



**Cooling as a Service**  
Refresh the planet

## Case Study



### **Comfort Loop: Accelerating the adoption of cleaner cooling in Mexico City's commercial real estate sector**

*Comfort Loop, a business unit of Grupo CYVSA, a member of Daikin Group, is a prominent CaaS provider for applied HVAC systems in Latin America. Comfort Loop completed a chiller system retrofit project for a commercial real estate building in Mexico City, the Torre Optima II, which has achieved Gold level LEED certification.*

**Region**

Mexico City, Mexico

**Sector**

Commercial Real Estate

**Retrofit or new**

Retrofit

**Project size**

500 TR

**Technology**

Air cooled screw chiller system

**Refrigerant**

R-134A

**Investment**

USD 460,000

**Partners**



SET ALLIANCE

## Background

Inmobiliaria Brom is a real estate development, investment and management company founded in 1972, focusing on the high-end residential and office markets of Mexico City.

Torre Optima II, one of Inmobiliaria's commercial buildings, with 100'000 square feet of rentable area, 90'500 square feet of offices, and 19'500 square feet of retail space, has been looking to obtain the LEED level Gold Certification in operations and maintenance. LEED is the most widely used 'green building' rating system around the world.

The Comfort Loop scheme offered by CYVSA replaced existing chillers with equipment delivering much higher energy efficiency and advanced automation functions, packaged in an attractive financial scheme including long-term maintenance.

## CaaS Contract Information

The Comfort Loop CaaS contract was signed between Inmobiliaria Brom (the property owner) and CYVSA in September 2020, and fully commissioned by May 2021. It is a 5 year contract structured in such a way that CYVSA provides a holistic service (which includes the system's implementation, operation, maintenance, and repair), as opposed to a financing model, leasing, or rent-based approach.

The Comfort Loop offer is a business model focused on providing convenience to the customer, reducing engagement risks to a strict minimum for the client.

The contract establishes service-level guarantees offered to the customer (such as maximum chilled

water flow at a certain temperature), which ensures that the cooling capacity for the building is always met.

In exchange, the client pays a fixed monthly fee, avoiding upfront investment, as well as potential operational risks, and possible higher costs during hotter months.

In search of better ways to fight climate change, Daikin financed this project in full and plans to continue funding this important cooling-as-a-service initiative. Comfort Loop is looking to tackle the challenges that HVAC systems represent in an innovative way.

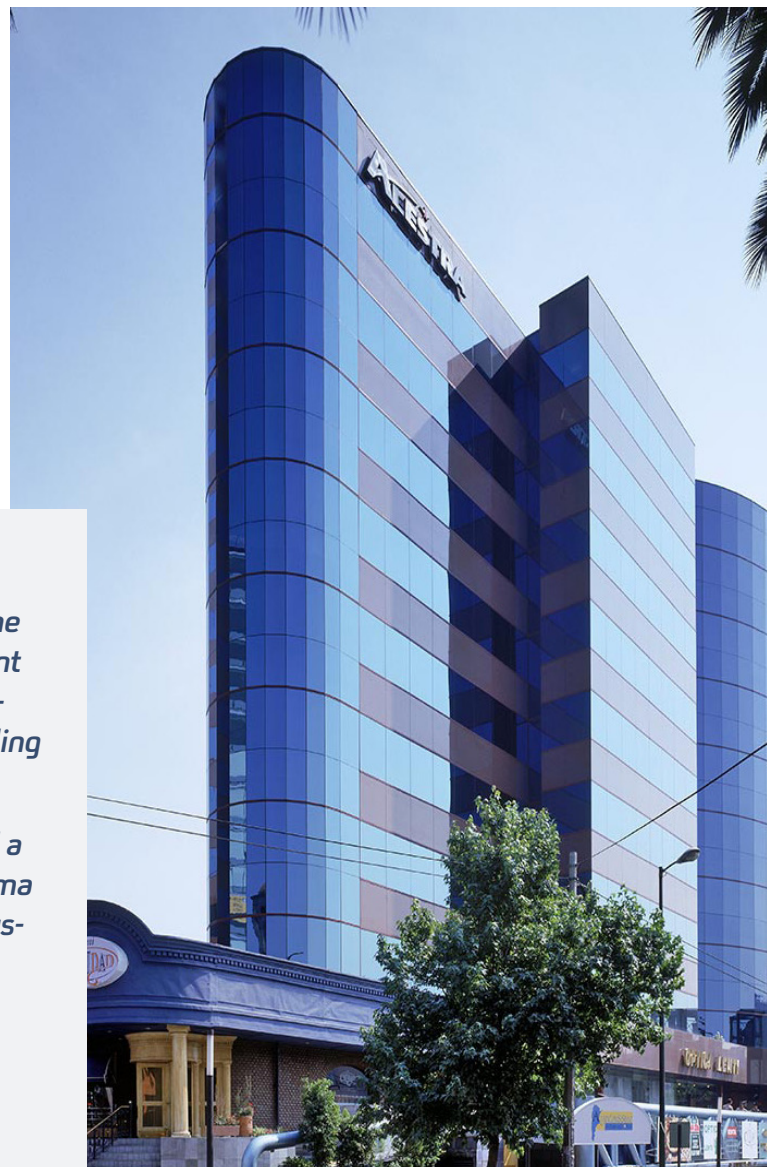
## Technology

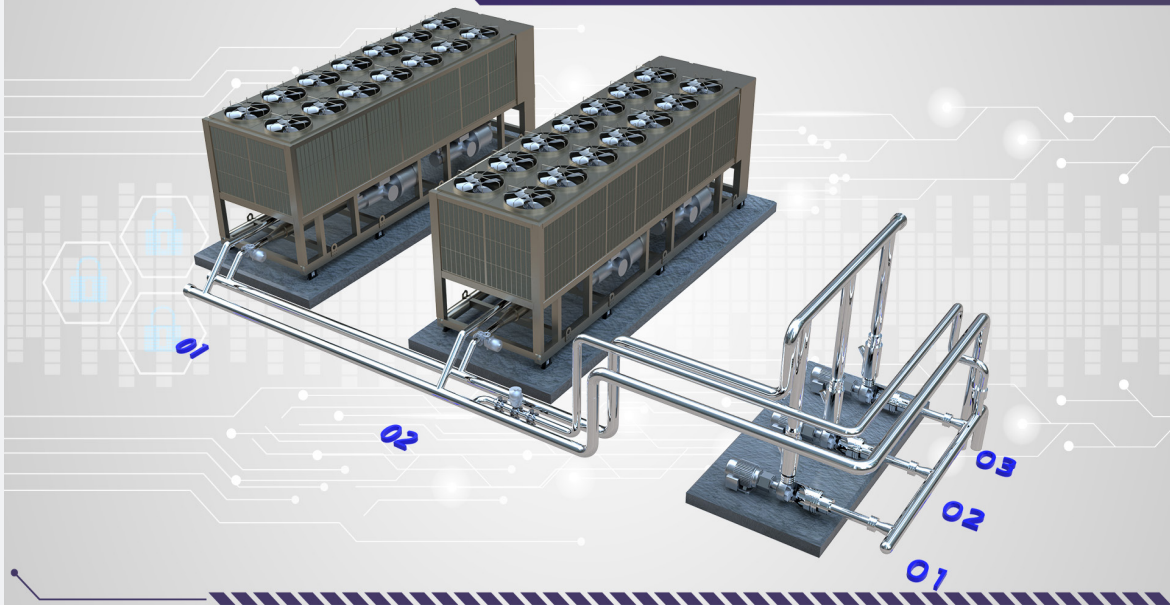
CYVSA has developed innovative programs to deliver efficient operation, process optimisation and energy-savings generation. These cutting-edge solutions have been integrated into the Comfort Loop CaaS offering. In collaboration with DAIKIN, we seek to accelerate the transition to low GWP refrigerants to reduce environmental impact.

*"The Comfort Loop scheme offered by CYVSA allowed the chillers of the building to be replaced with new equipment with much higher energy efficiency and modern automation function in a very attractive financial scheme including long term maintenance.*

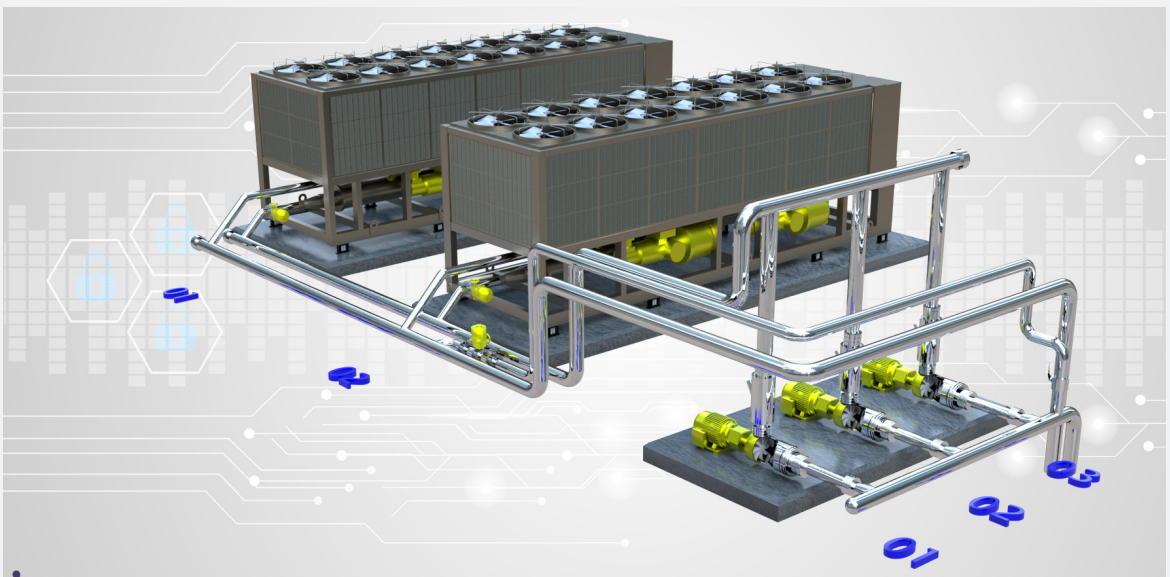
*The energy efficiency delivered by Comfort Loop played a key role in the LEED level Gold certification of Torre Optima II and represents our efforts as a company in favor of sustainability and climate change mitigation."*

*- A client's testimonial, Inmobiliaria Brom*





*“When a customer contracts Comfort Loop, we provide them with a digital twin of the system for them to access anytime to make sure that everything is running smoothly and that the thermal load of the building is being met.”*



*“With this, we create a digital experience of an otherwise intangible service for the customers.”*



SEM

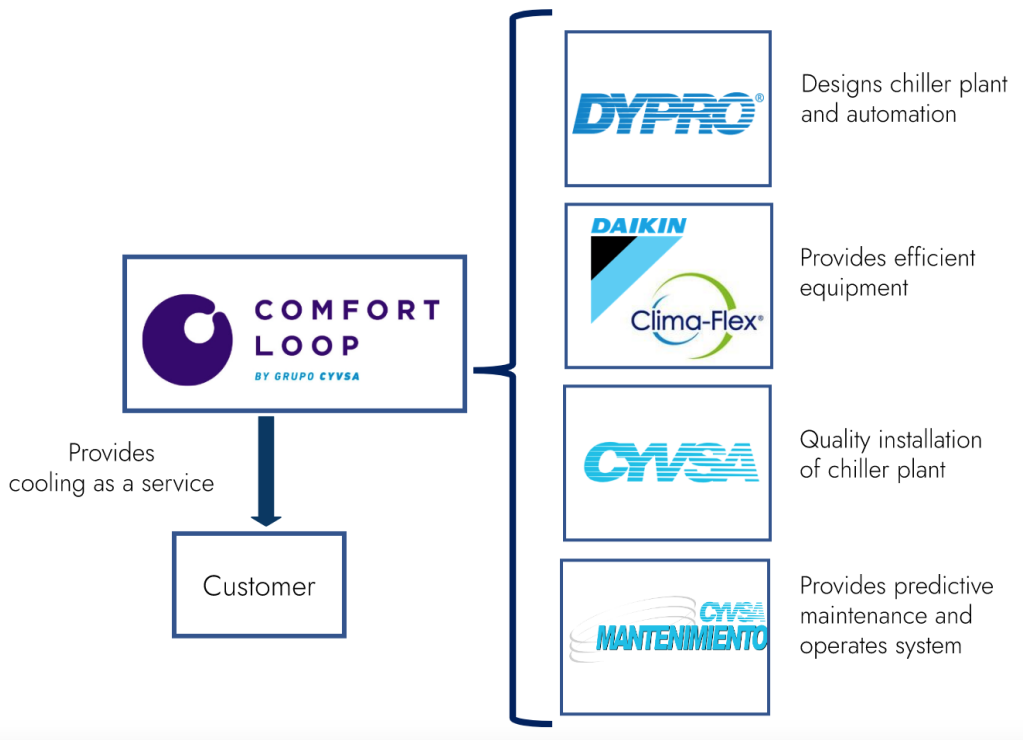
**Piloot**  
By CVSA

#### **Modular energy simulator (SEM)**

Helps determine possible savings by comparing the expected behavior of the current and proposed equipment according to the thermal load.

#### **AI-powered monitoring & operating system**

Applies artificial intelligence and machine-learning to analyse patterns and possible trends in the equipment's operation.



## CYVSA's journey with Servitisation

Grupo CYVSA is the leading HVAC contractor in México with more than 70 years of experience.

CYVSA has integrated vertically to become a one-stop solution provider for HVAC projects.

This integration allows the company to ensure the quality of a project throughout the entire value chain, from engineering and manufacturing, and from installation to maintenance.

Implementing servitisation was made possible following integration into the Daikin Group, combining Daikin's strategic vision and strength with CYVSA's experience.

Thus, Comfort Loop was created, a cooling as a service (CaaS) provider for Latin America. Comfort Loop is always looking to tackle the challenges that HVAC systems represent in an innovative way.

## Comfort Loop Structure

Grupo CYVSA established a vertical integration structure to enable the delivery of the Comfort Loop service through the power of its subsidiaries.

This is key to guaranteeing the successful delivery of the service solution to the end-customer.

Comfort Loop's purpose is to accelerate the deployment of highly efficient HVAC systems in the region and to improve the efficiency of existing systems.

In doing so, Comfort Loops seeks to contribute to the economic development of the region and to reduce the environmental impact of HVAC systems. Comfort Loop is focused on growing its presence in Mexico and has plans to expand to other countries in Latin America in the near future.

## Contact Information

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