







ISH China & CIHE: a future focused HVAC solutions platform

The 'carbon peak' and 'carbon neutrality' policies highlighted in the Chinese government's 14th Five-Year Plan underlines a commitment by the country to generate energy through reforms and innovation. To adhere to the government's initiatives and energy infrastructure optimisation targets, manufacturers are actively developing energy-efficient HVAC solutions which meet the stringent carbon emission regulations. Consequently intelligent and green HVAC technologies continue to be key development focuses for manufacturers.

Headed by the biennial ISH event in Frankfurt, Germany, the world's leading trade fair for HVAC + Water, ISH China & CIHE has gradually earned a reputation for being a must-attend HVAC event for global brands to launch their latest products in the China and Asia markets since 1996. The 2023 fair will feature three new thematic zones: Energy, Water and Life, which are in line with the government's latest policies, making it easier for exhibitors to meet with their target buyers and generate business opportunities.

2021 show figures



Trade visitors 69,243





Exhibitors 980 Exhibitors' satisfaction 93% Key decision makers 49%





Exhibition area **95,000** sqm





Special area

Energy

Heat Generation (Boiler, Wall-hung Boiler, Electric Heater, Water Heater) E1, E2, E3, E4

Floor Heating

Heat Generation (Heat Pumps, Renewable Energy Technology) W3, W4

Heat Distribution (Radiator)

Smart Heating W3

Industrial Heating

Air Conditioning W3, W4

Water

Installation Technology (Pipe & Fittings, Valve, Control System, Tools) W1, W2

Comfort System (Fresh Air, Air Purification, Water Purification, Cooling & Heating System, Intelligent Household)



New national policies offer strong prospects for China's HVAC market

China's modern energy systems to bring new opportunities to the HVAC market

According to the 2022 China Clean Heating Industry Development Report, between 2017 and 2021, the installation of heating solutions in the north eastern regions of China increased from 19.1 billion sqm to 22.5 billion sqm*. This positive growth, alongside the government's recently released plan for the development of energy systems, suggests many business opportunities are potentially on the horizon for the country's HVAC market.

Huge potential for the heat pump market

Recognising the benefits in the conversion efficiency and flexibility of heat pump technology, the Chinese government, under the renewable energy development initiative within the period of the 14th Five-Year Plan, aims to further promote the implementation of heat pump solutions. The increasing local demand for heat pump technologies generated by this is thus expected to provide manufacturers with ample business opportunities.

Demand for home comfort systems continue to rise

In light of the events of the last three years, the General Office of the State Council has issued a plan to improve health policies nationwide during the period of the 14th Five-Year Plan. With smart technology and energy efficiency continuing to be driving forces in the industry, there is likely to be a sharp increase in demand for smart comfort and living solutions, which in turn will lead to a boost in the smart home comfort market.

In-demand energy storage solutions reveal endless opportunities in China

In March 2022, the Chinese government released an implementation plan for Energy Storage during the period of the 14th Five-Year Plan. By 2030, China aims to build up domestic capabilities in all core energy storage technology areas to meet the needs of its future power system. As a result, investment in energy storage technologies will likely increase after China's recent signals to boost capital spending to help stimulate the economy.

*Expert symposium on the '2022 China Clean Heating Industry Development Report' held in Beijing, 10 August 2022, Clear Heating Industry Committee, http://www.chic.org.cn/Home/Index/detail1?id=1352, (Retrieved: May 2022)



"ISH China & CIHE is an important meeting ground to get in touch with our clients, and is one of the best marketing platforms to showcase our new products. Joined by other well-known HVAC suppliers, it is also a great opportunity to exchange market and technology information. This year, I am pleased to connect with representatives from Huawei, Alibaba and Baidu, which suggests that cloud computing, data analysis and artificial intelligence can be incorporated into the HVAC industry for developing smart and efficient HVAC products, which is what the market needs."

Mr Bing Liu, Vice GM, Beiming Tianshi Energy Technology (Beijing) Co Ltd

"ISH China & CIHE is one of the most renowned HVAC industry trading platforms in Asia, showcasing some of the industry's latest products and innovations. The fair's three main themes, Energy, Water and Life, are not only in line with the current national developments but also help us to explore the potential of the HVAC market. For our company, ISH China & CIHE is an important marketing tool to promote our firm and our latest products. As always, the fair gathered large crowds of high quality buyers. Not only did we gather useful information on market trends and needs, but we also made new business partners."

Mr Jinyu Xu, Director, Qingdao Economic and Technological Development Zone Haier Water Heater Co Ltd



Dedicated to presenting global perspectives in China and Asian markets

As an important platform for brands worldwide to showcase their latest products, ISH China & CIHE provides exhibitors a multifunctional and year-round promotional plan for new product launches both before, during and after the fair. This is done through diverse channels globally, including press release, official website, Facebook, WeChat and Weibo to provide as much exposure to your brand as possible. For 2023, ISH China & CIHE expects to attract 1,300 exhibitors, covering 106,800 sqm. Our visitors come from industry leading brands and we expect to welcome over 73,000 professional visitors to the fair.











Heat Pumps



Renewable



Floor Heating





Meters and



Plumbing



valte















Air Purification



Purification



Intelligent Households



Cooling

Cooling & Heating System

Leading brands in previous edition (Partial list)











































































































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Concurrent events enable networking and business opportunities



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The International HVAC Congress (iHVAC) joined forces with the China District Heating Association, Danish Board of District Heating, Finnish Energy Club, SweHeat & Cooling and the European Heat Pump Association to organise the "Peak Carbon Dioxide Emissions, Carbon Neutral and Clean Energy Heating Green Development International Forum" in 2021. During the forum, representatives, top academics and industry professionals from international and domestic industry associations shared advanced technologies coming from Europe and experiences with the audience onsite, as well as the development of clean heating methods and energy sources under the "Dual carbon" goals.



China Innovative Heating **Products and Technologies**



Fresh Air System



Home Comfort Intelligent **Development Forum**



Air-source Heat Pump **Technologies**



FCH Cooling & Heating System Technology Forum

"Over 300 heating companies, equipment and device manufacturers from other Chinese cities have worked together to join the fair and forums. This shows that companies within the industry pay a lot of attention to the development of technology within green heating, clean heating and peak carbon dioxide emissions."

Ms Liu Rong, Deputy Director, China **District Heating Association**

Product launch

As one of the industry's leading trade fairs in the region, ISH China & CIHE is an ideal event for product launches. Major brands who have launched their products at the fair in the past include: Danfoss, Rinnai, Siemens among others.

Over 100 buyer delegation groups help to facilitate industry cooperation

While ISH China & CIHE 2023 generates ample opportunities for the breakthrough of innovative and high-quality products, the fair is also focused on the overall development of the industry, strengthening business exchanges and assisting the fair in attracting loyal and professional customers. The three-day fair has attracted approximately 100 buyer delegation groups from the heating and air-conditioning sectors, including dealers, integrators, heating companies, electricians, buyer groups, academics and students, to learn more about ongoing and emerging market trends and to cooperate with those in the industry. The fair's organisers will also specially arrange delegation coordinators with thorough itineraries for the buyer delegation groups to accelerate information exchanges between them and the industry players.

Visitors' business nature

Construction companies, contractors

Architectural design academies

Architects, interior designers

Property developers

Estate management companies

Agents, distributors, wholesalers

Manufacturers

Commercial end-users

Schools Hospitals

Hotels and entertainment

facilities

Service providers

Thermo-electric companies

Heating companies

Electric power plants

Industrial end-users

Governments, associations

Media







Professional industry support

Co-organisers

- CDHA China District Heating Association
- China Council for the Promotion of International Trade Construction Industry Sub-council
- Heating and Radiator Committee of China Construction Metal Structure Association
- Gas Heating Application Speciality Committee of China Civil Engineering Society
- Floor-heating Committee of China Construction Metal Structure Association
- China Construction Metal Structure Association Indoor Climate Association
- Heat Pump Industry Committee of China Energy Conservation Association
- Power Energy Substitution Industrial Development and Promotion Branch of China Electricity Council
- China Boiler and Boiler Water Treatment Association
- China International Exhibition Center Group Corporation
- Zhejiang Growin International Exhibition & Convention Co Ltd

Participation details

Raw space:

RMB 1,200 / sqm (min 36 sqm)

Package stand:

RMB 1,300 / sqm (min 9 sqm) (Inclusive of VAT)

www.ishc-cihe.com

Organisers

- Messe Frankfurt (Shanghai) Co Ltd
- CIEC GL events (Beijing) International Exhibition Co Ltd

Domestic supporters

- China Real Estate Chamber of Commerce
- China Furniture Decoration Chamber of Commerce
- China Furniture Decoration Chamber of Commerce, Furniture & **Decoration Committee**
- Plumbing Facilities Committee of China Construction Metal Structure Association
- Water Supply and Wastewater Association of China Architectural
- China Ventilation Technology Management Center
- Journal of HA&VC

Overseas supporters

- BDH Federation of German Heating Industry
- DBDH Danish Board of District Heating
- EHI The Association of the European Heating Industry
- FGK Association of Air Conditioning and Ventilation in Buildings
- WPC World Plumbing Council

Contact

Tel: +86 21 6160 8573 / 77 Fax: +86 21 6168 0778

info@ishc-cihe.com

Messe Frankfurt (Shanghai) Co Ltd CIEC GL events (Beijing) International **Exhibition Co Ltd**

Tel: +86 10 8460 0666 / 67 Fax: +86 10 8460 0669 info@ishc-cihe.com

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Messe Frankfurt is the organiser of the world's leading international ISH trade fair in Frankfurt, Germany. Messe Frankfurt (Shanghai) Co Ltd and CIEC GL events (Beijing) International Exhibition Co Ltd. (formerly known as Beijing B&D Tiger Exhibition Co Ltd.) joined forces in China to organise ISH China & CIHE in Beijing, the region's biggest HVAC and sanitation exhibition. Together with Shanghai Zhanye Exhibition Co Ltd, they also launched ISH Shanghai & CIHE. The two shows held in Shanghai and Beijing complement each other by satisfying the demands of exhibitors from all areas of focus, including brand promotion and market expansion.

ISH Worldwide

ISH

13 - 17 March 2023 Frankfurt, Germany





11 - 13 May 2023 Beijing, China





Shanghai, China



India