messe frankfurt

## ISH

17.–21. 3. 2025 Frankfurt am Main





Solutions for a sustainable future.

World's leading trade fair for HVAC + Water Join us in shaping the future!

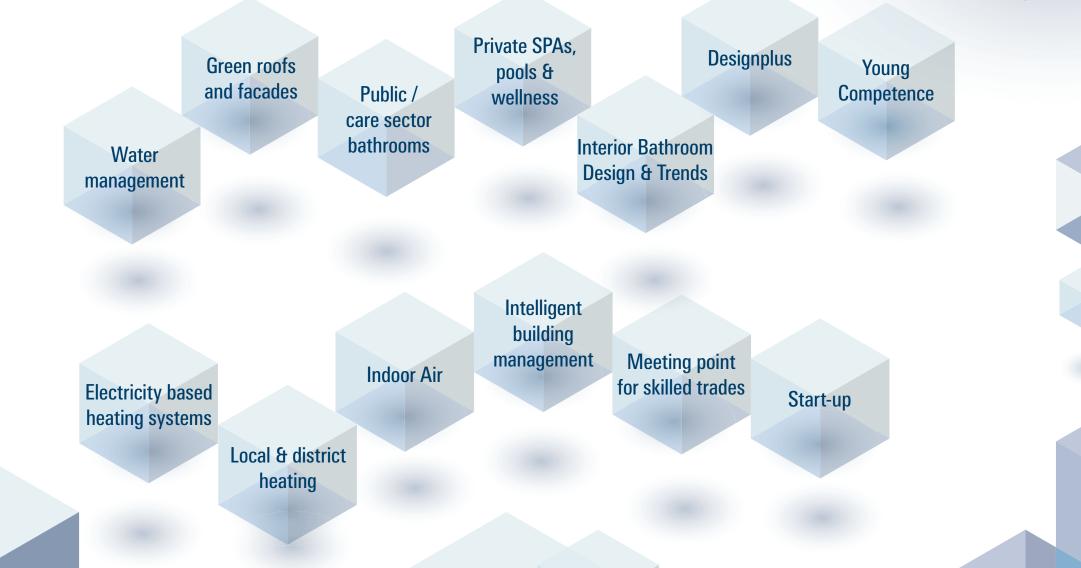
#### ISH 2025 on new paths

- Experience a new ISH that places the interests and individual trade fair experience of visitors much more centre stage!
- We have developed a concept that is precisely tailored to the different needs and interests of our diverse target groups.
- Instead of just presenting products, we are focussing on solution-oriented applications.
- Content and Live-Events will be an integral part of ISH. We want to turn the ISH into a real event and are gearing the content more towards an international audience.
- → Under the motto "Solutions for a sustainable future", all participants can expect a new, clear and modern trade fair structure.
- → By defining 8 solution fields and their areas of application, we are addressing the relevant interests of the various visitor target groups.
- $\rightarrow$  The topics of sustainability and digitalisation run through all solution fields and are the focus of our communication.

### ISH 2025 – The New Solutions Fields



#### ISH 2025 – Highlight topics and live events



## ISH

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#### Review ISH 2023



### ISH 2023 – Number of visitors and exhibitors



**85,128** 56% Visitors Germany

67,340 44% 67,3 anternational Visitors international 152,468 TOTAL

Exhibitors Cermany FANIBITORS CERMANY FOR TOTAL TOTAL

**93**00

level among visitors

#### ISH 2023 – Visitor structure by business sector

3000 Skilled trades

1700 Industry

100 Retail

~?

000

\*incl. 3 of Universities. research institute

2000 Self employed

2000 Other \*

200 Engineering planning office

Occupational status of trade visitors 0 ccupational status of trade of trade of the status of trade of the status of trade of the status of t

800 Utilities building

100 Local authorities municipal facility

POO CONSTRUCTION

### ISH 2023 – Top 10 origin of international visitors

2

15 Tors From Countries

Netherlands 700

3

Switzerland 500

China (People's republic) 5%

France Goo

In % of total visitors from abroad (44% international visitors)

g

Austria 400

United Kingdom 5%

8

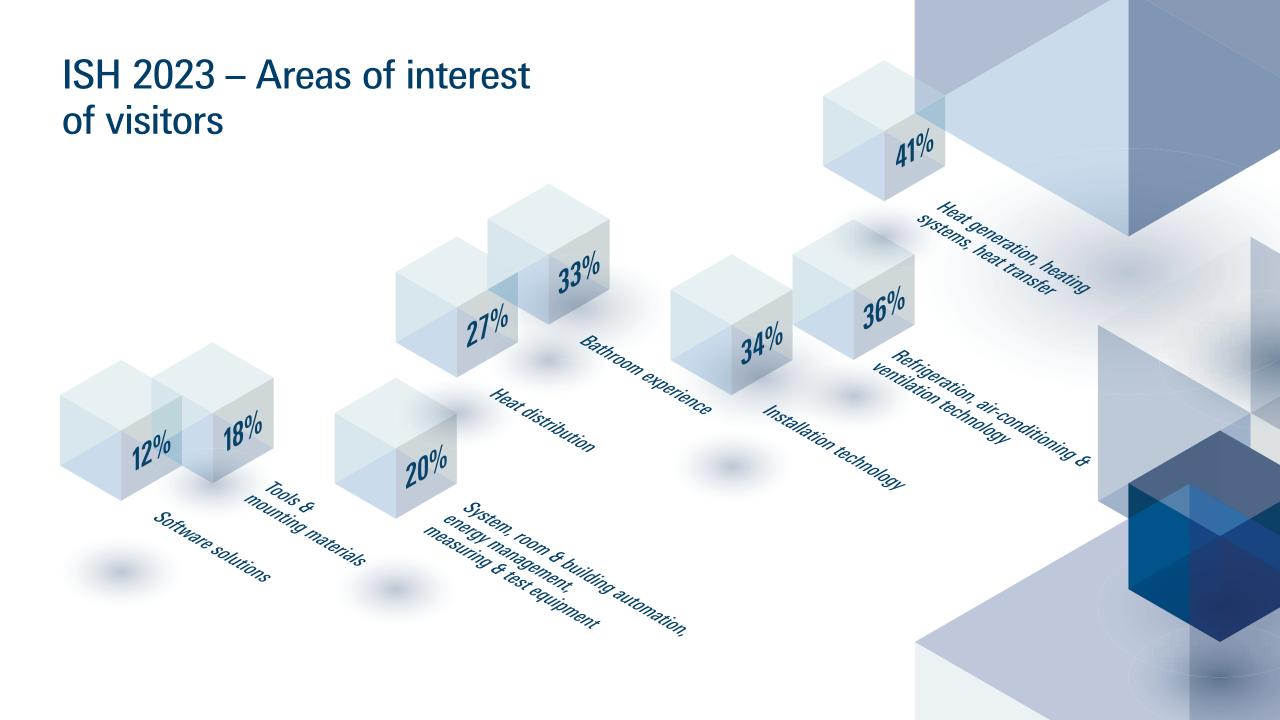
Poland 400

6

Belgium 50%

10

TUTKEY 300



#### ISH 2023 – Trade fair visit objectives of visitors

**1500** <sup>Seeing</sup> oetting to <sup>Know</sup> new products

**40** 

purchasing decisions

2000 CONTRIBUTION

ADOO nor mored

**Poo**s souison

2000 Decisivo

Roy Increasing specialist

**Region** Seeing Getting to Know different product versions

**Comparing** Comparing

CHOO OF THE MARKET SITUATION OF THE MARKET SITUATION OF ESSION

Connections

Culturating existing business contacts

Roo Finding new cooperation

1800 Networking Sternorking Sternorking Information

900 preparing for buying our chases

100 promoting own products

Professional Itelorientation

So, Proressiumer, and job search .

## ISH

17. – 21. 3. 2025 Frankfurt am Main

We put you in the spotlight





# ISH 2025 – We support your marketing activities Your benefits at a glance

- Free voucher codes for your customers
  (NEW: For the first time, redeemed vouchers are free of charge for you as an exhibitor)
- Promotion Material Free digital advertising materials for individualization (countdown banners, banners, short films, e-mail signatures, e-cards, social media templates and much more)

#### ✓ Promotion of the ISH on all Messe Frankfurt channels

- $\checkmark$  Media cooperations with national and international trade media
- ✓ Trade- and international press conferences
- ✓ Global network print/digital mailings (national/international)
- ✓ Social media marketing + national/international search engine marketing
- ✓ Exhibitor campaigns
- ✓ Target group-specific visitor newsletters

### ISH 2025 – Bring your company into spotlight

Let yourself be seen! Our media package makes your company more visible. The media package is obligatory for exhibit ors and an essential component for your successful trade fair appearance. The following services are included in the media package:

#### Online exhibitor search and app

- Company name, address and contact details, stand number(s)
- Mention of your company under two product groups
- Mention of your company under two solution/application fields
- 1 Company page
  - 5 Product pages
  - 5 Search terms of 60 characters each
  - 5 Direct links to your products
- 10 Social media Links
- 6 documents per language (DE+EN) as PDF download

#### Print

- Company name, address and contact details, stand number(s)
- Mention of your company under two product groups

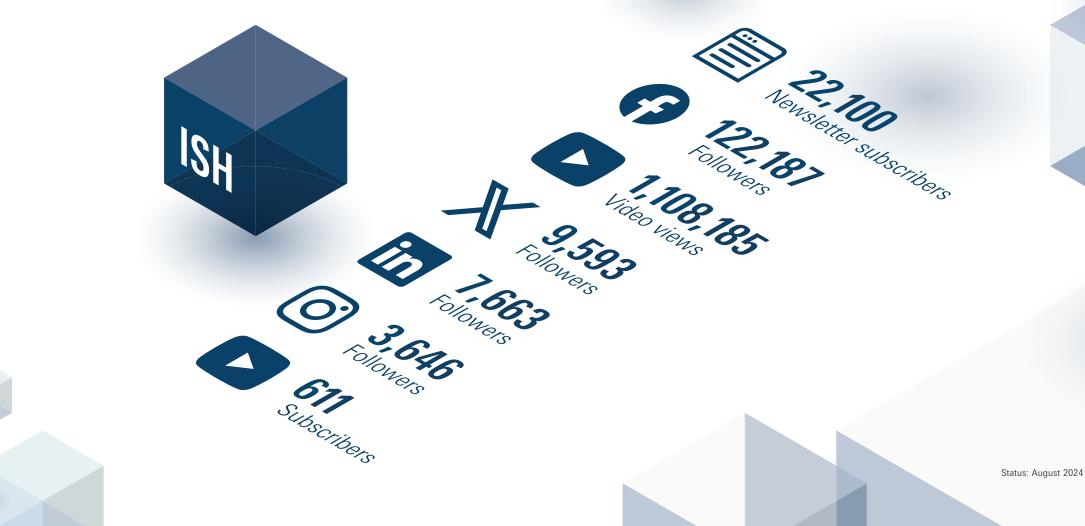
Entry in the visitor information system on the exhibition grounds

• Interactive hall and site plan

NEW: Content Hub Building. Technology. Solutions. Additional presence of your company entry in the international provider directory

#### Our reach for your trade fair success

Social media channels, followers, subscribers



### Coming soon: our Content Hub Building. Technology. Solutions. Benefit from the advantages

Building. Technology. Solutions. combines fascinating articles, amazing facts and the experts of the built world. In addition to podcasts, dialogs and videos, you will find unique content exclusively from and for the community of all trades in the life cycle of a building. The future of building technology starts now!

As an exhibitor at ISH 2025, you will automatically enjoy all the benefits of the Content Hub Building. Technology. Solutions. You will receive further information on this in the course of the preparations for ISH 2025. A small foretaste:

- Additional presence of your company entry/product information in the international supplier directory at no additional cost
- We increase the reach of your company profile through year-round global marketing and a new content context - the Content Hub Building. Technology. Solutions. stands for the entire spectrum of intelligent building technology
- This comprehensive Building Technologies industry communication offers you new potential for lead generation through access to new customer groups via interest-based content
- The information offered on the Content Hub can be customized thematic links lead users with a corresponding interest directly to your profile and/or targeted content that you can make available on the Content Hub

24 hours/ 365 days

## ISH

#### 17. – 21. 3. 2025 Frankfurt am Main

Your way to participation



# ISH 2025 – The stand rental prices at a glance

	Stand space up to 399 sqm	400 to 799 sqm	> 800 sqm
<b>Row stand</b> (open on 1 side)	440.00€	375.00€	
<b>Corner stand</b> (open on 2 sides)	<b>+10 €</b> per sqm	<b>+10 €</b> per sqm	390.00€
Main stand (open on 3 sides)	<b>+20 €</b> per sqm	<b>+20 €</b> per sqm	JJU.UU E
<b>Block stand</b> (open on 4 sides)	<b>+25 €</b> per sqm	<b>+25 €</b> per sqm	

Find out more: ish.messefrankfurt.com/stand-space-rentals

Try our stand price calculator: ish.messefrankfurt.com/stand-price-calculator

All prices plus Media Package **985 €** AUMA contribution **0.60 €** per sqm Environmental contribution **4.20 €** per sqm VAT

## Join us and register today!



Simone Dörr Sales Manager +49 69 7575 66 36 simone.doerr@messefrankfurt.com

**Bathrooms** 



**Birgül Demir** Sales Manager +49 69 7575 32 79 <u>birguel.demir@messefrankfurt.com</u>

Water-bearing systems Installation

#### Your way to participate:

 $\rightarrow$  Non-binding registration here.

More informationen about the new concept here.



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Heat generation



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Indoor Air Intelligent building management Software



#### Auf Wiedersehen See you again

Ausgang City

**ISH** 17. – 21. 03. 2025