



**IWA**  
**OUTDOOR CLASSICS 2022**  
High performance in target sports,  
nature activities, protecting people

**3. – 6.3.2022**  
Nürnberg, Germany



## Nicola Perrotti – President Institut Européen des Armes de Chasse et de Sport

### Statement in the context of the Press Briefing 2022

Check against delivery!

The IEACS, which stands for Institut Européen des Armes de Chasse et de Sport (European Institute of Hunting and Sporting Arms), is a non-profit association founded in 1976 by national associations of manufacturers of sport shooting firearms from France, Belgium, Germany, Italy and Spain<sup>1</sup>.

More recently, the IEACS opened its membership also to the European trade associations of the sectors such as ESFAM (The Association of European Manufacturers of Sporting Firearms) and AFEMS (The association of European Manufacturers of Sporting ammunition and related components and machineries).

Through its membership, the IEACS represents virtually over 1.000 companies involved in the whole sector and about 150 manufacturers of civilian firearms across Europe.

The main markets of destination of our products are the US and Europe. Speaking about Europe, there are around 1.800 civilian firearms and ammunition manufacturers, 200 distributors and 14.000 retailers and over 300.000 collectors whose business is totally or largely dependent on the hunting or recreational shooting market. As a result, the total annual turnover of the European firearms industry is estimated around 6 billion euro, according to a survey recently conducted on our sector<sup>2</sup>.

The demand for civilian firearms increased in the last two years, mainly influenced by politics and the outbreak of COVID-19 in some of our main markets of destination. As a result, the world production of civilian firearms increased in the last couple of years, and so has the European production, which in 2020 registered 3.6 million firearms produced, of which 2.7 million were guns and 900.000 were shotguns and rifles<sup>3</sup>. Compared to the previous year, this means a 34% increase in the European firearms production.

**Ideelle Träger**  
**Honorary Sponsors**  
VDB Verband Deutscher  
Büchsenmacher und  
Waffenfachhändler e.V., Marburg

JSM Verband der Hersteller  
von Jagd-, Sportwaffen  
und Munition, Ratingen

**Veranstalter**  
**Organizer**  
NürnbergMesse GmbH  
Messezentrum  
90471 Nürnberg  
Germany  
T +49 9 11 86 06-0  
F +49 9 11 86 06-82 28  
info@nuernbergmesse.de  
www.iwa.info

**Vorsitzender des Aufsichtsrates**  
**Chairman of the Supervisory Board**  
Albert Füracker, MdL  
Bayerischer Staatsminister der  
Finanzen und für Heimat  
Bavarian State Minister of Finance  
and Regional Identity

**Geschäftsführer**  
**CEOs**  
Dr. Roland Fleck, Peter Ottmann

**Registergericht**  
**Registration Number**  
HRB 761 Nürnberg

<sup>1</sup> [www.ieacs.eu](http://www.ieacs.eu)

<sup>2</sup> [https://www.leadinammunition.com/wp-content/uploads/3\\_IEACS-ESFAM\\_firearms\\_manufacturers\\_impact\\_assessment.pdf](https://www.leadinammunition.com/wp-content/uploads/3_IEACS-ESFAM_firearms_manufacturers_impact_assessment.pdf) page 10

<sup>3</sup> Source: IEACS internal estimates



**IWA**  
**OUTDOOR  
CLASSICS 2022**  
High performance in target sports,  
nature activities, protecting people

**3. – 6.3.2022**  
Nürnberg, Germany



However, the COVID-19 pandemic had, and continues to have, an enormous impact on our global events, with trade shows being cancelled or postponed all over the world. This emergency condition affected all the actors involved, from trade shows organizers to exhibitors and visitors, not to consider the economic impact caused to local tourism.

During this period, our companies, like many others, have been forced to resort to digital or hybrid events to keep contacts with their clients, with virtual meetings almost totally replacing in-person meetings. However, in my opinion, video calls work best if complemented by periodic face-to-face meetings, and in this regard, trade shows attended by a significant numbers of clients are still the most valuable asset for the industry, as they represent a great place to schedule multiple one-on-one appointments with existing and potential customers.

This is why I would like to thank Ms. Renn and all the Nuremberg Messe staff, not only for inviting me today, but also for their tireless efforts for the organization of IWA 2022, a trade show where networking and business can safely take place in-person. The protective measures adopted against the pandemic, of which we heard today, are indeed impressive and I trust that they will be fundamental to ensure that fair runs smoothly.

This was the end of my intervention today; I would like to conclude by wishing you all a successful IWA 2022 and I look forward to seeing you in person in March. Thank you.