## ISH

17.–21. 3. 2025 Frankfurt am Main

# Facts & figures



World's leading trade fair for HVAC + Water



#### ISH 2023 – Number of visitors and exhibitors



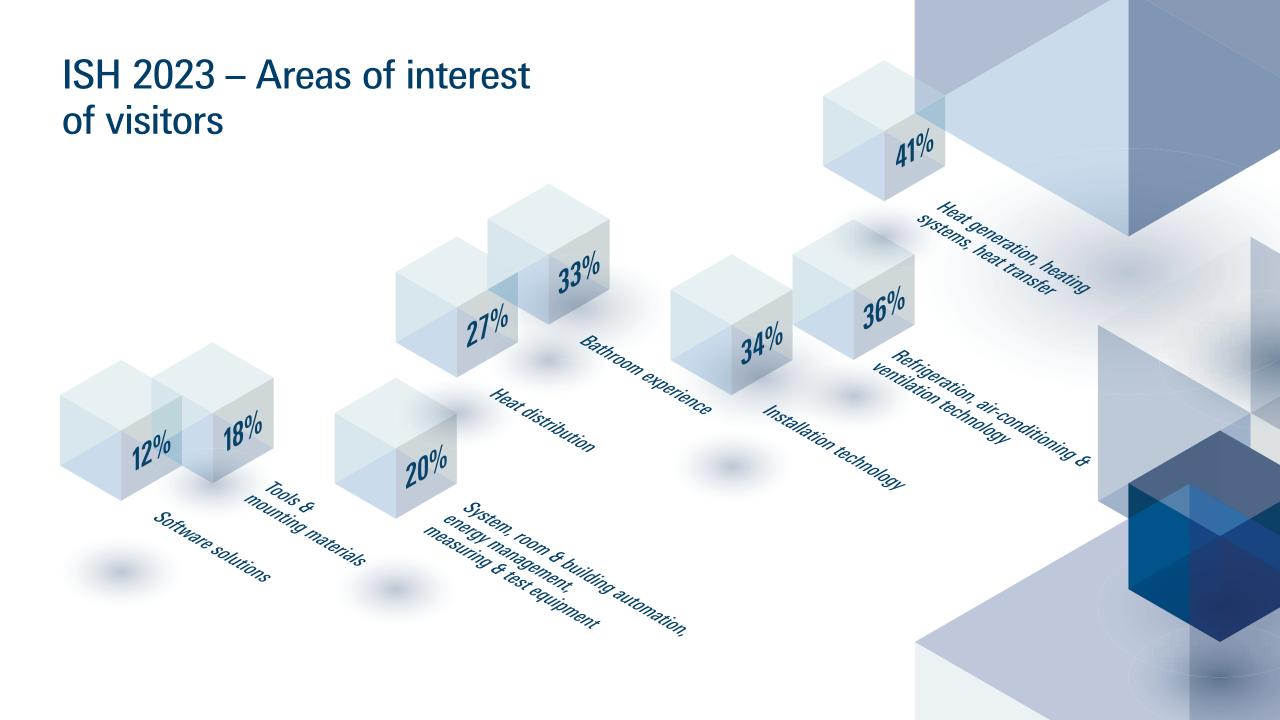
**85,128** 56% Visitors Germany

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 – 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 – 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

**Boy** Utilities building

100 Local authorities municipal facility

POO CONSTRUCTION

#### 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 of the second second of the second of the second secon

**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 .