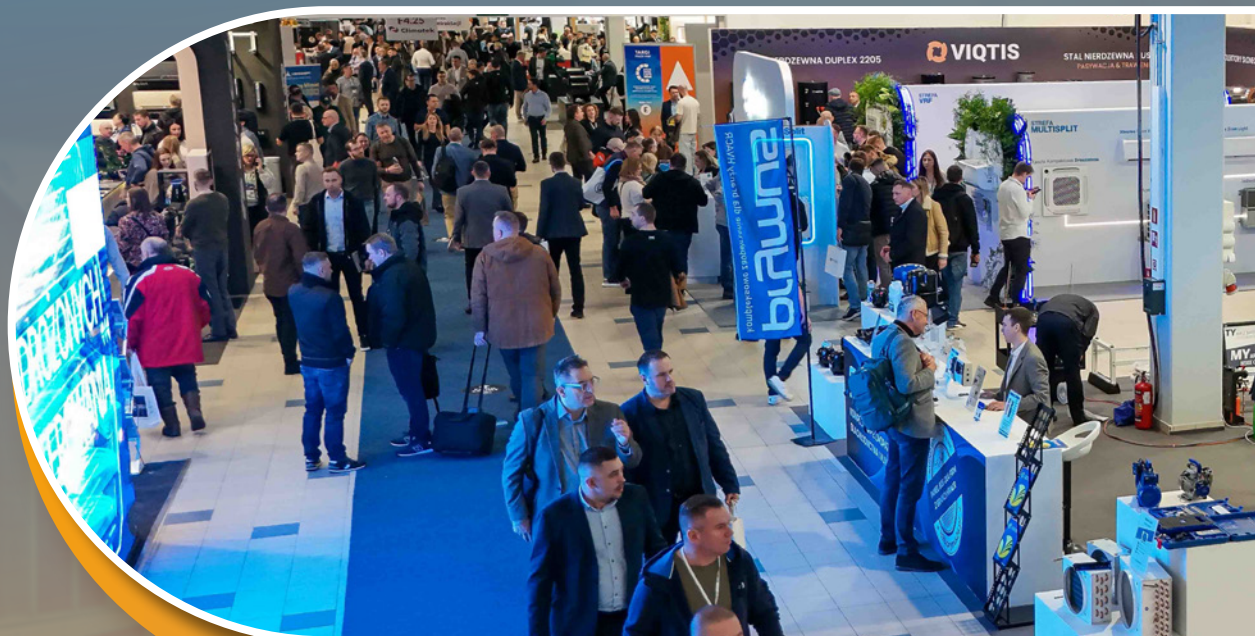


TRADE FAIR AND CONFERENCE PARTNERS:



INTERNATIONAL TRADE FAIR FOR HEATING,
VENTILATION AND AIR CONDITIONING
TECHNOLOGY

23-25 | 02 | 2027



warsawhvacexpo.com

organizer:





WARSAW HVAC EXPO – THE PREMIER HUB OF INNOVATION AND INDUSTRY NETWORKING FOR THE HVAC SECTOR IN THE HEART OF CENTRAL AND EASTERN EUROPE

Warsaw HVAC Expo stands as one of the key industry events in this part of Europe – a dynamic platform where cutting-edge technologies align with the real needs of the construction and energy sectors. The exhibition attracts both industry leaders and professionals seeking advanced solutions in heating, ventilation, and air conditioning. More than just a trade fair, it serves as a vibrant knowledge-sharing hub, fostering the exchange of expertise and experience. Attendees gain insight into the latest trends shaping the market – from energy-efficient HVAC systems and heat pumps to heat recovery solutions, intelligent building management systems, and technologies based on renewable energy sources such as photovoltaics. The event is tailored to a broad audience, including installers, designers, architects, investors, developers, as well as representatives of public administration and property management companies. The presence of international exhibitors and renowned experts gives the Expo a distinctly global dimension, while remaining closely aligned with the specific needs of the Central and Eastern European market. For those looking to stay ahead of industry developments, build valuable business relationships, and explore technologies that are already transforming the way buildings are designed and operated, Warsaw HVAC Expo is an event not to be missed.

ESTIMATES FOR 2026

6
Pavilions
60 000m²
Exhibition space

460
Exhibitors

More than
1 100
Brands
and trademarks

75+
Presentations
6
Conferences



"Trade fairs are a vital space for us – as a distributor of air conditioning systems and heat pumps, we not only engage directly with our clients, but also open our stand to our clients' customers. The level of interest remains consistently strong year after year, with designers, architects, and end clients attending to explore the latest industry developments and discover new products."

Haier

Haier AC / Refsystem Sp. z o. o.
Maciej Mach

THE LARGEST EXHIBITION SPACE IN EUROPE

FEBRUARY 23-25, 2027

During Warsaw HVAC Expo at Ptak Warsaw Expo, an extensive program of industry events is scheduled, together creating the largest meeting platform for the industrial sector in Poland. In addition to the main exhibition, participants will also have the opportunity to take part in:



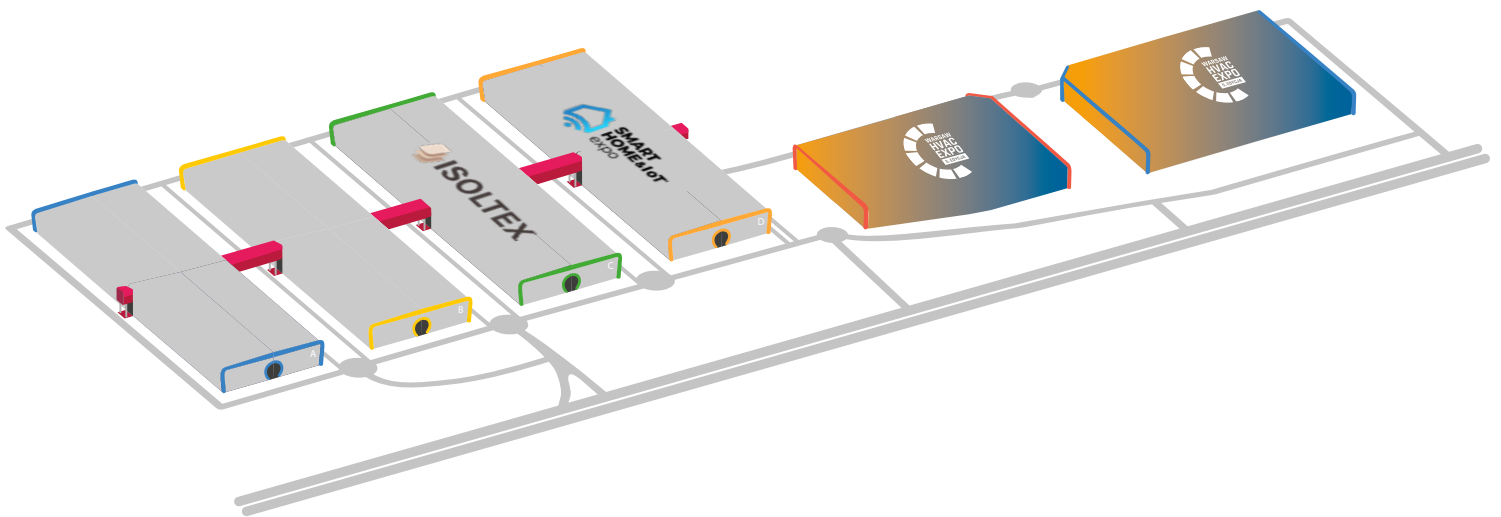
exhibitors
61
visitors
2071
exhibition space (m²)
15 000

Industrial Insulation
Technology Trade Fair



exhibitors
114
visitors
8044
exhibition space (m²)
18 000

International Trade Fair for Interior
and Residential Building Automation



SIMILAR INDUSTRY EVENTS ORGANIZED BY PWE



The Largest Renewable
Energy Industry Trade Fair
in Central and Eastern Europe

12-14.01.2027



International Trade Fair
for Industrial Automation
and Robotics

12-14.05.2026



Trade Fair for Batteries
and Energy Storage
Technologies and Power Supply

19-21.05.2026



Electrical Engineering
Industry Trade Fair

1-3.12.2026

EXHIBITOR PROFILE

- Manufacturers of heating systems and equipment
- Manufacturers of air conditioning systems and solutions
- HVAC equipment wholesalers and distributors
- Companies specializing in HVAC automation
- Manufacturers of heat pumps and cooling systems
- Providers of insulation solutions
- Manufacturers of air filters and air purification technologies
- Suppliers of HVAC software and management systems
- HVAC installation and service companies
- Consulting and advisory firms specializing in energy efficiency
- Providers of energy monitoring and optimization solutions
- Research organizations and scientific institutes focused on the HVAC sector

INDUSTRY SCOPE

- Heating technologies for indoor environments
- Ventilation systems and technologies
- Air conditioning systems and solutions
- HVAC automation and control systems
- Heat pumps
- Thermal and acoustic insulation solutions
- Air filtration and air purification technologies
- Energy efficiency solutions
- HVAC system design and software
- HVAC installation and maintenance services
- HVAC consulting and engineering services
- Financial services and funding support
- Industry associations and research institutes

VISITOR PROFILE

- HVAC installers
- HVAC engineers
- Building designers and architects
- Representatives of investment and development companies
- Energy efficiency specialists
- Property owners and facility managers
- Owners and representatives of construction and renovation companies
- Maintenance engineers and HVAC service technicians
- Business owners and company executives planning the modernization of production facilities and office buildings
- Representatives of wholesalers and distribution companies for heating, ventilation, and air conditioning equipment
- Technical consultants and advisors
- Students of technical and engineering disciplines



WHAT OUR EXHIBITORS SAY



"We continue to grow alongside this event – expanding our presence through our stand, the quality of our service, and our overall level of engagement. We can clearly see the same commitment on the organiser's side. We truly feel like a partner of the trade fair, which is why I can already say today that we will definitely be here again next year."

Clima Gold
Wojciech Bielański



"Participating in the trade fair created a valuable space for engaging with industry professionals, exchanging expertise, and presenting our offering to potential business partners. We appreciate the high standard of event organization and the efficient communication provided by the organizing team. The fair gave us an excellent opportunity to strengthen relationships with our existing partners and establish new connections that we hope will lead to long-term collaboration. We also sincerely appreciate the distinction awarded to us, including the trade fair medal – a recognition we value greatly."

PLUM
Adriana Bojczuk



83%

of exhibitors chose to exhibit again at the trade fair

"I always approach trade fairs as an opportunity to present our offer and, of course, to connect with clients."

"After this first day, I noticed that we really have many new clients (...) so you could say I'm discovering these fairs all over again."

IGLOTECH
Jarosław Józefowicz



"As Erkul – the exclusive importer of the Cooper&Hunter brand in Poland – we participate in Warsaw HVAC Expo every year. For us, it is an excellent opportunity to meet with HVAC industry partners, establish new business contacts, and further strengthen existing relationships. We also highly value the opportunity to attend presentations and panel discussions, which enable the exchange of knowledge and provide insight into the latest trends and directionshaping the air conditioning and ventilation market. This year, we are particularly proud to have received the award for the best air conditioning and ventilation solution. It is a meaningful distinction and a strong confirmation of the quality of the solutions offered by the Cooper&Hunter brand. We would like to thank the organizers for the professional execution of the event and for the opportunity to be part of one of the most important HVAC industry gatherings in Poland."

ERKUL
RAFAŁ PIGUŁA



"We realized that there is significant potential for us to achieve real results here, which is why we decided to exhibit this year and take full advantage of the opportunity to strengthen our relationships with installers and further increase our sales."

"As newcomers, the event exceeded our expectations in terms of attendance – we were able to establish a substantial number of valuable contacts."

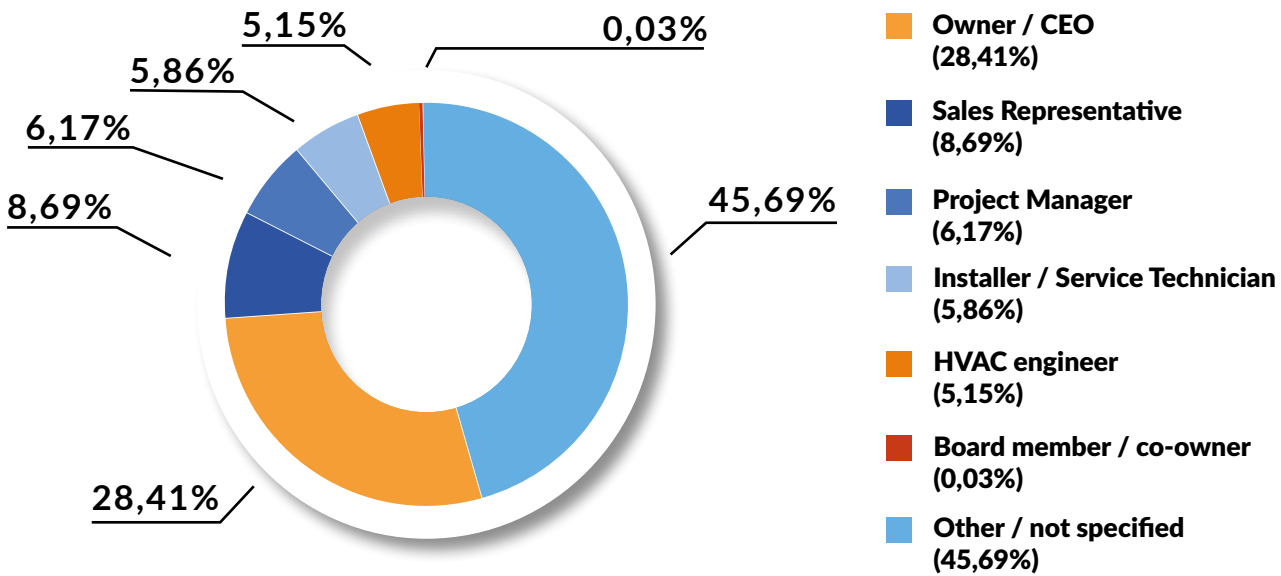
NET KLIMA
Krzysztof Chmielewski



KEY PROFESSIONAL ROLES IN ATTENDANCE

WARSAW HVAC EXPO 2026

HVAC Expo attracts professionals from across the HVAC sector, including ventilation, air conditioning, heating, and building energy efficiency technologies, bringing together key industry stakeholders in one place.



BRANDS PRESENT AT

WARSAW HVAC EXPO 2027

TRADE FAIR & CONFERENCE PARTNERS



EXHIBITORS



+ 220
EXHIBITORS

VISITOR STRUCTURE

WARSAW HVAC EXPO 2026

21 010

Total number of visitors

POLAND
90%

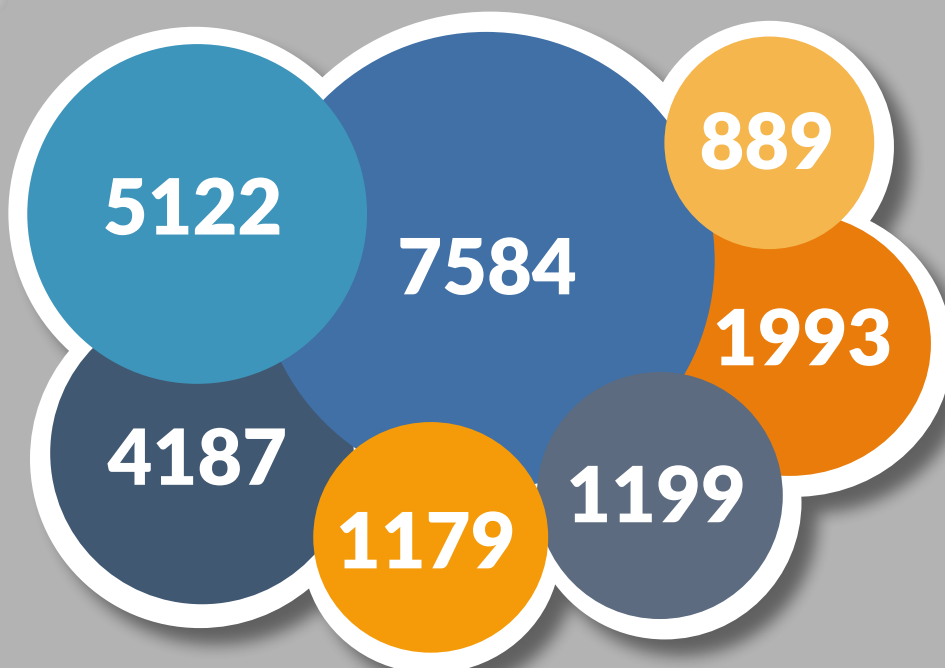
EUROPE
7%

WORLD
3%

Lithuania / Czech Republic / Italy / Romania / Slovakia / Germany / Latvia / Ukraine / Estonia / United Kingdom / Belgium / Hungary / Netherlands / Moldova / Sweden / Finland / Norway / Austria / Ireland / Portugal / France / Greece / Serbia / Slovenia / Spain / Croatia / Bulgaria / Kosovo / Switzerland / Belarus / Denmark / Bosnia and Herzegovina / Iceland / North Macedonia / Albania / Liechtenstein / Turkey

China / India / Kazakhstan / Azerbaijan / Georgia / Japan / Canada / United States / Vietnam

VISITORS' SECTOR INTERESTS



- Heating Systems
- Ventilation and Heat Recovery Systems
- Air Conditioning and Refrigeration
- Automation
- Renewable Energy Sources
- Smart Systems
- Chimney Systems

KEY REASONS WHY OUR VISITORS ATTEND:

46% ESTABLISHING BUSINESS CONTACTS WITH MANUFACTURERS AND CONTRACTORS

58% COMPARING THE OFFERINGS OF HVAC MANUFACTURERS AND DISTRIBUTORS

39% NEW PRODUCTS AND MARKET TRENDS

51% MEETINGS WITH SUPPLIERS OF HEAT PUMPS AND HEAT RECOVERY SYSTEMS

44% PARTICIPATION IN CONFERENCES ON ENERGY EFFICIENCY AND REGULATORY FRAMEWORKS

65% EXPLORING MODERN HEATING SOLUTIONS



BENEFITS OF PARTICIPATING IN INDUSTRY TRADE FAIRS

1

GUARANTEE OF ESTABLISHING NEW BUSINESS CONTACTS

Participation in trade fairs is an opportunity to gain contacts with key companies in Poland and Europe.

2

ACCOMPANYING EVENTS

High-quality conferences provide substantive support and complement the trade fair offer.

3

COMPREHENSIVE EXHIBITOR SERVICE

A dedicated account manager provides full organizational support, from the stand to logistics.

4

CONVENIENT PARTICIPATION CONDITIONS

Flexible payment options allow for stress-free preparation for participation in the event.



GENERATE REVENUE
directly on-site and close contracts.

MEET HUNDREDS OF DECISION-MAKERS and future business partners.

PRESENT YOUR PRODUCTS AND INNOVATIONS to a selected group of visitors.

INCREASE YOUR BRAND RECOGNITION and generate new, high-quality leads.

INTERNATIONAL REACH: establish new partnerships with companies from Poland and Europe.

FULL SERVICE IN ONE PLACE

Focus on what matters most—your business. We'll take care of the rest. Our comprehensive service package removes the burden of time-consuming trade fair preparations, allowing exhibitors to participate with ease and efficiency.



GUARANTEED COMPLETE TRADE FAIR STANDS — implementation from A to Z in one place.



Individually tailored booth designs.

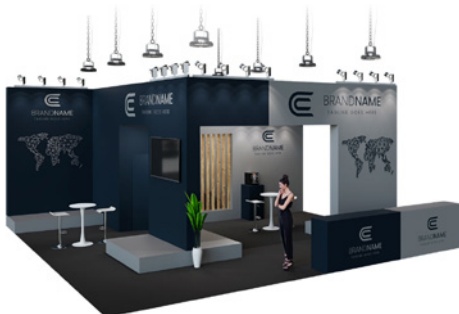


A simple booth reservation system + convenient payments even up to 30 days before the trade fair.



MARKETING PACKAGE
A ready marketing package with VIP invitations for your guests!

WE PROVIDE STAND CONSTRUCTION SERVICES



MARKETING & PR

We execute an integrated marketing and PR campaign designed to effectively reach key decision-makers within the heating, ventilation, and air conditioning sectors—those responsible for purchasing, design, product development, and operational processes. Our activities include strategic partnerships with industry organizations, advertising campaigns, and the publication of articles and editorial content in leading trade media. We also run targeted email marketing campaigns, intensive online promotion, and maintain a strong presence across social media channels and direct mail initiatives. In addition, we invest in digital advertising on Google and Facebook to maximize the event's reach and visibility.

PR CONTENT ESTIMATES FOR 2027:

120

media publications

2,9mln

views of promotional content

715K€

(AVE)
of distributed materials

in

f



WE WOULD LIKE TO THANK OUR MEDIA PARTNERS:

**& Chłodziwo
Klimatyzacja**

**Świat
kominków**

kominki.org
by Świat Kominków

poradybudowlane.com .pl

instalacjebudowlane .pl

wentylacyjny .pl

pasywny-budynek .pl

ogrzewnictwo .pl

wentylacja.com.pl

A&B
Architektura & Biznes

INSTAL

RI Rynek
instalacyjny

THE Tools



NARZEDZIOHOLICY.PL

INDUSTRY EVENT AS PART OF THE HVAC INNOVATIONS SUMMIT

An event that brings together leaders of the industrial sector. Discover innovations, emerging trends, and cutting-edge technologies through expert presentations, hands-on workshops, and insightful panel discussions designed to support business growth in this dynamic industry.

CONFERENCE ROOM NO. 1,
HALL F



A meeting of HVACR industry professionals! We will explore the latest refrigeration and air conditioning technologies, installation challenges, regulatory changes, and future market directions. Where practical expertise meets the future—be part of the conversation!

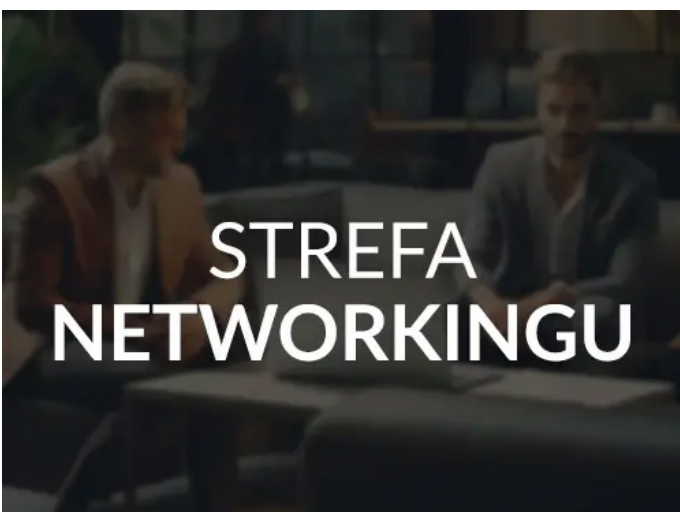
CONFERENCE ROOM NO. 1,
HALL E



Conference of the Chamber of Renewable Energy Equipment and Polish Industry

TRADE FAIR STUDIO

We invite you to the Trade Fair Studio, where a series of exclusive interviews with industry experts and distinguished exhibitors will showcase the latest trends and innovative solutions. In this inspiring setting, market leaders will share their experience and future outlooks, offering valuable insights and expert knowledge. The Trade Fair Studio is also closely linked to the awards ceremony, during which outstanding exhibitors are honored with medals—adding prestige to the event and highlighting the importance of innovation and excellence within the industry.



INSPIRING CONVERSATIONS AND NEW OPPORTUNITIES - THE B2B NETWORKING ZONE AWAITS!

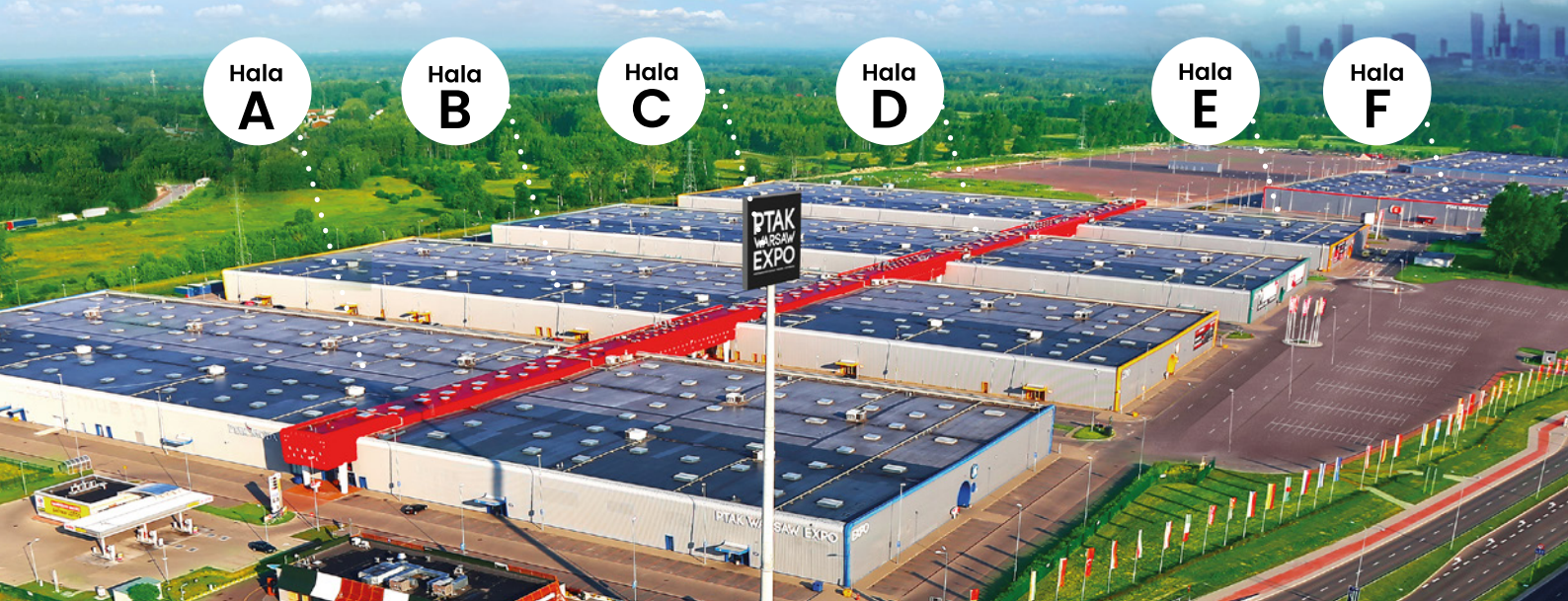
The B2B Networking Zone is a natural extension of the conference, offering participants a unique opportunity to engage in direct conversations with speakers and industry experts. In this dedicated space, attendees can exchange insights, ask questions, and build valuable business relationships in a more informal setting. Join us to deepen your knowledge, continue inspiring discussions from the conference, and establish meaningful connections that can bring tangible benefits to both you and your business.

TRADE FAIR MEDALS

This prestigious ceremony offers a unique opportunity to recognize companies whose activities, products, and innovative approach significantly contribute to the advancement of the industry and the overall success of the event. The awards presented during the trade fair highlight the role of enterprises that set new directions for development, elevate quality standards, and inspire the implementation of forward-thinking solutions.

For trade fair participants, it is also a unique opportunity to establish valuable business relationships with award-winning exhibitors. Visitors can explore their innovative products in greater detail, benefit from expert knowledge, and discuss potential avenues for future cooperation. It is the perfect moment to draw inspiration from pioneering projects and discover companies that are actively shaping the future of the industry.

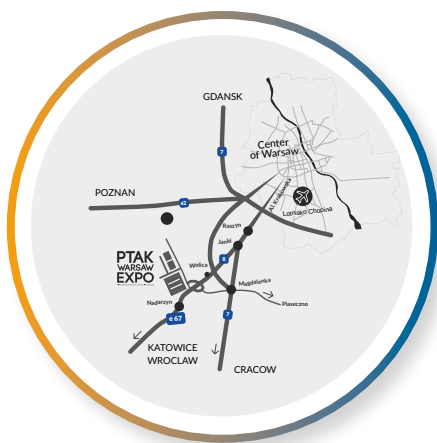




WHO WE ARE

Ptak Warsaw Expo is the largest trade fair and congress center in Poland and Central-Eastern Europe, located in the suburbs of Warsaw.

It offers 153,000 sqm of exhibition space in 6 modern halls and 500,000 sqm of outdoor space. This place is designed for organizing industry trade fair events.



20 000
exhibitors



1 000 000+
visitors



153 000
area in m²



120+
B2B fairs per year



Location

- The region with the largest economic potential in Central and Eastern Europe
- Location at the intersection of European north-south and east-west communication routes (over 100 million inhabitants in Central and Eastern Europe)



Communication

- 10-minute drive to Fryderyk Chopin International Airport
- 15-minute drive to Warsaw city center



Parking

- 15,000 parking spaces, with direct access to the pavilions

warsawexpo.eu

WARSAW HVAC EXPO 2027 – FLOOR PLAN

FLOOR PLAN AS OF APRIL 7, 2026

HALL E

38 STANDS REMAINING FOR THE 2027 EDITION!

WARSAW HVAC EXPO 5. EDITION



BOOK A STAND
+48 518 739 124



WARSAW HVAC EXPO 2027 – FLOOR PLAN

FLOOR PLAN AS OF APRIL 7, 2026

HALL E

38 STANDS REMAINING FOR THE 2027 EDITION!

WARSAW HVAC EXPO 5. EDITION



BOOK A STAND
+48 518 739 124





BOOK YOUR STAND

23-25 | 02 | 2027
Poland, Warsaw



UFI THE GLOBAL ASSOCIATION OF THE EXHIBITION INDUSTRY

UFI is the global association of the world's leading trade show organisers and fairground owners, as well as the major national and international exhibition associations. UFI endorses Ptak Warsaw Expo as an organiser of international trade fairs.

CONTACT WITH OUR TEAM

media3@warsawexpo.eu

+48 518 739 124

Social Media Channels

