



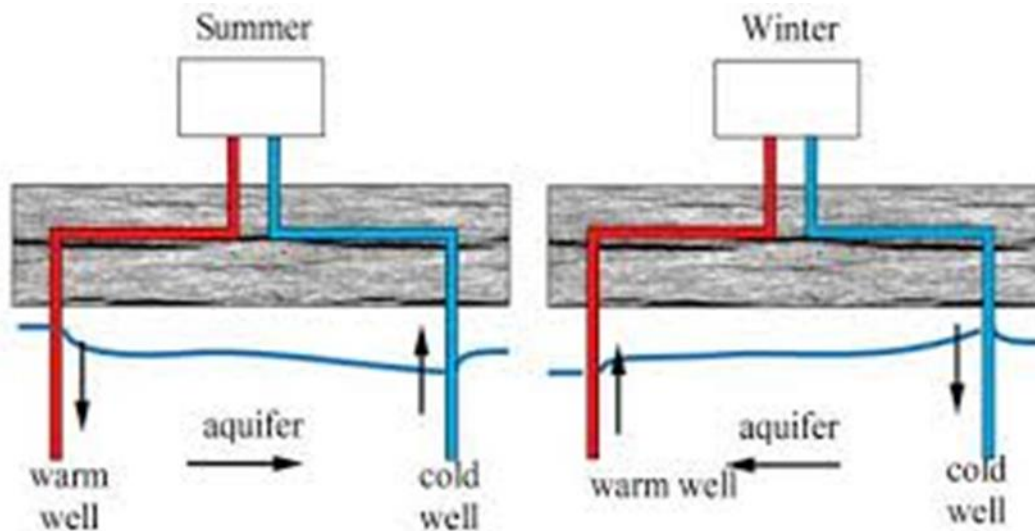
# Successful Business cases in Eurbanlab assessments

# General observations

Several Urbanlab assessed cases of low carbon development (the more innovative in Europe) use “new” business models:

- Cost recovery through increased rents, with guarantees
- ESCOs
- Procurement
- One example in detail...

# ATES: aquifer thermal energy storage



In multi-family buildings, maintenance and management of the collective heating systems is usually done by the owner's association or housing corporation.

For maintaining ATES-systems the service needs have become too complex for these actors.

A new party is needed with technical expertise, but also with the same long-term commitment as a housing corporation, in order to earn the investment back

# The business model for a building company

- Building the full environment for heating and cooling: ATES, extensive insulation, a balanced ventilation system
- Entering into a 30-year performance contract for the ATES installation
- Profits from the sale of energy give a payback period of the investment in ATES of 12-18 years