

Final Report

Hong Kong, June 2017

ISH China & CIHE
China International Trade Fair for Heating, Ventilation,
Air-Conditioning, Sanitation & Home Comfort System
New China International Exhibition Center
Beijing, China, 18 – 20 May 2017

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ISH China & CIHE 2017 gathered a record high of 61,612 visitors – an 18.2% increase from previous edition

Favourable national policies on clean energy heating boosted valuable business prospects for exhibitors and visitors

Full spectrum of HVAC industry highlighted through fringe programme events

ISH China & CIHE – China International Trade Fair for Heating, Ventilation, Air-Conditioning, Sanitation & Home Comfort System concluded with record-breaking results. Held from 18 – 20 May, the show was organised by Messe Frankfurt (Shanghai) Co Ltd and B & D Tiger Exhibition Co Ltd. This year the fair attracted 1,289 exhibitors (2016: 1,128) from 22 countries and regions. Maintaining its steady position as an influential and comprehensive HVAC event in Asia, the fair occupied all eight halls at the New China International Exhibition Center, in Beijing, China, across 106,800 sqm (2016: 97,000 sqm) of exhibition space.

Apart from the impressive exhibitor figure, visitors to the 2017 edition also reached a record high and totalled 61,612 (2016: 52,128) – a 18.2 percent increase from last year's numbers – from 43 countries and regions. The top ten visiting overseas countries and regions were Korea, Italy, Germany, Japan, Taiwan, Iran, the US, Russia, Hong Kong and the UK. During the three-day show, visitors were able to source items including boilers, wall-hung boilers, heat pumps, radiators and accessories, floor heating, pipes and fittings, valves, air-conditioning and ventilation systems, fresh air purification systems, water purification systems, central heating conversion systems and heat meters, heat exchangers, intelligent control, building technology, a variety of energy-saving products and more.

Ms Lucia Wong, Deputy General Manager of Messe Frankfurt (Shanghai) Co Ltd noted: "I am extremely satisfied with the performance

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of the show's 2017 edition. Our exhibitor and visitor figures reached new heights and for the first time we welcomed over 60,000 trade visitors. In addition to being a wide-ranging trading platform, ISH China offered over 100 conference and seminar sessions where industry experts and participants gathered to network, discuss future trends as well as share their latest findings within the HVAC market."

Mr Li Hongbo, General Manager, Beijing B & D Exhibition Co Ltd remarked: "The promising results not only indicate that ISH China & CIHE remains as an important trading platform for the HVAC industry but also proves that the fair has evolved in close proximity with industry trends and national policies. The 'Coal-to-electricity' and 'Coal-to-natural gas' initiatives launched by the Chinese government accelerated the clean energy heating reforms, which lead to a sharp increase of air-source heat pump exhibitors participating in the 2017 edition. The show will continue to serve as a great tool that helps participants reach key industry contacts and grow their businesses."

Favourable national policies on clean energy heating boosted valuable business prospects for exhibitors and visitors

With the immediate effect of the "Coal-to-electricity" and "Coal-to-natural gas" policies, green heating solutions are imperative for the Chinese government on achieving their green goals. Keeping pace with market trends and increasing demands for green energy efficient heating, ISH China & CIHE continues to be a preferred meeting ground for enterprises to showcase their latest advancements and competitive advantages to fairgoers.

One returning participant at the Beijing show was Ariston Thermo (China) Co Ltd. Ms Sally Chen, Managing Director of the company commented: "The fair is a world recognised event and is a great platform for our company to promote our new products. The latest green policies and initiatives introduced by the Chinese government not only send a positive message on environmental protection, but also serve as an opportunity for manufacturers like ourselves to capitalise on the domestic HVAC market. Currently, 85% of our products distributed worldwide are green, energy efficient and environment-friendly. Overall, the fair was a great success as we showcased our latest and most efficient condensing gas boilers that are invaluable to executing China's 'Coal-to-electricity' and 'Coal-to-natural gas' policies."

Another returning exhibitor from the German Pavilion, Mr Matthias Konze, Asia Pacific Director of Aquatherm praised their results at the fair. He expressed: "ISH China & CIHE is an important trading platform for our company. It is one of the most efficient platforms for us to meet new clients and promote our brand in China. The fair is also a useful tool to network with both international and domestic suppliers as well as buyers, and gain invaluable market information in China."

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Many buyers came from across the world to the fair with different

requirements and demands, including Bosch Termoteknik (Turkey). Attending the fair for the first time was Ms Eda Durmaz, Purchasing Engineer from the company. She expressed: "I am very impressed with the selection of exhibitors and was fortunate enough to connect with an Italian supplier that matched perfectly with what I needed. Attending the Beijing fair also offered me a chance to understand the Chinese HVAC market and the technology used in domestic products. What's more was the inspiration by some of the products onsite, and I think these new ideas will be valuable to the products our company is currently developing."

Full spectrum of HVAC industry highlighted through fringe programme events

Parallel events play a significant role in the development of ISH China & CIHE, and cover topics that are of the utmost importance to China's HVAC and plumbing industry. More than 100 interactive conference and seminar sessions were conducted to enhance idea exchange and technical sharing.

One of the highlighted programmes at the 2017 fair was the China Clean Energy Heating Summit – Panel Discussion on Clean Energy Heating of Beijing-Tianjin-Hebei. With "Clean • Diversified • Efficient" being the theme, the Summit was organised by the China Economic Information Service, Xinhua News Agency, The China Energy Conservation Association and show's organisers. A strong line-up of industry associations and government body representatives gathered to share their thoughts on ways to promote and implement clean heating in northern parts of China.

Mr Andreas Lücke, General Director of the Federation of the German Heating Industry (BDH), was one of the speakers for the Summit. He shared how European countries utilised condensing boilers and electric heat pumps, two of the most energy efficient heating technologies to date, to tackle the environmental issues in this area. Confident that the same technologies will help improve pollution in China, he stated: "European suppliers have years of experience developing low emission HVAC products including condensing boilers and electric heat pumps. In my opinion, they are the best solutions for implementing China's recent "Coal-to-electricity" and "Coal-to-natural gas" policies. In addition to clean energy, clean technology is equally important. Clean technology means energy efficient products, and every year the fair showcases revolutionary products and solutions with the best heating results."

The Third China International HVAC Congress (iHVAC) was once again one of the most anticipated concurrent events at ISH China & CIHE 2017. This year the Congress focused on a number of topics including renewable energy and heating, heat insulation pipelines, heat exchangers, air-source heat pumps, ground-source heat pumps as well as smart heating technologies and home comfort systems. Other highlighted concurrent events also included 2017 China Hotel HVAC

Engineering Management Forum which shed light on hot-button issues for enterprises and the public.

Professor Jiang Yi, Academic at the Chinese Academy of Engineering was one of the speakers of the iHVAC – Sino Finland Energy Day forum. After his speech, he commented: “ISH China & CIHE is an influential trading platform as it captures the pulse of China’s HVAC market. The show themes are also in-line with major environmental concerns in China including the ‘Blue Sky Initiative’ for reducing smog, ‘Low Carbon Programme’ for regulating carbon dioxide emissions as well as promoting efficient urban heating to name a few. The constant interaction between speakers, experts and industry specialists at the iHVAC Congress is what sets this event apart. In my opinion, this is one of the most efficient platforms for brainstorming the latest HVAC solutions.”

Mr Günther Mertz, Managing Director of the Association of Air Conditioning and Ventilation in Buildings (FGK), a loyal supporter of ISH China & CIHE concurrent events and speaker at the iHVAC – Fresh Air System session, shared the same sentiments. He stated: “In addition to promoting condensing boilers and electric heat pumps, heat recovery and fan technologies are also key components in developing efficient air-conditioning and ventilation products that coincide with China’s “Coal-to-electricity” and “Coal-to-natural gas” policies.”

ISH China & CIHE is headed by the biennial ISH event in Frankfurt, Germany, which is the world’s leading trade fair for the Bathroom Experience, Building, Energy, Air-Conditioning Technology and Renewable Energies. The mother event will take place from 12 – 16 March 2019. For more information, please visit www.ish.messefrankfurt.com.

The next ISH China & CIHE will be held from 22 – 24 May 2018. As for the next edition of ISH Shanghai & CIHE, it will be held from 5 – 7 September 2017 at the Shanghai New International Expo Centre. For more information, please visit <http://ishc-cihe.hk.messefrankfurt.com> or email info@ishc-cihe.com.

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Background information on Messe Frankfurt

Messe Frankfurt is the world’s largest trade fair, congress and event organiser with its own exhibition grounds. With some 2,400 employees at 30 locations, the company generates annual sales of over €640 million. Thanks to its far reaching ties with the relevant sectors and to its international sales network, the Group looks after the business interests of its customers effectively. A comprehensive range of services – both onsite and online – ensures that customers worldwide enjoy consistently high quality and flexibility when planning, organising and running their events. The wide range of services includes renting exhibition grounds, trade fair construction and marketing, personnel and food services.

With its headquarters in Frankfurt am Main, the company is owned by the City of Frankfurt (60 percent) and the State of Hesse (40 percent).

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For more information, please visit our website at: www.messefrankfurt.com