF) introduced the topic “Transforming Tennis” and began his presentation by discussing examples from other sports to demonstrate the need for transformation.

Mr Fairweather observed that research into the sports industry shows that the number one threat to the industry is the shift in young consumer behaviour. He recognised that digital content must be innovative to keep young consumers interested as attention spans are ever decreasing. He discussed the relationship between young fans and athletes and how athletes have become “content creators” through social media. He noted digital transformation will be a major focus in the coming years, especially as the barrier between fans and athletes has broken down. He stated that the most innovative sports bodies will be those that understand the priorities of their consumers.

Mr Fairweather touched on the importance of understanding e-sports as a recent and highly relevant entrant to the sports industry. He noted the prevalence of e-sports in the United States and the engagement by sponsors with youths. He then touched on the rise in the prevalence of female team sports, the debate of unequal pay between male and female athletes and the fact that there are more women engaging in sports commentary and other areas than ever before. He also noted the rise in athletes taking control of their own sports through “player influence”. Mr Fairweather described how athletes are challenging their federations using swimming and tennis as comparable examples.

For these reasons, Mr Fairweather impressed on the delegates the need for transformation and his desire that the ITF be the architects of its own transformation.

Mr Fairweather told the delegates he would speak further on the subject of transformation tomorrow morning. He then asked Ms Croft to lead the panel discussion.

PANEL DISCUSSION – *Future-proofing our sport in an accelerated era of transformation*

Annabel Croft invited to the stage the four panellists, Tep Rithivit, Jennifer Bishop, Wanjiru Mbugua-Karani and Roger Davids.

Wanjiru Mbugua-Karani (Secretary General, Tennis Kenya) started the panel discussion by giving a brief summary of her background in tennis. Ms Mbugua-Karani observed that there has been a lot of change recently in Tennis Kenya, including a national tennis program and investing in Davis Cup. She also noted increased investment from the ITF and the Kenan government fostered change and that commended the Tennis Kenya Board for being visionary and passionate.

Tep Rithivit (Secretary General, Tennis Cambodia) then gave a brief background of his role in tennis. Mr Rithivit noted that Cambodia is a war-torn nation, and that this created a challenge in itself. He reported that 13,000 children are provided free tennis every week in Cambodia and that the federation had adopted both the Play and Stay and JTI programs. Mr Rithivit observed that the internal culture of Cambodia has been challenging but that one positive change has been to

engage school teachers as tennis teachers. He explained that this initiative has led to tennis being part of the school curriculum in many regions. He noted that federations must promote the sport in the private sector.

Jennifer Bishop (Chair, Tennis Canada) observed that change in Canada had been seen through growth in player and fan interest at a grassroots level and in high-performance player results. She observed that investing in performance centres had been a successful initiative but noted that the biggest challenge is still accessibility and enabling players to play all year round.

Roger Davids (President, KNLTB) noted a specific challenge in the Netherlands is tackling the lack of participation from its youths and that the Netherlands needs to improve youth retention.

Ms Croft asked if Mr Davids knows where the youth go when they leave tennis?

Mr Davids responded that they go to fitness and other sports. He accepted that focus is on the top levels of the game because that is where the money is but that the mature tennis countries need to talk about the challenge of participation at youth and senior levels. He touched on the Tennis All In One program as a way to retain players.

Ms Croft and Mr Davids then discussed the Club Analytics App as a digital platform to engage players. Mr Davids explained that through the App all clubs have access to club data in order to incentivise those clubs to improve their infrastructure. Mr Davids noted he would like the other mature tennis nations to discuss retention.

Following this, Ms Croft raised the issue of digital awareness.

Ms Mbugua-Karani responded that “digital” is not a short-term objective for Tennis Kenya. Ms Croft noted that Kelly Fairweather touched on gender balancing and that 40% of registered coaches in Tennis Kenya are female. Ms Mbugua-Karani explained that engagement of female coaches was a deliberate objective to improve female player participation because research had suggested female players respond better to female coaches.

Mr Rithivit emphasised the importance of female role models in tennis. Mr Rithivit noted that the social culture in Cambodia presented certain challenges to engage females in sport.

Ms Bishop then explained that Tennis Canada had developed a women’s and girls working group but also noted the lack of women in tennis leadership roles or in the high-performance structure. She explained that Tennis Canada had created key criteria to improve engagement including, starting an Under 11 girls only initiative and several working groups at the Under 16 Nationals. Ms Bishop also mentioned that Tennis Canada has tried to recruit former top players and college players for a mentoring program and that they had received good feedback from that program. She also noted that the Tennis Canada Board has a minimum female quota.

Ms Croft then opened the floor to other ideas for transformation.

Abdulaziz Alkhalifa (First Vice-President, Bahrain Tennis Federation (BTF)) noted that BTF worked with the government to introduce tennis in the government school system but that this success actually created a problem because there are not enough coaches. Mr Alkhalifa requested guidance from the other federations on how to train players on a short-time basis. He noted that Bahrain was the first Arab Muslim country to host a Fed Cup event and then thanked the Panel for its discussions.

Ms Croft asked Mr Rithivit to respond.

Mr Rithivit responded to Mr Alkhalifa’s comments noting that perseverance and patience were important. Mr Rithivit then discussed how school teachers were encouraged to become tennis

teachers through incentive programs. He observed the need to engage teachers but also leaders of the education system.

Ms Mbugua-Karani explained that Tennis Kenya had formed a coach's commission and a mandate for coaching courses. She explained that Tennis Kenya works closely with the ITF and incentivises coaches by encouraging them to progress through levels of coaching accreditation.

Ms Bishop observed that the coaching structure in Canada was very positive.

Mr Davids noted the Netherlands is fortunate to have more than 2000 licensed coaches. He noted that coaches must be motivated and that resources should be dedicated to improve coaching skills.

Ms Croft then asked Mr Davids to talk about the success of Wheelchair Tennis in the Netherlands. He responded that volunteering and inclusivity was part of the Dutch culture and was integral to that success. Mr Davids noted the importance of engagement and the need to promote and encourage inclusivity.

Ms Croft concluded by asking the panellists their opinion on the best way to grow and transform tennis in the nations.

Ms Mbugua-Karani offered that a positive mindset and facilities to deliver tennis is the way to grow tennis. Mr Rithivit observed that the tennis pathway must grow through the innovative and creative delivery of tennis. He noted transformation is for the players but also for the leaders in tennis. Ms Bishop agreed that we need to build the pathway at all levels and offered that building the national training centre in Montreal was a game-changer for Tennis Canada. Mr Davids agreed with the other panellists' comments and noted we need to keep things simple and relevant. He explained that the way to stay relevant is to change the game to better appeal to the younger generations.

Ms Croft thanked the panellists and closed the Panel discussion.

OLYMPICS AND INTERNATIONAL FEDERATION TRANSFORMATION

Ms Croft then welcomed to the stage David Luckes (Director of Summer Sports, IOC). Mr Luckes thanked the ITF and confirmed that sport is changing across the globe and that the ITF needs to understand those changes as they affect tennis.

Mr Luckes recognised the pace of change and noted international federations need to be mobile in order to adapt. He touched on the ITF and IOC's relationship and referred to the 2020 Olympic Game as a good example of collaboration.

Mr Luckes then discussed governance and observed that good governance and transparency need improvement at the international federation level. He congratulated the work ITF has done in the field of good governance and compliance. Mr Luckes discussed the Olympic Solidarity movement and noted it has funded 173 tennis projects since 2017. Mr Luckes spoke about the ASOIF Report including one finding that international federations must embrace technological advancements and entrepreneurialism and should seek assistance from both private and public sectors. Mr Luckes then spoke about digitalisation and data in sport. He noted the opportunity to monetise data and offer it to fans. He noted that athletes should contribute to the strategic direction of their sport and this could be achieved through a two-way dialogue between governing bodies and athletes.

Mr Luckes then discussed the success of, and the IOC's engagement with e-sports.

He mentioned that the Olympic Movement is aligned with the international federations on the basis we face the same challenges. He noted that it is necessary that the IOC works with the federations

to ensure the best athletes compete at the Games. He referred to the global sports calendar and the need to retain participation of athletes to improve participation.

Mr Luckes noted that from the 2020 Olympic Agenda, 40 recommendations were transformed into 118 action points specifically related to the bidding for, hosting and legacy of future Olympic Games. He observed that the complexity of the Games has increased over the years and necessitated review while protecting consumer experiences. He mentioned that the IOC and ITF are working together to improve the model used to run a world class tennis event.

He spoke about the Paris 2024 Event Programme and the fact there was to be an increased quota of sports. He confirmed that a key goal for the IOC is gender equality across events and number of athletes. He then reported on participation statistics and the emergence of mixed team events. He noted the goal was to achieve full gender equality at the Olympic Games and commended the ITF for the launch of the Advantage All campaign.

Mr Luckes concluded by reiterating that sporting organisations must keep up with the pace of change and he thanked the ITF on behalf of the IOC for being an important part of the Olympic Movement. Finally, he presented a video message from IOC president, Thomas Bach.

The President thanked Mr Luckes and confirmed that the ITF is on a journey of transformation noting there are still areas of improvement to address.

Ms Croft was invited back to the stage to close the Conference.

Annual Conference Day 1 concluded at 4.22pm

ANNUAL CONFERENCE – 26 SEPTEMBER 2019

Ms Croft opened Day 2 of the Annual Conference by recapping what was discussed yesterday and setting out the schedule for the day. Ms Croft then welcomed Jack Graham (Chair, ITF Constitutional Committee) to the stage.

GOVERNANCE PROPOSALS

Jack Graham (Chair of the ITF Constitutional Committee) described the governance changes being voted on at the 2019 AGM.

Article 19 and 21(k) – Board proposal

Mr Graham discussed the proposed changes to Article 19 and 21(k) of the Constitution. He explained that the objectives are to introduce new requirements for eligibility and removal of directors in circumstances where a director has been convicted of a crime.

Mr Graham noted that changes to Article 21(k) were approved at the 2018 AGM but that the Board had since recognised that further revisions were required to achieve the intended objectives. In part, this is because it is difficult to ascertain the law in all member countries to determine whether an act is deemed “criminal”. In addition, a threshold of seriousness in terms of damage that is likely to be caused to the ITF is required.

Mr Graham noted that the Ethics Commission should be the body that exercises discretion over whether a person is or is not eligible to serve on the Board, because it is independent of the ITF and its members, and has the relevant legal expertise. He observed however, that the Board should also retain the ability to overturn a decision of the Ethics Commission, in extreme cases.

There were no questions.

Article 21(k) – DTB proposal

Mr Graham then introduced the resolution submitted by DTB. Ulrich Klaus (President, Deutscher Tennis Bund) announced the withdrawal of that resolution.

Article 17 and 18 – Board proposal

Mr Graham informed the delegates that the changes to Article 17 and 18 are technical in nature and their purpose is to clarify that the Board, like all member nations, can submit an amendment to and/or file a late resolution. Mr Graham assured the delegates that such resolutions would be subject to the same 4/5 majority voting requirements as those submitted by member nations.

There were no questions.

Gender quota for the Board – FTT proposal

Mr Graham explained to the delegates that the Federation Tunisienne de Tennis had submitted a resolution that mandated a minimum of two women on the Board. Mr Graham invited Salma Mouelhi Guizani (President, Federation Tunisienne de Tennis) to speak. Ms Mouelhi Guizani stated that, following consultation with the Gender Equality in Tennis Committee, the resolution was withdrawn, and its principle incorporated within work aimed at increasing female representation as part of the existing Gender Equality in Tennis strategy.

Mr Graham reinforced the Board’s commitment to gender equality within tennis.

Moldova – recognition of new federation and transfer of shares

Mr Graham explained that the Moldovan Tennis Federation had recently dissolved and that a new federation has been created in its place. He explained that a resolution to recognise the new federation as a Class B member with immediate effect, and to transfer the shares (one share) held by the old federation to the new federation had been submitted. Mr Graham noted that the new federation is recognised by Moldova's National Olympic Committee, has complied with the ITF membership requirements and has been approved to be a Tennis Europe member from 2020.

There were no questions.

ITF2024 UPDATE

Kelly Fairweather opened the session on Transformation and reaffirmed the ITF2024 Strategy towards real and sustainable growth in tennis. Mr Fairweather listed the five objectives of ITF2024 and attributed the ITF's transformation to those objectives.

Mr Fairweather discussed a number of areas of transformation that the ITF has engaged in, including Davis Cup and Fed Cup reforms, the introduction of the World Tennis Number, ongoing development projects and the introduction of a Code of Ethics.

Mr Fairweather congratulated the delegates on the fact that the ITF had been ranked in the top six international federation in the International Governance Report published earlier this year. Mr Fairweather noted that as part of the ITF's commitment to good governance it had appointed a Safeguarding Manager, revised its process to protect players and intends to introduce safeguarding education to national associations.

Mr Fairweather then touched upon digital projects to be rolled out to engage better with players, fans and the member nations. One project that Mr Fairweather mentioned was the archiving of photos and videos wherein the ITF's photo storage has moved to a cloud hosting platform with more than 400,000 images currently being stored. The ITF's intention is, as Mr Fairweather described, to migrate one million assets to the cloud platform so that the ITF can share digital content directly with the member nations for instant use.

Other projects mentioned by Mr Fairweather included the launch of the new ITF website as well as the ITF's Gender Equality and Advantage All strategies. Mr Fairweather observed that the ITF intends to work with five international federations and the IOC to deliver a High-Performance Coaching Programme and further empower female officials in tennis. Mr Fairweather noted a toolkit would be rolled out to the member nations and that a new campaign would be launched called Tennis Opportunities Outside the Lines for the member nations to engage local role models. Mr Fairweather noted that the Fed Cup is closely aligned with the Advantage All campaign and the role of Fed Cup ambassador, Billie-Jean King.

Mr Fairweather concluded his presentation by affirming to the delegates that the ITF has a vision to instigate governance reforms, deliver high-standard tennis events, improve channels for digital content and improve stakeholder engagement. He observed that these objectives can only be achieved by engaging and empowering the regions and member nations through meaningful dialogue and supporting self-sufficiency.

Bernard Giudicelli (President, Federation Francaise de Tennis) congratulated Mr Fairweather on his presentation and referred to the ASOIF Report. He noted his concerns about the ITF's relationship with Sportradar as its data partner and believed that the ITF and the nations need to find an internal solution to preserve the integrity of tennis. Mr Fairweather responded noting the ITF is doing everything it can to protect the integrity of tennis.

Ion Tiriac (President, Romanian Tennis Federation) then queried whether data for Davis and Fed Cup was sold. Mr Fairweather responded.

DAVIS CUP

The President introduced the session and noted that the ITF's objective in collaborating with Kosmos was to create an event that would benefit the nations and the sport of tennis as a whole for the future. A video was then played.

After the video, the President touched on the changes made to the event and the resulting benefits, including more sponsorship and unprecedented global exposure. He then noted that the ITF has continued to listen to the member nations and as a result, the competition will see further changes in 2020, which he then briefly outlined. The President then spoke about the success of the 2019 Davis Cup and reported that the Qualifier round reached a record audience of 10 million viewers.

Mark Woodforde (Athlete representative, Board of Directors) then presented the venue and operations for the Finals in November. He also touched on player facilities, ticketing strategy and fan activation. He noted that player feedback had been consistently positive.

The President then returned to the microphone to confirm that consistency is crucial to preserve the status of the event and that both sponsors and broadcasters have embraced the reforms and that fans are engaged. He observed that the changes have allowed for record-levels of distribution of revenue to the nations at all levels of the competition. He assured the nations that Kosmos was delivering on its obligations and the nations were financially assured.

The President thanked all 210 nations, as well as the ITF Board, Davis Cup Committee, Taskforce and the ITF staff for their hard work and support.

The President then introduced Katrina Adams, Justine Albert and Atilla Richter to talk about Fed Cup reforms.

FED CUP

Katrina Adams (Chair, Fed Cup Committee) began her presentation by noting the link between the ITF's Advantage All campaign and the Fed Cup. She reminded the delegates that the ITF promised the delegates at the last AGM that changes would be made to the Fed Cup to unlock its potential and deliver increased funding for competing nations. Ms Adams referred to the partnership with Budapest and then deferred to a promotional video for the Fed Cup Finals.

After the video Ms Adams noted that stakeholders had asked for change to inspire global engagement in the competition. Ms Adams outlined the key structural reforms to the competition and then presented a video to explain those reforms.

Justine Albert (Executive Director, Professional Tennis Events) then took the delegates through the changes to the competition format in detail and confirmed that the format for the Regional Groups will not change. Ms Albert noted that the new format retains the best historic aspects of the competition whilst improving the rest. Ms Albert observed that the WTA and the players, through the Player Council, endorsed the changes and that the new format should lead to further benefits for competing nations as well as opportunities for other nations to engage. Ms Albert reiterated the importance of gender equality in tennis, referred to Fed Cup ambassador, Billie-Jean King and then introduced a video presentation on Budapest.

Ms Albert then invited Atilla Richter (General Secretary, Hungarian Tennis Association) to the stage to say a few words. Mr Richter observed that the Fed Cup Finals will set a new standard in women's tennis and touched on the suitability of Budapest to stage the event. He also mentioned the experience of the Hungarian Tennis Association as a host of Fed Cup events.

Ms Adams then continued by outlining the increase in revenue that the event would bring. She reported that the twelve nations competing in the Finals would earn \$6M in participation payments

and \$3.8M would be reserved for the Qualifiers and Play-offs and that over \$1M would be distributed at regional group level. She observed that financial benefits would be felt at all levels of the competition.

Ms Adams concluded the presentation by thanking the delegates for their support and noting that change can only be achieved with the support of the member nations.

The President then asked for questions. The delegates did not raise any questions. The President then invited Ismail El Shafei (Chair, Davis Cup Committee) to say a few words about the Davis Cup.

Mr El Shafei observed that the Davis Cup Committee had worked very hard to find a solution to balance the tradition of the Davis Cup while also being innovative to enhance the stature of the event. He noted that by listening to the nations and players, the Committee had achieved a great outcome.

DEVELOPMENT

Luca Santilli (Executive Director, Development), Frank Couraud (Manager, ITF Training Centres & Events) and Miguel Crespo (ITF Head of Participation & Coaching) co-presented a review of Development initiatives.

Luca Santilli spoke about how 210 nations, six regional associations and the ITF had embraced and delivered a development strategy for the next generation of tennis players and fans. Mr Santilli referred to the development strategy launched in 2016 with a specific focus on participation initiatives.

Mr Santilli mentioned the ITF World Tennis Number and Worldwide Participation Conference as important initiatives. He then turned to discuss the ITF Global Tennis Report (GTR) 2019, tennis' largest ever participation study and noted that from this report, the Development department has engaged the ITF member nations to achieve a common goal of increasing the worldwide tennis community from 87 million players today to 120 million players by 2030. Mr Santilli explained that the GTR will be used to customise tennis development between nations and create benchmarks to set realistic participation goals and measure retention levels. Mr Santilli mentioned how nations will benefit from the use of data from the GTR.

Mr Santilli invited Rafael Westrupp (President, Brazil Tennis Federation) and Wanjiru Mbugua Karani (General Secretary, Tennis Kenya) to speak about the GTR initiative.

Mr Westrupp noted that Brazil has more than 7000 coaches of which only 700 are female coaches. He noted he believed that the GTR initiative is exciting, will help develop female coaches and will attract more female coaches by introducing new tennis events. He noted his belief in long-term, strategic planning.

Ms Mbugua Karani explained that the GTR has helped Tennis Kenya understand where Kenya stands globally in tennis. She noted that the GTR indicated that Kenya has a gender balanced tennis community but that the nation needs more coaches to increase player engagement. Ms Mbugua Karani noted that she looks forward to the next edition of the GTR to see where Tennis Kenya has made improvements.

Miguel Crespo then presented on "Play and Stay" and the Junior Tennis Initiative (key player participation initiatives). Mr Crespo touched on the successes of certain players who had benefitted from these initiatives and then played a video wherein top 100 ITF junior player Gaby Rivera of Guatemala was interviewed about her experiences in the Junior Tennis Initiative.

Mr Crespo continued by touching on various coaching initiatives, specifically the ITF Coaching Academy. A video was played in which an ITF Academy coach talked about the academy. Mr

Crespo then outlined the Olympic Solidarity Scholarship programme and the ITF Recognition of Coaches Education System. He noted that a good coaching education programme is essential for success in any sport. He explained that the objective of the ITF is to make member nations self-sufficient to train their own coaches.

Mr Frank Couraud was then called to present on the ITF Facility Grant programme. He outlined the programme and played a video about the national training centre in Bangkok, Thailand. Mr Couraud noted that the ITF has introduced a ranking system that grades training centres as gold, silver or bronze to improve the standard of national training centres within the programme.

Mr Couraud noted that the ITF must continue to close the gap in competitive opportunities between North America and Europe and other regions and referred to grants issued by the ITF and the Pacific Nations Cup as examples of important strategies that would help close that gap. A short video was played and then Mr Couraud reported on several players' performance outcomes noting they were each important success stories. He then discussed the success of the three ITF Regional Training Centres and noted the ITF's plan to expand the number of high performance training camps across the regions. Mr Couraud concluded by introducing a video about one of the funded high performance player camps in Brazil.

Mr Santilli then concluded the session by discussing the success of the Grand Slam Development Fund programmes including the Grand Slam Player Grant and related ITF Player Grant programme and spoke of the success of Kaya Juvan of Slovenia who was awarded an ITF Junior Player Grant in 2018 and a Grand Slam Player Grant in 2019 and now, only one year later, has achieved a career high ranking of 106.

Delegates from the Confederacao Brasileira de Tennis and Pakistan Tennis Federation raised had questions about funding, including that nations should be further consulted when ITF facility grants are distributed and that more funding was necessary to make real change. Mr Santilli took the feedback on board and responded by discussing the development criteria and reminding the nations that there has been a tremendous funding increase since 2016 which will continue in future.

A question was raised about revenue from the ITF World Tennis Number to which Mr Santilli asked that that discussion be deferred to the next AGM to allow the initiative time to become a strong product.

Other comment from the delegate included the need to improve officiating resources and also to attract more spectators to tournaments.

Mr Santilli thanked the delegates and concluded the Development department's presentation.

INTERNATIONAL TENNIS HALL OF FAME: GLOBAL ORGANISATION OF DISTINCTION AWARD

Ms Croft returned to the stage to introduce the President and Todd Martin (CEO, International Tennis Hall of Fame) to present the Global Organisation of Distinction Award.

Mr Martin presented the award to the Chinese Tennis Association for its services and contributions to the sport. Mr Martin congratulated the Chinese Tennis Association for facilitating participation growth and popularity of tennis in both youth and adult populations in China.

Mr Liu Wenbin (Vice President, Chinese Tennis Association) accepted the award on behalf of the Chinese Tennis Association and thanked the ITF and the other member nations for the honour of being the 2019 recipient.

The President concluded the session by touching on each topic presented during the morning's session and invited Ms Croft to the stage to introduce Sandra Osborne to discuss election voting procedures.

VOTING PROCEDURES

Sandra Osborne QC (Chair, ITF Ethics Commission) began by delivering a short report of the Ethics Commission touching on three key areas: (1) Commission set up; (2) Scope of the report; and (3) Year-to-date activity.

Ms Osborne outlined the scope of the ITF Code of Ethics, including who it applies to, expected conduct and its administration. Ms Osborne noted that the Ethics Commission became active in March 2019 and reported on the actions and investigations it had taken to date.

Ms Osborne then discussed the election procedures for the AGM noting that the procedures had been approved by the Election Panel. She confirmed that the Election Panel would have overall responsibility for the voting process to ensure the integrity of the process and outcome.

Ms Osborne then explained the voting process and gave specific instructions for the voting delegates for both the presidential and Board of Directors elections.

Ms Osborne advised the delegates that three Board of Director candidates had withdrawn their nomination.

Questions regarding distribution of ballot papers, voting process, voting schedule and the visual presentation of the ballot papers were raised. Ms Osborne addressed each question in turn.

Ms Osborne thanked the delegates for their time. Ms Croft then closed the session and the Conference broke for lunch.

PRESIDENTIAL CANDIDATE MANDATES

Ms Croft opened the session and invited each presidential candidate to the stage in alphabetical order.

David Haggerty

Mr Haggerty noted it was an honour to stand before the delegates as the current president and sought support for re-election. Mr Haggerty noted that he would speak about how he had delivered on promises during his term as president and how he would deliver on further promises in the next term.

Mr Haggerty mentioned that he had introduced several engagement initiatives. He promised to increase revenue and observed that the fact revenue had increased from \$52M to \$100M demonstrated his delivery on that promise. He explained that the ITF is in its strongest financial position ever. He noted that \$67M had been distributed to the nations. Development spending had increased to \$12M and he reminded the delegates that he had dedicated his contractual bonus to the ITF development fund. He outlined the transformative changes to the Davis and Fed Cup which he noted resulted in greater participation payments to the nations. He observed that he had delivered a strong leadership in a rapidly evolving world and that he delivered what he had promised.

Mr Haggerty then outlined his promises for the next four years. He noted that the nations are integral to developing tennis globally. Mr Haggerty promised to be more inclusive to ensure more nations and volunteers serve on committees and that everyone has a say in the future direction of the ITF and tennis. He noted his objective that all 200 member nations be at future AGMs.

He noted that ASOIF has recognised the ITF as a leading federation in governance. Mr Haggerty noted he wished to further increase oversight, transparency and independence. He then touched on his intention to review alternative structures of ITF Limited. He explained that part of the restructure would be to split role of Chair, President and CEO into two distinct roles.

He noted that ITF revenue will soon be over \$160M, which was three times greater than what it was in 2015. He promised that his energies would be fully focussed on delivering the best Davis Cup Finals which in turn will set a new benchmark for the ITF. He observed that he would continue important dialogue with the ATP to ensure the very best for mens tennis. He followed this by stating that Fed Cup is equally important and that the ITF is in successful collaboration with the WTA. Mr Haggerty promise to continue his relationship with WTA and improve the success of women's tennis.

Mr Haggerty stated that he had demonstrated his ability to innovate. He touched on the re-introduction of the Hopman Cup as well as the introduction of new regional and continental competitions to strengthen the role of Regional Associations. He pledged that by 2023, ITF revenue would reach \$160M for direct reinvestment in the member nations.

He noted that development sits at the core of the ITF's mission. Mr Haggerty pledged to increase funding to \$20M moving forward. He noted his personal commitment to transfer his contractual bonus to the ITF development fund.

Mr Haggerty noted he was passionate and committed to work with great tennis leaders to make a real difference. He concluded by stating that the journey is not over, that he can and that he will deliver.

Questions:

Questions put to Mr Haggerty included how the ATP and WTA would be made to contribute to grassroots tennis and how would his manifesto change from its current term if re-elected.

Mr Haggerty confirmed that he would continue a successful relationship with the WTA and would work with the new ATP leadership. He also explained that he intended to visit more nations, unlock funds and meet with a diverse range of stakeholder to improve the infrastructure for tennis.

Ivo Kaderka

Mr Kaderka noted his manifesto is a real time story about his life's commitment to tennis. He noted that his manifesto was not written by any commercial agency and that his ideas and visions are his own. He observed that nothing can replace experience. He touched on his long presidency of Czech Tenisova Asociace and his experiences from that position.

He spoke about the success of Czech Tenisova Asociace in international tennis competitions and the federation's success in bringing young children into tennis to be the future stars. He noted that all his dreams came true while sitting as president. He noted that he has achieved strong results while leading in tennis and so he understands the needs of the nations.

Mr Kaderka explained that nations come first and that they suffer financial difficulties. He observed that the nations own the ITF and without the nations there can be no tennis business. This is why he explained it was necessary for the ITF to find a common way with the Grand Slams to increase finances in tennis. He pledged his commitment to work with the other governing bodies to become stronger. He noted that the ITF will be strong when the nations are strong.

Mr Kaderka mentioned that the ITF must take care of the fair distribution of resources and give nations more support both financially and in education.

He stated that his main advantage as a president-elect was that he came from a small nation and so understood the difficulties of being a small nation.

Questions:

Mr Kaderka was asked how he would do better for the nations if elected. He responded that the ITF must find new resources and distribute those resources to smaller, developing countries to support grassroots tennis.

Anil Khanna

Mr Khanna expressed his thanks to the Portuguese Federation for hosting the AGM and to the ITF staff for making the arrangements and for delivering their presentations on the way forward for Davis Cup and Fed Cup. Mr Khanna noted that he looks forward to engaging with planned governance reforms, gender equality and other transformations. He noted that the ITF's exciting initiatives would be furthered by him if elected. He outlined his background in the leadership of tennis and then turned to his experience as an accountant and his position on the Finance Committee.

He submitted that if given the opportunity to be president he would focus his energy on delivering a global and progressive ITF with a worldwide presence that was devoted to development in every region. He noted that his first personal commitment was to ensure a solid, rich ITF with profits shared back to the member nations for the nations to utilise those distributions independently. He observed that the ITF should take inspirations from the IOC because it makes billions of dollars that it then distributes to the national Olympic committees. He noted that the ITF should deliver reserve funds to the nations.

Mr Khanna stated that he estimated a profit of \$10M for the ITF in 2020. He noted that under his leadership, the ITF will improve its performance and better distribute resources to shareholders. He noted development expenditure will increase and funding will go beyond what is already distributed through the Davis Cup and Fed Cup.

He noted that players need to make money out of tennis and so the ITF should reach out to all governing bodies to create a cohesive framework. Mr Khanna stated that the ITF and the nations have a basic responsibility to the lower ranked players and that he would work with the Grand Slam nations as well as the ATP and WTA to deliver more players and better players.

Mr Khanna then discussed his objectives for development in tennis. He proposed that centralised development must be moved to regional federations because those federations better understand what can be done with allocated funding. Mr Khanna explained that he would create three strong commercial entities, being ITF Euro Africa, Oceania and the Americas to help harness new regional properties. He stated that decentralisation and restructuring would ensure increased funds to grow the sport.

Questions

Mr Khanna was asked how he would address specific issues experienced by smaller nations. He responded by suggesting that development funding should be put in the control of the regional associations because that will ensure more effective utilisation of funding. He suggested that the ITF focus on Olympic qualifying events and regional ranking initiatives to grow tennis and reduce the incidents of players having to travel to play tournaments. Mr Khanna concluded by stating that the ITF must deliver profits for tennis.

Mr Khanna responded to a question about collaborating with the other governing bodies by stating the ITF is losing space to other, smaller sports and that he intends to ask the member nations directly how the ITF should progress. Mr Khanna observed that the nations must be able to deal with the ATP and WTA directly and that everyone in tennis wants tennis to prosper.

David Miley

Mr Miley noted this was his 27th ITF AGM. He outlined his background and experience in tennis noting he has 35 years of experience in the sport. He noted he intends to stand up for the ITF and work with other stakeholders from a position of strength. He submitted that the national associations pay for the development of their players and they deserve respect. He noted that without the nations there would be no ATP, WTA or any Grand Slams.

Mr Miley's manifesto, "ITF Strong", is, he explained, a manifesto of the nations. He explained that when travelling around the world he gained insight into the different priorities of the different nations. He noted that if elected, he would bring a bigger vision to the ITF. He touched on the fact that the ITF is a \$100M company, that the nations are shareholders and that players and spectators are the customers. He submitted that the role of the ITF is to grow the industry, deliver returns to the shareholder and adapt to the needs of players and spectators. He noted his objective was to deliver to the nations greater funding for them to grow the game in their countries.

He stated that the ITF is seen as weak, because its relationship with the Tours and Grand Slams is poor. He mentioned the ITF suffered from serious governance and integrity issues and that change has been too fast. He emphasised that ITF reserves had reduced significantly while staff costs had risen. He asked why the ITF is budgeting only a small surplus in 2019. He noted his presidency would not be about one person but that he wished to lead a movement to change tennis for the better.

Mr Miley noted he believes in continuity where it is necessary and so affirmed his commitment to the World Tennis Number and Gender Equality. He promised to respect the contracts for Davis Cup and Fed Cup but that he would work with the ITF's partners to generate more income. He noted that, if elected, he would restructure the ITF World Tennis Tour and establish new commercial properties. He said he would also organise a world summit on tennis with the other constituents to improve the sport and grow participation.

He explained that he wanted the ITF to be better respected and he would hire the necessary experts. He also noted he wanted to increase diversity within the ITF staff structure. Mr Miley observed that the ITF needs to be respected by the ATP and WTA. He observed that he believed the other governing bodies need to understand that when negotiating with the ITF they are negotiating with the member nations. He observed he has good relationships with everyone and so he will be well placed to get the tennis family working together. He noted his commitment to reduce his salary to \$440,000 with \$125,000 savings being re-invested into other areas of the ITF.

He noted that he could achieve results with staff and stakeholders behind him. He noted that he has chosen to work with integrity and that honesty and transparency would be at the core of how he will serve the member nations. He recognised that the nations are passionate and work hard to develop tennis and so he wants to give back his passion to the nations.

Questions:

Mr Miley was asked how he would work with other corporate structures to which he responded that he wishes to develop a fair system noting that the current system is broken. He noted nations with limited resources do not have sufficient support or respect and that he wants the Tours to do more to respect and support the nations.

When asked how he would change the ITF itself, Mr Miley noted that the ITF needs to adapt tennis to the needs and lifestyles of its customers and that we must always remember the customers.

When asked about the Davis Cup, Mr Miley agreed that the competition needed change but that it changed too fast and that there was too much focus on money. Mr Miley confirmed that he would respect the contract with Kosmos but would also work with the nations to balance respecting the traditional format while still generating money.

BOARD CANDIDATE MANDATES

Each candidate for the Board of Directors that had elected to speak gave a short presentation.

Ms Croft thanked the delegates and invited Kelly Fairweather to the stage to close Day 2 of the Conference.

The Annual Conference Day 2 concluded at 5.00pm.

ITF ANNUAL GENERAL MEETING – 27 SEPTEMBER 2019

ITF President, David Haggerty, began the Meeting at 08:32am and thanked Vasco Costa, (President, Federacao Portuguesa de Tenis) for hosting the 2019 ITF AGM. Mr Costa approached the stage to say a few words and thank the delegates. The ITF President then asked João Paulo Rebelo (Portuguese Secretary of State for Youth and Sport) to formally open the 2019 ITF AGM.

The President informed the Meeting that 148 out of 210 Member Nations were represented at the AGM by 265 delegates.

The computerised voting system was tested and the quorum established, the quorum being at least half of all Class B members or half the total Shares. 126 Class B members entitled to vote were present out of a maximum total of 147 Class B Members (86%). The total Shares registered for the AGM was 436 out of a possible total of 459 Shares (95%).

Apologies for absence had been received from the following Associations:

- Nigeria
- Tahiti
- Myanmar

Apologies for absence had also been received from Francesco Ricci Bitti, Brian Tobin and Roman Murashkovsky.

The President acknowledged the presence of Honorary Life Vice President Geoff Pollard and Heinz Grimm, and Honorary Life Counsellors Ismail El Shafei, Lucy Garvin, Ian King, Alvaro Peña, Stuart Smith and Georg von Waldenfels.

The appointment of Jonathan Taylor QC, as parliamentarian was agreed by the Meeting. Christopher Lai (Hong Kong), Cristy Campbell (Guyana) and Mark Camilleri (Malta) were elected as scrutineers.

The Minutes of the 2018 AGM were approved with 100% support.

The ITF President asked the delegation to stand for one minute's silence to honour those who had passed away this past year.

PRESIDENTIAL ELECTIONS

Ms Sandra Osborne (Chair, Ethics Commission) reminded the delegates of the voting process for the election of the ITF president and Board of Directors. Ms Osborne corrected a statement she had made the previous day by confirming that spoilt ballots shall be excluded from the total votes counted.

FIRST BALLOT FOR THE ELECTION OF THE PRESIDENT 2019 – 2023

Ballot papers were distributed to all eligible voting nations present in alphabetical order of their IOC country code. Dominic Anghileri called each voting delegate of the nations in the same order to place their papers in the ballot box.

The following four candidates were standing for election:

David Haggerty	(USA)
Ivo Kaderka	(CZE)
Anil Khanna	(IND)
David Miley	(IRE)

The Scrutineers retired with the Election Panel to count the votes and the Meeting returned to the Agenda.

Upon return of Sandra Osborne (Chair, Ethics Commission), Jonathan Taylor QC (Parliamentarian) announced the results of the first ballot. He announced the result as follows:

DAVID HAGGERTY	259 (60.5%)
ANIL KHANNA	93 (21.7%)
DAVID MILEY	46 (10.8)
IVO KADERKA	30 (7%)

DAVID HAGGERTY was formally declared President of the ITF for the period 2019-2022 having received 60.5% of the votes

FINANCE & ADMINISTRATION

The President introduced René Stambach (Vice President, Chair of the Finance Committee) to formally present the results for 2018 as reported in the Annual Report and Finance Statements. These had been circulated with the Agenda and presented the previous day.

The Operating Result was a surplus of \$0.2m and Strategic Initiative expenditure amounted to \$3.7m. The Non-Operating result was a deficit of \$2 million primarily arising from a reduction in the value of the investment portfolios of \$1.8m. The overall result for the year recorded in the Consolidated Income Statement was a deficit of \$5.5m.

At the end of 2018 Net Assets stood at \$49.5m

The ITF Financial statements were audited by PricewaterhouseCoopers LLP

The Meeting duly received the audited statements for 2018.

ELECTION OF THE BOARD OF DIRECTORS 2019 – 2023

Ms Osborne returned to the stage to go through the procedures for the Board of Directors ballot and distribute the papers. Dominic Anghileri called on the voting delegates of each voting nation in alphabetical IOC country code order to receive their ballot papers.

Dominic Anghileri requested that nations strike though the names of the five candidates who had withdrawn: David Rawlinson (GBR), Spyros Zannias (GRE), Jonathan Yarom (ISR), Attila Richter (HUN) and Hilmi Onur Binay (TUR).

Nations were recalled to place their voting papers in the ballot boxes.

The Scrutineers and the Election Panel retired to count the votes and the Meeting returned to the Agenda.

RULES & REGULATIONS

The President introduced Celia Patrick (Chair, Rules of Tennis Committee) to outline a proposed change to the Rules of Tennis. Ms Patrick confirmed that, if approved, the change would be adopted by all of the International Governing Bodies of tennis.

The resolution (found on pages 21 of the AGM Agenda) was:

[2/3 majority required for the Resolution to be approved]

- **Board Resolution: Amend Rule 29 (Continuous Play) of the 2020 Rules of Tennis** – to increase the time between points from twenty seconds to twenty-five seconds, following a successful trial period in 2019.

The Meeting **approved the rule change** with 92.46% support.

GOVERNANCE PROPOSALS

The President then called on Jack Graham (Board Member, Chairman – Constitutional Committee). Mr Graham reminded the delegates of the rationale and the drafting for each resolution.

The resolutions (found on pages 22 - 29 of the AGM Agenda) were:

[2/3 majority required for each Resolution to be approved]

- **Board Resolution: Eligibility and tenure of directors** – to revise Article 19 and 21(k) of the ITF Constitution to improve the eligibility criteria for election to the Board and improve the process to remove a Director or a candidate standing for election.

Note: there were technical difficulties during the first attempted vote for this resolution. The vote was re-taken.

The Meeting **approved the amendments** with 93% support.

- **Board Resolution: Submission of late resolutions by the Board** – to revise Article 17 and 18 of the ITF Constitution to clarify that the ITF Board can submit late amendments and/or file late resolutions.

The Meeting **approved the amendments** with 94.78% support.

MEMBERSHIP

The President informed the Meeting that all membership applications required a two-thirds majority and changes would take effect from 1 January 2020.

Tunisia's application for an increase from 3 to 5 Class B shares was **approved** by the Meeting with 66.67% support.

Ethiopia's application for a transfer from Class C to Class B membership was **approved** by the Meeting with 77.67% support.

The following nations have notified their intention to apply for a transfer from Class C to Class B membership at the 2020 ITF AGM:

- Federation de Tennis de Burundi
- Lao Tennis Federation
- Macao Tennis Association
- Tennis Association of the Maldives
- Seychelles Tennis Association
- Surinaamse Tennisbond
- Tanzania Tennis Association

Moldova's application to have its one Class B share transferred to the new federation and be recognised as the ITF member nation for Moldova was **approved** by the Meeting with 90.1% support.

All nations had paid outstanding subscriptions. No nations were suspended from membership for failure to pay their annual subscriptions for two consecutive years.

ANNUAL SUBSCRIPTIONS

Mr Anghileri returned to the stage to announce that subscription rates for 2020 would be:

Class C Members \$250
Class B Members: \$804 plus \$4,798 per share

Inflation for Class B Members is in accordance with the OECD annual inflation measure of 2.6%.

NOMINATION OF HONORARY LIFE COUNSELLORS

The nominations of Alan Schwartz (USA) and Sergio Elias (CHI) as Honorary Life Counsellors were approved by the Meeting.

Mr Sergio Elias was invited to say a few words.

AWARDS FOR SERVICES TO THE GAME

The President introduced the following nominations for awards from National Associations:

Mr Fuad AlRowaie	BRN
Dr David Ho	HKG
Mr Andrey Bokarev	RUS
Sr. Edmundo Rodriguez	BOL
Sr. Humberto Rodriguez	HON
Mr Juris Savickis	LAT
Mr Nohad Schoucair	LIB
Mr Georgi Krumov	BUL
Ms Anneliese Rose	TTO
Ms Selima Sfar	TUN
Sr. Enrique Perez Cassarino	URU
Mr Harri Louhos	FIN
Mr Ihsan Can Uner	TUR
Sr. Luis Ferretti Cobos	EDU
Mr Dirk Hordoff	GER
Mr Scott Windus	AUS
Ms Esther Vergeer	NED

Also included was the Coaches Commission nomination for Bernard Pestre (FRA).

The Meeting approved the awards by show of hands.

The President then presented the awards to Fuad AlRowaie, Dirk Hordoff, Edmundo Rodriguez Scott Windus, Georgi Krumov and Juris Savickis who were present at the Meeting.

APPOINTMENT OF AUDITORS

PricewaterhouseCoopers LLP were appointed as auditors for the ITF, with 98.94% approval, for the period 27 September 2019 up to and including the final day of the 2020 Annual General Meeting.

ANNUAL GENERAL MEETING 2020

The President announced that the new Board of Directors would review bids from nations expressing an interest to host the 2020 AGM and would issue its decision on which nation will host the 2020 AGM by the end of the year. The President asked any nation interested in hosting the next AGM to contact the ITF office for further details.

The following nations expressed their interest on the floor to host the 2020 AGM:

- Dominican Republic;
- Lebanon; and
- Paraguay

The AGM broke for lunch at 12.50pm,

ELECTION OF THE BOARD OF DIRECTORS 2019 – 2023

The Meeting was recalled at 4.10pm to announce the ITF Board of Directors for 2019 – 2023.

The total votes registered were 437; abstentions 0; spoilt ballots 25; valid votes cast 412. The total votes cast were 437. The following individuals were elected to the ITF Board of Directors 2019 – 2023 in order of votes received:

BULAT UTEMURATOV	Kazakhstan	357
BERNARD GIUDICELLI	France	304
RENÉ STAMMBACH	Switzerland	300
KATRINA ADAMS	USA	295
CARLOS BRAVO	Costa Rica	288
CAMILO PÉREZ LÓPEZ MOREIRA	Paraguay	280
NAO KAWATEI	Japan	275
SALMA MOUELHI GUIZANI	Tunisia	269
MARTIN CORRIE	Great Britain	239
JACK GRAHAM	Canada	238
ULRICH KLAUS	Germany	213
ANIL KHANNA	India	203
STEFAN TZVETKOV	Bulgaria	203
ALEKSEI SELIVANENKO	Russia	201

The following candidates were therefore not elected:

SURESH SUBRAMANIAM	Sri Lanka	199
ISMAIL EL SHAFEI	Egypt	198
CELIA PATRICK	New Zealand	182
DAVID MILEY	Ireland	173
MIGUEL DIAZ ROMÁN	Spain	164
THOMAS KØNIGSFELDT	Denmark	161
LUISANNA FODDE	Italy	157
IVO KADERKA	Czech Republic	150
JAMES KENANI	Kenya	141
GORAN DJOKOVIC	Serbia	126
VASCO COSTA	Portugal	124
GAVIN CROOKES	South Africa	120
GABRIEL SÁNCHEZ-SIERRA	Colombia	81
ANTON YUSPA	Belarus	67
RAZVAN ITU	Romania	60

ANY OTHER BUSINESS

The President congratulated the newly elected ITF Board of Directors and thanked the Regional Presidents, Committee Chairs and Committee members and all the delegates for their attention and engagement during the week and throughout the year.

The President thanked the Board members who would not serve the next term.

He also thanked the ITF AGM staff who had worked hard to ensure the success of the week. The President made particular mention of Kelly Fairweather and the ITF Executive who had worked tirelessly. He then thanked Vasco Costa for his federation's commitment to hosting the AGM.

He recognised the constructive comments that had been voiced over the week, pointed out that in recent years changes had been made to the format of the Conference & AGM to allow for adequate debate and welcomed further feedback on how meetings could be improved. He recommended that the ITF Constitutional Committee, Board of Directors and Election Panel look at the ITF Constitution to simplify the election process, and allow for electronic voting.

The 2019 ITF AGM was officially closed at 4.35pm.