

## Active support from industry associations worldwide

### 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
- Shanghai Pudong International Exhibition Corp

### Organisers

- Beijing B&D Tiger Exhibition Co Ltd
- Shanghai Zhanye Exhibition Co Ltd
- Messe Frankfurt (Shanghai) Co Ltd

### Domestic supporters

- Geothermal Committee of China Energy Sources Association
- Journal of HV&AC
- CIEC Overseas Exhibition Co Ltd

### Overseas supporters

- BDH - Federation of German Heating Industry
- DBDH - Danish Board of District Heating
- FGK - Association of Air Conditioning and Ventilation in Buildings
- REHVA – Federation of European Heating, Ventilation and Air Conditioning Associations
- WPC - World Plumbing Council

Messe Frankfurt is the organiser of the world's leading international ISH trade fair in Frankfurt, Germany. The brand landed in China in 1996, giving birth to ISH China. In 2011, Messe Frankfurt (Shanghai) Co Ltd cooperated with Beijing B&D Tiger Exhibition Co Ltd to merge the show with CIHE & HVAC, which saw ISH China & CIHE grow steadily to become the largest HVAC event in Asia. One year later, both companies joined forces with Shanghai Zhanye Exhibition Co Ltd to launch ISH Shanghai & CIHE with the aim of catering to the East and Central China market. The Shanghai edition not only helps overseas and domestic exhibitors to explore this high potential market, but the show also informs buyers of the latest industry developments and system solutions.

### ISH Worldwide

**ISH**

ISH 2019  
11 – 15 March 2019  
Frankfurt, Germany

**ISH**

INDIA  
powered by IPA

ISH India powered by IPA  
28 February – 2 March 2019  
Mumbai, India

**ISH**  
CHINA



ISH China & CIHE 2019  
6 – 8 May 2019  
Beijing, China

**ISH**  
SHANGHAI



ISH Shanghai & CIHE 2018  
3 – 5 September 2018  
Shanghai, China

### Concurrent fairs

shanghai intelligent  
building technology

shanghai smart  
home technology

shanghai international  
lighting fair

Subject to change, as of April 2018



Shanghai International Trade Fair for Heating, Ventilation,  
Air-Conditioning & Home Comfort System  
上海国际供热通风空调及舒适家居系统展览会

## Green and comfortable Customised solutions for modern living

**3 – 5 September 2018**

Shanghai, China  
Shanghai New International Expo Center

[www.ishc-cihe.com](http://www.ishc-cihe.com)



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### Participation details

Package stand: RMB 1,500 / sqm (min 9 sqm)  
Raw space: RMB 1,400 / sqm (min 36 sqm)  
(Inclusive of 6% VAT)

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# Green heating solutions for modern standards of living



As living standards in East and Central China have improved remarkably in recent years, coupled with increasingly cold winters, the demand for heating solutions has continued to soar. With modern standards of living requiring more than just functionality, heating systems must adapt to individual needs for clean, green and practical home appliances.

Contrary to the centralised heating provision in the north, household-based heating in East and Central China is diverse in nature and determined by the requirements of each household. Different types of heating installations must cater to all kinds of properties including new-build homes as well as older, traditional dwellings. In addition to heating solutions, fresh air, water and air purification and smart products are also in demand, establishing the foundations for truly comfortable homes.

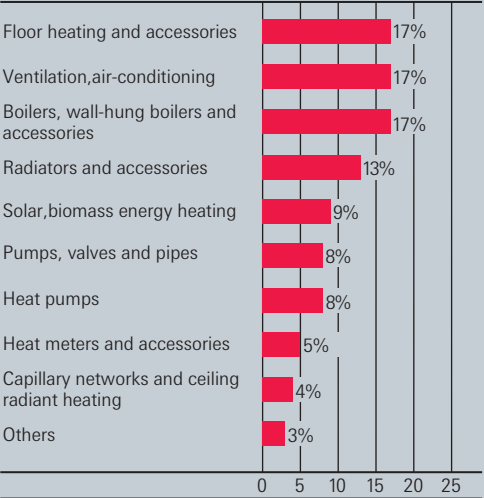
ISH Shanghai & CIHE, one of the shows under the umbrella of the ISH brand, is the most influential HVAC and home comfort exhibitions in East and Central China. Industry sectors covered include heating, fresh air, air and water purification, and intelligent controls. The fair showcases the latest cutting-edge technologies and system solutions. ISH Shanghai & CIHE 2018 is committed to helping exhibitors tap into the high potential heating and comfortable home market in East and Central China. It is the ideal platform for manufacturers, distributors, construction and installation companies, real estate developers, designers and end-users to network and explore new business opportunities.



## Visitor business nature

- Construction companies, contractors
- Architectural designers
- Architects, interior designers
- Property developers
- Estate management companies
- Agents, distributors, wholesalers
- Manufacturers
- Commercial end users
  - Educational institutions
  - Hospitals
  - Hotels and entertainment facilities
- Service providers
  - Thermo-electric companies
  - Heating companies
  - Electric power plants
- Industrial end users
- Governments, associations
- Media
- Others

## 2017 Visitor interests in HVAC products



\* Visitors may have selected more than one area of interest

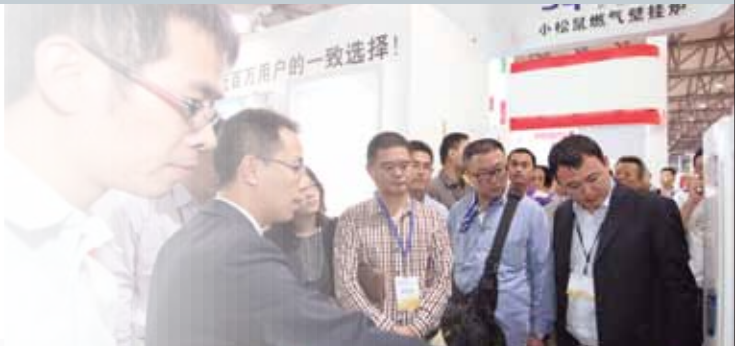
## Four concurrent fairs to mutually benefit

In the era of IoT and big data, ISH Shanghai & CIHE will be held concurrently with three building technology fairs to offer a one-stop platform of energy-saving and intelligent solutions for buildings. Collectively the four shows will provide total solutions covering HVAC, smart homes, intelligent buildings, building automation, lighting and LEDs. Exhibitors will benefit from a diverse visitor profile and the combined resources of each show to enjoy more business opportunities.

- ISH Shanghai & CIHE
- Shanghai Intelligent Building Technology
- Shanghai Smart Home Technology
- Shanghai International Lighting Fair

## 2018 Fair facts

Date: 3 – 5 September 2018 (Monday to Wednesday)  
Venue: Halls W1, W3, W4, and W5 at the Shanghai New International Expo Center  
Exhibition Area: 46,000 sqm (estimated)  
Exhibitors: 650 (estimated)  
Visitors: 60,000 (estimated)





# Premium Area and European Pavilion

## An exceptional experience at the Premium Area

To cater to the market needs of East and Central China, a brand new Premium Area will debut at this year's fair. Premium brands from home and abroad dedicated to comfortable home products and technologies will be gathered to highlight the following four themes:

- Technology
- Quality
- Design
- Craftsmanship

The area will be an arena of innovative heating solutions, practical installation skills, stylish design and high-quality products. Agents, distributors, developers, design institutes, engineering project-base buyers and end users can easily navigate and find products and solutions to meet their specific needs.

"Most households use individual heating in East and Central China. They use gas wall-mounted boilers as their heat source and connect them to a radiator for heating. Unlike northern China which requires heating all day long, the heating season here is short. Therefore, the radiator needs to meet the requirements of intermittent heating and rapid warming upon turning on.

We look forward to meeting developers, design institutes, channel dealers and other customers who understand HVAC and come to ISH Shanghai & CIHE where we can communicate with them onsite."

Mr Deng Chen, Brand Marketing Manager, Zehnder (China) Indoor Climate Co Ltd

"Heating solutions for East and Central China must be diverse in order to cater to market demands, this includes surface radiators, floor heating in new-build homes, air-source heat pumps and dehumidifiers. In order to cope with the climate, geographical location and lifestyle habits of the region, a wide range of system solutions have been developed for the market. Future industry trends in the region will be about intelligentisation and clean heating solutions while systems that make use of various heat sources are also one of the technologies currently in demand.

ISH Shanghai & CIHE is a must-attend event for industry peers ranging from suppliers and manufacturers to retailers and installation companies."

Mr Zhu Wei, DHF China Sales Director, Danfoss Automatic Control Management (Shanghai) Co Ltd

## Impressive showing by the European Pavilion

An even stronger line-up and array of cutting-edge European HVAC technologies are expected for the 2018 edition. Capitalising on the rapid development of the HVAC market in East and Central China, major international brands have chosen to seize opportunities through ISH Shanghai & CIHE. Renowned HVAC brands from Germany, Italy and France will showcase top of the range European heating products and technologies.



"We are a loyal exhibitor at ISH Frankfurt and in recent years we have expanded our business into China. Not only did the visitors at our booth show a strong interest in our products but by interacting with end users we are able to conduct some market research and acquire feedback on what buyers wish to do with our technology. ISH Shanghai is a valuable way for us to enter into the East and Central region of China. We will not hesitate to come back again next year."

Mr Alberto Armanelli, Export Manager, Caleido Srl (Italy)

## Diankou Zone returns to ISH China & CIHE 2018

Located in the north of Zhuji city in Zhejiang Province, the area of Diankou is renowned for its development of new industries involved in energy saving and environmental protection, new materials and alternative energy sources in HVAC. Leading HVAC enterprises from Diankou will once again participate in ISH Shanghai & CIHE 2018 to set up the Diankou Zone and promote development of the heating market in East and Central China.





## A hub for international brands

Rooted in Shanghai for six years, ISH Shanghai & CIHE has grown with the East and Central China HVAC market. From its early development to its current standing as a leading trade fair in the region, many leading international brands mark the date of ISH Shanghai & CIHE in their calendars. These brands use the show as a springboard to explore and penetrate into this high growth market.

Join them and sign up today!

### Leading brands



"We want to explore opportunities with customers outside of Japan. Naturally, one of our targets is China, the largest market in the world. Due to issues of severe air pollution in many parts of the country, environmental protection is now top of the nation's agenda. The demand for energy efficient and environmental friendly products is huge. ISH Shanghai & CIHE is very influential and our presence at the fair is a must. We connected with a number of potential customers and received many enquiries about our products."

Ms Mirei Shu, Manager, ESING Enterprise Co Ltd  
Mr Tsuyoshi Sasaki, General Manager, CT Frontier Co Ltd

"In recent years, as well as the increasing industrialisation in East and Central China, air pollution have also become more prevalent. On top of that are the high levels of humidity. In particular on the first few floors of a building, without dehumidification in the rainy season, it is the perfect place for bacteria to grow due to the damp and warm environment. Therefore, the problems of haze and dehumidification should be tackled together.

We attend the show in order to meet with domestic and overseas developers, construction companies, designers, contractors, government departments, research institutes, buyers and distributors."

Mr Sun Ben Qi, General Manager, Enchoy (Suzhou) Ventilation System Co Ltd

## Concurrent events address key HVAC topics in East and Central China

### Shanghai International HVAC Forum – Heat Pump Technologies

Theme: Air-source Heat Pump Heating Technologies

Organisers:

- China Heat Pump Alliance
- Heat Pump Committee of China Energy Conservation Association
- Shanghai Society of Refrigeration
- Efficient Heating Project of International Copper Association



"In the past three years, air-source heat pumps have been efficiently heating the northern regions of China and have now become a reliable heating method in East and Central China. Air-source heat pumps are without a doubt the most efficient heating solutions on the market. The number of air-source heat pump companies in the market continues to grow which proves the widespread popularity and benefits of the technology."

Mr Zhao Hengyi, Executive Vice Secretary-General of China Heat Pump Alliance

### Seminar on the Application and Development of Ground Radiation Cooling System of Air-source Heat Pump

Organisers:

- HVAC8 Multi-enterprises Training Center



"The coal-to-electric policy is one of the most important milestones for the HVAC industry, not only for northern regions of China, but also for the south. The policy has brought forth many business opportunities to improve the country's pollution issues as well as to help develop energy-efficient heating solutions. The importance of the conference and its presentations is demonstrated by the high number of attendees. Both ISH Shanghai & CIHE and its conference platforms are without a doubt one of the most influential and effective networking industry platforms for the HVAC market."

Mr Guo Zongjun, General Manager, Oulewei Co Ltd

### "POLYGON Comfort Action"



- Independent Temperature and Humidity Control Technology Forum
- China Home Comfort Industry Development Forum
- AMX Cup China Purification and Fresh Air Industry Development Forum

Organisers:

- China Construction Metal Structure Association Indoor Climate Association



"Improved living standards and a stronger awareness of environmental protection have both contributed to the exponential growth of the 'comfortable living' industry. At the fair we noticed both dealers and sales agents transitioning their businesses towards the comfortable living market. The conference helped reinforce the importance of energy-saving, environmental protection and comfort and hygiene, which further benefits the research and development, production and sales of such products."

Mr Song Weimin, Chairman of China Construction Metal Structure Association Indoor Climate Association