

Essen, March 20, 2026

Trade Fair for Sanitation, Heating, Air Conditioning, and Electrics

High satisfaction and a positive atmosphere define SHK+E ESSEN 2026

Four successful days demonstrate the strength of the industry platform

SHK+E ESSEN 2026, held from March 17 to 20 at Messe Essen, once again confirmed its status as a key industry platform, attracting a total of over 30,000 trade visitors. Over the course of four days, the trade show focused entirely on technical solutions for sanitation, heating, air conditioning, and electrics—offering a comprehensive overview of current developments and future trends.

350 exhibitors showcased technologies in the fields of energy-efficient heating, drinking water hygiene, modern sanitation concepts, and smart control and electrical solutions. Accompanying expert forums and special exhibitions addressed key industry topics and fostered professional exchange among industry, trade, and planning professionals.

Strong momentum through collaboration and networking

“SHK+E ESSEN has once again demonstrated how important face-to-face interaction is for the industry’s continued development. As a platform for innovation, knowledge transfer, and networking, it brings together key market players and provides important impetus for the future,” explains Oliver P. Kuhrt, Managing Director of Messe Essen. Ulrich Grommes, Guild Master of the SHK NRW Trade Association, also emphasizes the trade show’s significance: “We can look back on four very successful days at the trade show. The increase in visitor numbers clearly demonstrates the great significance of SHK+E ESSEN 2026 for the HVAC industry. We were particularly pleased that many business owners came to Essen with their entire teams.”



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The high level of technical expertise was also reflected in the composition of the audience: the majority of visitors came from the sanitation, heating, and ventilation trades. Other attendees included building services engineers, experts, employees of building authorities and consulting firms, as well as those working in HVAC wholesale. In addition, the audience included numerous representatives from the real estate and housing sectors, hospitals and care facilities, as well as the heating and sanitation industry. With 70 percent of attendees holding purchasing and procurement authority, SHK+E ESSEN once again proved to be a significant business platform. Interest was particularly high in heating technology (61 percent), followed by sanitation installation and technology (36 percent) as well as the topic of drinking water (36 percent). More than one in three visitors was also interested in sanitary fixtures and fittings.

High recommendation rate among industry professionals

The high quality of the exhibition was also confirmed by trade visitors: 86 percent were (completely) satisfied with the exhibition overall. Overall satisfaction with the trade show visit stood at 91 percent (2024: 89 percent). In addition, 92 percent of visitors would recommend SHK+E ESSEN to others (2024: 89 percent), and 94 percent are already planning to return (2024: 89 percent).

The feedback from industry associations and partners was also overwhelmingly positive. "The industry's success is based on effective networks. SHK+E ESSEN brings exactly that to life: in-depth exchanges, valuable contacts, and direct dialogue. Trade shows like this are therefore an indispensable meeting place for the industry," emphasizes Volker Meyer, CEO of figawa.

A sense of optimism in the market

Markus Staudt, CEO of the Federal Association of the German Heating Industry (BDH), adds: "This year's SHK+E ESSEN once again impressively demonstrated the heating industry's innovative strength and versatility. Against the backdrop of the ongoing revision of the Building Modernization Act, a sense of optimism was clearly palpable in the exhibition halls. Manufacturers presented a broad technical spectrum—

ranging from heat pumps and hybrid systems to highly efficient condensing technology and wood-fired heating solutions, as well as components such as residential ventilation systems with heat recovery or modern heating pumps. SHK+E ESSEN has once again proven itself as a central platform for dialogue between industry and the trade.”

The exhibiting companies also gave the event a positive review. For example, about 93 percent reported that they were able to reach all or some of their key target groups. Matthias Kortenhorn, Senior Sales Manager and Sales Director for Northwest Germany at TOTO Europe, notes: “SHK+E ESSEN was a complete success for us at TOTO Europe GmbH. In particular, the intensive and high-quality exchange with visitors met our expectations. We look back on the trade show with great satisfaction and look forward to the resulting momentum and partnerships.” Cyril Stutz, Managing Director of Geberit Vertriebs GmbH Germany, also offers a positive assessment: “SHK+E in Essen is a successful start to the 2026 trade show year—and for us, a successful platform to inform our key target group of tradespeople about our innovations and solutions through high-quality interactions.”

Stefan Weber, Head of Buderus’ Western Sales Division, also emphasizes the importance of the event: “Over the past few days at SHK+E, under the motto ‘Into the Future,’ we have impressively demonstrated how modular system solutions—particularly in the areas of heat pumps and hybrid systems—as well as efficient tools are shaping the installations of tomorrow. The strong response and lively discussions confirm that the future of the industry has already begun.”

Outlook for 2028: Successful approach to be continued

With its clear focus on innovation, practical relevance, and networking, SHK+E ESSEN 2026 has once again reaffirmed its role as one of the leading trade fairs in the industry in Germany and beyond. The next edition will take place from March 21 to 24, 2028, at Messe Essen. Registration documents for exhibitors are already available online at www.shke-essen.de.

SHK+E ESSEN 2026: Detailed Figures

SHK+E ESSEN 2026 attracted 350 exhibitors from 16 countries. Including estimates for the final day of the fair, there were over 30,000 registered trade visitors. In addition, the event was attended by members of the press, political delegations, local government representatives, and guests of honor, among others.