

Middle East & Africa Commercial HVAC Market Size and Forecast (2021 - 2031), Regional Share, Trend, and Growth Opportunity Analysis Report Coverage: By Equipment Type (Cooling Equipment, Heating Equipment, and Ventilation Equipment), Cooling Equipment Type (Unitary Air Conditioners, Chillers, Coolers, VRF Systems, and Others), Heating Equipment Type (Boilers, Heat Pumps, Furnaces, and Space Heaters), Ventilation Equipment Type (Air Handling Units (AHUs), Ventilation Fans, Air Filters and Air Purifiers, Roof Vents, and Others), Ventilation Systems Type (Controlled Mechanical Ventilation (CMV), Natural Ventilation, and Hybrid or Mixed-Mode Ventilation), Implementation (New Installation and Retrofit), and Application (Office Buildings, Hotels and Restaurants, Transportation Industry, Hospitals and Clinics, and Others)

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Abstracts

The Middle East and Africa (MEA) Commercial HVAC market is projected to grow significantly, reaching an estimated US\$ 6,483.8 million by 2031, up from US\$ 4,288.1 million in 2024. This growth represents a compound annual growth rate (CAGR) of 6.3% from 2025 to 2031. The region's extreme temperature conditions, particularly in Gulf

countries like the UAE, Saudi Arabia, Qatar, and Kuwait, have made HVAC systems a necessity in various sectors including commercial real estate, hospitality, retail, healthcare, and transportation.

In Africa, the rapid urbanization and increasing commercial activities in nations such as South Africa, Nigeria, Kenya, and Egypt are driving the demand for HVAC solutions in office buildings, shopping malls, airports, and educational institutions. The Economist Intelligence Unit (EIU) forecasts that Africa's urban population will rise from approximately 650 million in 2023 to nearly 1 billion by 2035. This urban growth, coupled with extreme weather conditions and infrastructure development, presents both challenges and opportunities for global and regional players in the MEA commercial HVAC market.

Market Segmentation Analysis

The MEA Commercial HVAC market is segmented by equipment type, which includes Cooling Equipment, Heating Equipment, and Ventilation Equipment. In 2024, Cooling Equipment held the largest market share, with Unitary Air Conditioners being the most significant segment within this category. Heating Equipment is further divided into Boilers, Heat Pumps, Furnaces, and Space Heaters, with Boilers leading the market share. Ventilation Equipment includes Air Handling Units (AHUs), Ventilation Fans, Air Filters and Purifiers, Roof Vents, and others, where AHUs dominated the market in 2024.

The market is also segmented by implementation type into New Installation and Retrofit, with New Installation holding the largest share. In terms of application, the market is divided into Office Buildings, Hotels and Restaurants, Transportation Industry, Hospitals and Clinics, and others, with Office Buildings being the leading segment.

Market Outlook

As businesses increasingly focus on operational efficiency and sustainability, the integration of smart technologies into HVAC systems is becoming crucial. The latest advancements in Internet of Things (IoT) technology are facilitating the shift towards smart HVAC solutions. These systems utilize networked devices and sensors to monitor and control indoor climate conditions in real-time, allowing businesses to optimize energy usage, reduce waste, and maintain consistent occupant comfort levels. The incorporation of data analytics enhances performance and aligns with broader sustainability goals.

Moreover, the rise of artificial intelligence (AI) and machine learning (ML) is providing valuable data-driven insights that help optimize system operations, extend equipment lifespan, and customize climate control to meet occupant needs. These technologies also support smarter retrofitting decisions and improved design planning for both new and existing buildings. The demand for smart HVAC solutions is on the rise, driven by the need for enhanced efficiency, cost reduction, and improved occupant comfort. This

trend is expected to significantly boost market growth during the forecast period. In February 2025, Khansaheb Industries in Dubai partnered with 75F Middle East Trading LLC to implement IoT-driven smart HVAC systems in their headquarters, aiming to enhance energy efficiency and indoor air quality through the integration of sensors and cloud-based automation. The UAE's sustainability initiatives, such as the Net Zero 2050 goal, are further propelling the adoption of smart building technologies, highlighting the growing demand for advanced HVAC systems in the region.

Country Insights

The MEA Commercial HVAC market is also analyzed by country, with significant segments including the United Arab Emirates, Saudi Arabia, South Africa, and the Rest of Middle East & Africa. The UAE is expected to hold the largest market share in 2024, driven by the demand for air-handling units, ventilation fans, dehumidifiers, air filters, and purifiers from the commercial building sector. Strict government regulations aimed at improving energy efficiency are anticipated to further stimulate market growth in the UAE. Additionally, ongoing investments in major construction projects, such as the Burj Jumeirah in Dubai, are expected to enhance the demand for commercial HVAC equipment.

Key Players

The market features several key players, including Schneider Electric SE, Honeywell International Inc, Mitsubishi Electric Corp, LG Electronics Inc, Daikin Industries Ltd, Carrier Global Corp, Danfoss AS, Lennox International Inc, Trane Technologies Plc, Samsung Electronics Co Ltd, Johnson Controls International Plc, and AAON Inc. These companies are employing various strategies such as expansion, product innovation, and mergers and acquisitions to enhance their market presence and offer innovative products to consumers.

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