



Company Presentation

March 2023





SECTION 1

Overview

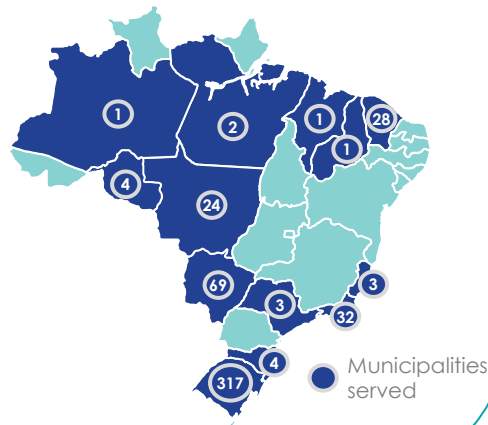
Aegea is the largest private sanitation player in Brazil



Serving more than 30 MM people in other than 480 municipalities

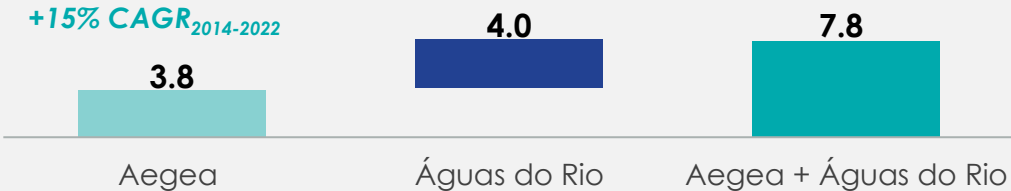
+30 MM people served
56% Market Share¹
+480 cities with population ranging from **2k** to **6.8 MM+**
30 years contracts avg. term

Diversified portfolio, consisted of concessions and PPPs, and an adaptive management model



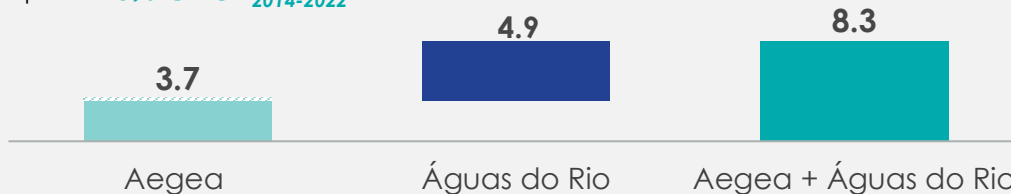
Active Households – 2022

+15% CAGR₂₀₁₄₋₂₀₂₂



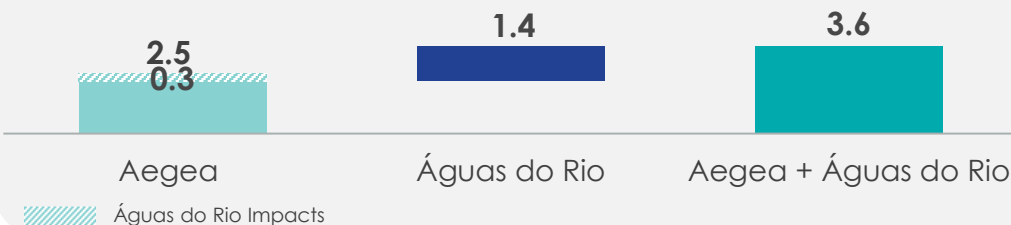
Net Revenue ⁽²⁾ – 2022

R\$ Bn +25% CAGR₂₀₁₄₋₂₀₂₂



EBITDA ⁽³⁾ – 2022

R\$ Bn +30% CAGR₂₀₁₄₋₂₀₂₂



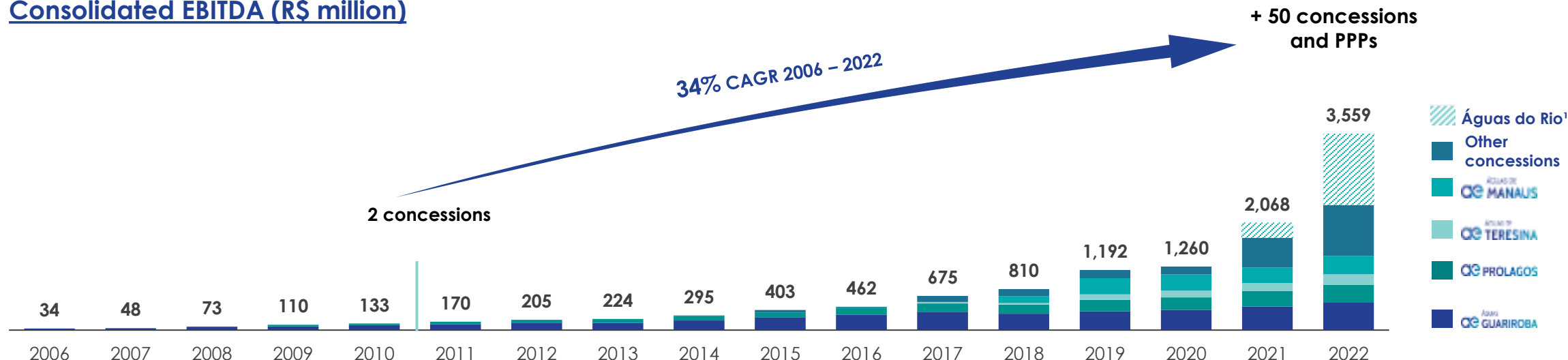
¹ -Includes Corean, methodology: Based on equivalent population: served with water = 1; served with sewage = 1; served with water and sewage = 2. / ² - Excluding construction revenues with margins near zero (OCPC05); / ³ - Excluding construction revenues with margins near zero (OCPC05), construction costs with margin close to zero (CPC47) and effects of amortization and depreciation.

Track-Record of Growth (ex. Águas do Rio and Corsan)



Outstanding growth and value creation

Consolidated EBITDA (R\$ million)



Sustainable Growth Pillars

Aegea Operating Model (MOA)

Social License to Operate

People Management

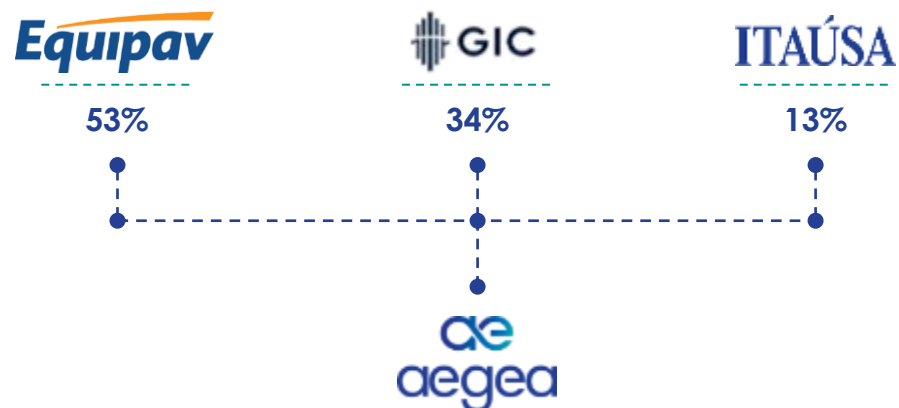
Corporate Governance and Financial Discipline

1- Águas do Rio EBITDA, not consolidated into Aegea's Financials but rather accounted by the Equity Income method

Shareholder Structure and Support

Strengthened capital structure to support the Company's growth

SHAREHOLDING STRUCTURE



Shares	Equipav (%)	GIC (%)	Itaúsa (%)	Total (# of shares)
Common	71%	19%	10%	709,956,474
Preferred	12%	69%	19%	309,157,764

▪ Entry of Itaúsa as a Shareholder

Acquisition of **8% of Equipav's common shares** for R\$ 1,085 million (valuation of R\$ 13 billion)

▪ R\$ 3.6 billion Capital increase in 2021

Common shares: R\$ 344 million

Cass D preferred shares: R\$ 3,210 million

▪ Minority Shareholders Veto Rights

- (i) approval of the Company's Business Plan
- (ii) acquisitions
- (iii) new debt above R\$ 50 million
- (iv) sale or any kind of disposal of relevant assets
- (v) transaction with related parties
- (vi) grant of guarantees to affiliates except for subsidiaries, among others

Winning bid for the largest sanitation concession in Brazil



Águas do Rio, started operations in November 2021 and operates Blocks 1 and 4 tendered by Cedae

Ownership Structure



	aegea	Equipav	GIC	ITAÚSA
ON ¹	100%	-	-	-
PN	45%	39%	11%	6%
PNA ¹	-	71%	19%	10%
PNB	100%	-	-	-
Total	52%	34%	9%	5%

- Funding for the grant payment in 2021: **BRL 7.8 billion in debentures and BRL 5.7 billion in shareholders contributions**
- Long-term financing agreement signed with BNDES in 2022: up to **BRL 19.4 Bi**, maturing in **28 years**

Águas do Rio assets are not consolidated into Aegea's Financials but rather accounted by the Equity Income method

Águas do Rio highlights

10 million people served

1 million people in the Social Tariff

R\$ 15.5 billion grant fee

R\$ 24.4 billion of CAPEX²

R\$ 4.9 billion Net Revenue

R\$ 1.4 billion EBITDA

Notes:

1 – Voting Shares: ON and PNA

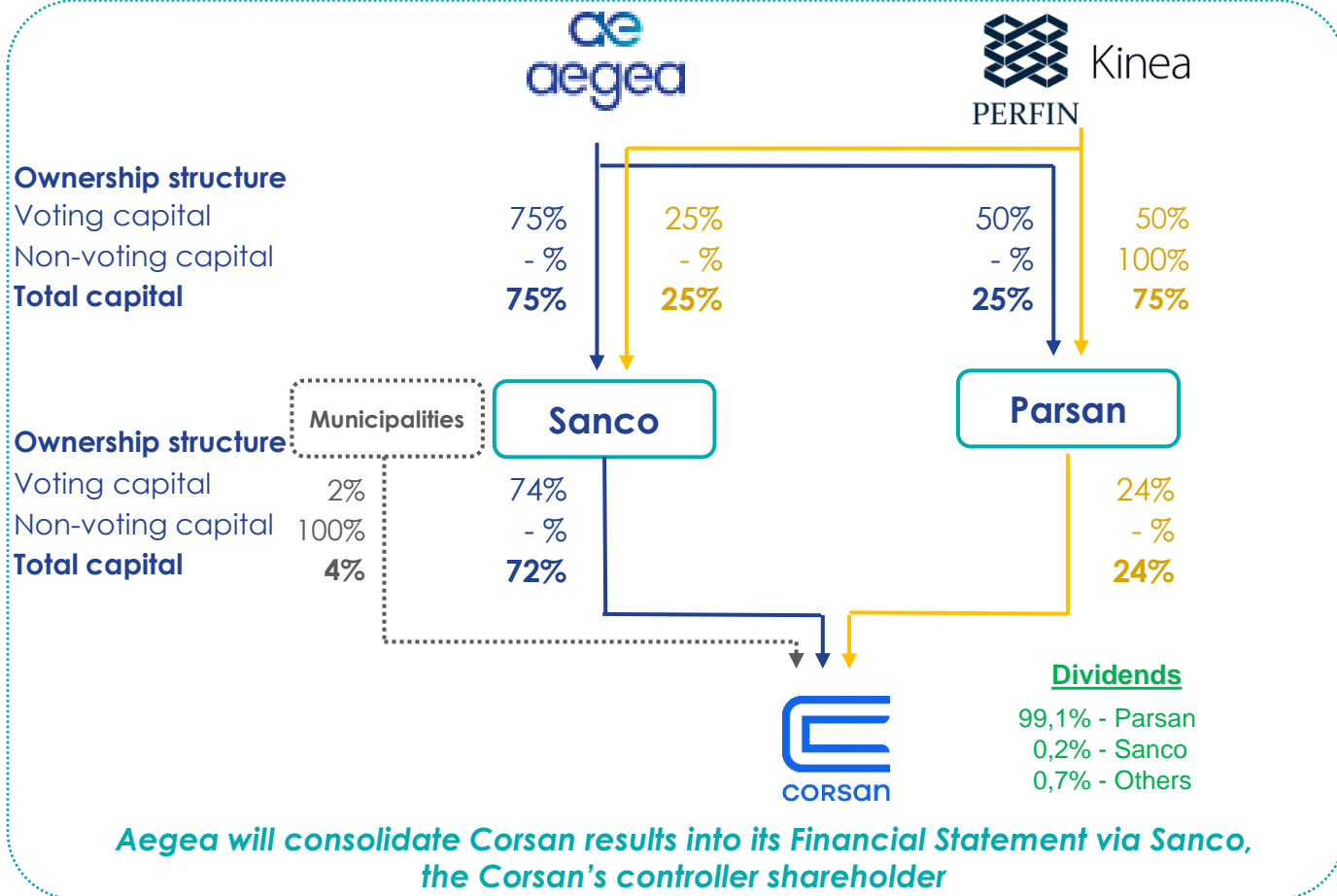
2 - Source: : <http://www.concessaosaneamento.rj.gov.br/documentos.php>

Winning bid for Corsan's shares acquisition



Aegea's capacity to operate as an investment and capital attraction platform

Ownership structure



Capital structure to finance the acquisition

Equity – R\$ 1.3 billion (30%)

Aegea: R\$ 300 million (25%)

Perfin + Kinea: R\$ 1 billion (75%)

Debt: R\$ 3.0 billion (70%)

Local Capital Market

Maturity: 30 months

Issuer: Parsan

The debentures will be issued by Parsan and will not be consolidated into Aegea Financial Statements

Corsan's highlights

+6 million people served

R\$ 3.1 billion 2021's Net Revenue







R\$ 821 million 2021's Adjusted EBITDA

0.57x 2021's Net Leverage (Net Debt/EBITDA)

Diversified Asset Portfolio



Aegea's portfolio combines assets of different sizes and maturity stages

	 GUARAROBA	 PROLAGOS	 TERESINA	 MANAUS	 RIO	 CORSAN	Others
Gross Revenue	818 million	518 million	381 million	735 million	5.9 billion ¹	4.3 billion ²	1.3 billion
Population	916 thousand	437 thousand	871 thousand	2.3 million	10 million	6 million	From 3 thousand to 2.7 million
Operational startup	nov/05	jun/06	jun/17	jun/18	nov/21	mar/23 ³	N/A
Tenor	2060	2041	2047	2045	2056	until 2062 ⁴	Until 2057 ⁵
Sewage Coverage (%)	83%	80%	42%	26%	49%	19%	53%
EBITDA Margin (%)	74%	73%	59%	50%	29%	26% ²	50%

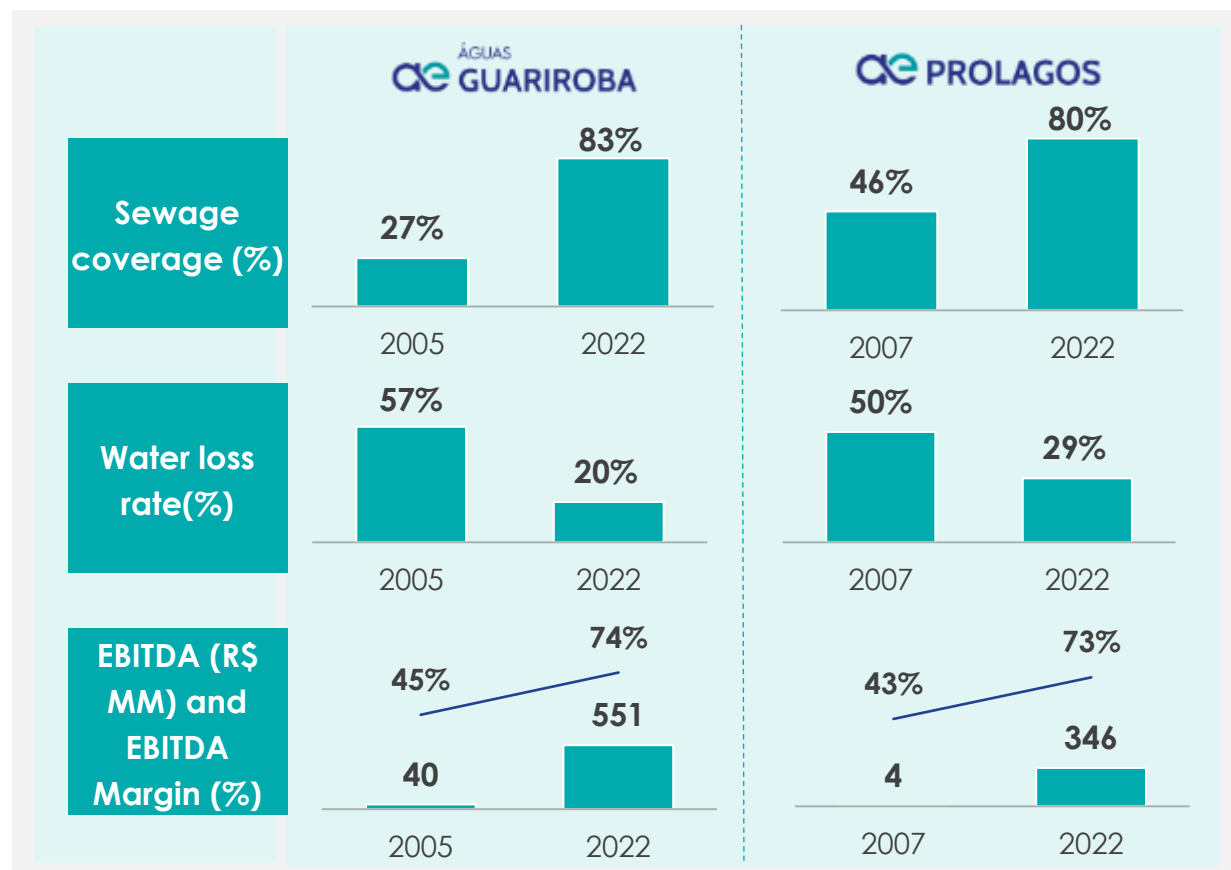
Long-term agreements

High value creation potential

1 - Aegea co-control Águas do Rio together with its investors and its results are not consolidated into Aegea's Financial Statements, but rather recognized under equity income method / 2 - 3Q22 LTM

3 - Estimated stock purchase agreement closing date according to the invitation do bid / 4 - From 2023 to 2062 for Corsan's contracts tenure, of whom 50% matures on 2062 / 5 - There is only one contract maturing before 2030 and it represents 0.15% of Aegea's net revenue

Successfully executed turnaround in mature assets, proving Aegea's technical capacity & operational efficiency




Key Pillars of Transformation


- Expansion of water and sewage coverage networks
- Water loss rate reduction
- Capturing synergies, reducing costs and expensesCommercial management
- Processes improvement
- Innovation and Technology
- Strengthening the social license
- Improvement of the Capital Structure with long-term funding sources

Turnaround in Progress


Aegea has replicated the turnaround pillars in Teresina and Manaus




Regularization of water supply




Expansion of sewage network



Reduction in water losses



Strengthening of social license

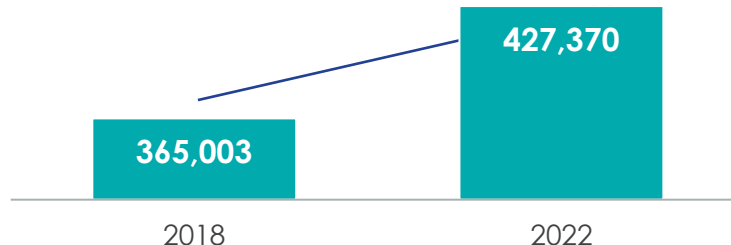


Renegotiation of past-due bills

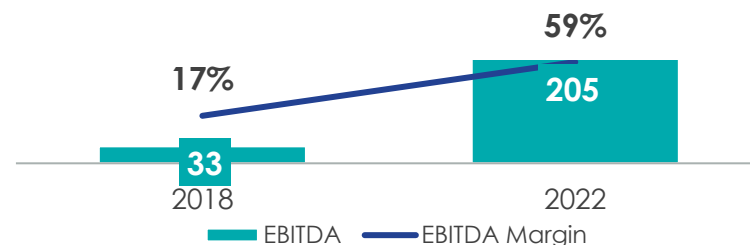


ÁGUAS DE
TERESINA

Active Households



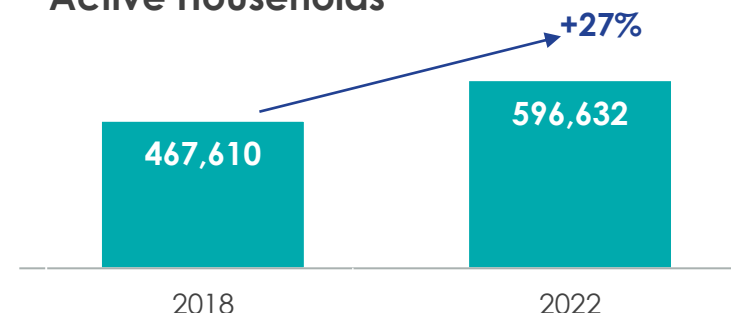
EBITDA (R\$ MM) and EBITDA Margin (%)



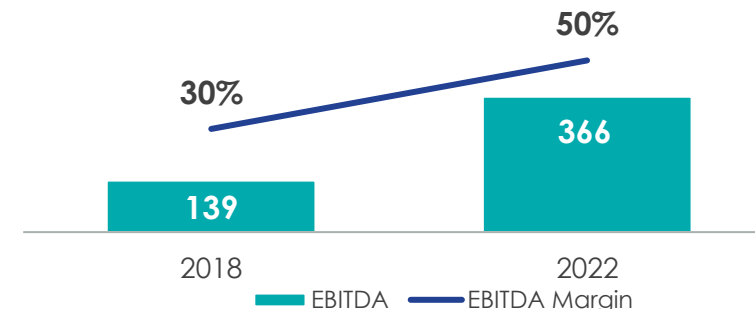
PROGRAMA
#vemcomagente

ÁGUAS DE
MANAUS

Active Households



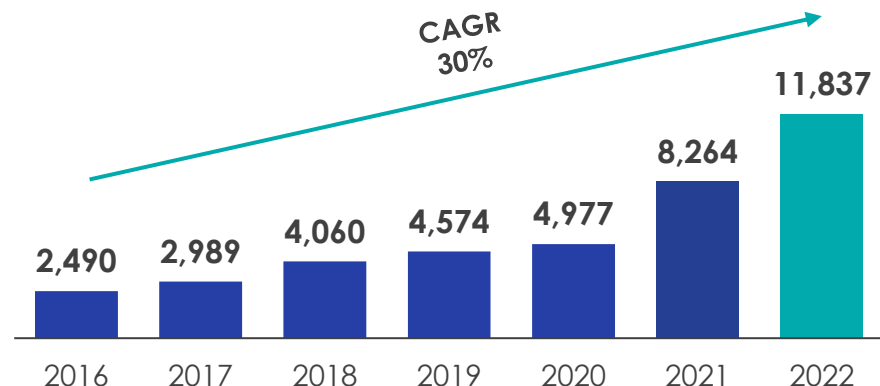
EBITDA (R\$ MM) and EBITDA Margin (%)



Talents training and management

Ensuring the replicability of the Operating Model

Headcount evolution (ex. Corsan)



Talent Management and Succession



- Mapping internal talents
- Development through Academia Aegea
- Career plan

Training and development



- **418,176** hours of training in 2022, 29 hours per employee
- DL Platform with mobile access
- **Degree Course in Sanitation**, recognized by the Ministry of Education (MEC)
- **Post-Degree in Sanitation**, by FGV

Diversity



- 2030 targets: leadership roles (CEO to managers) 45% filled by women and 27% by black people
- Hiring 68% of women and 43% of black people in the trainee program



Sanitation Accessibility Guarantee

Including the population with vulnerability, providing more quality of life and dignity

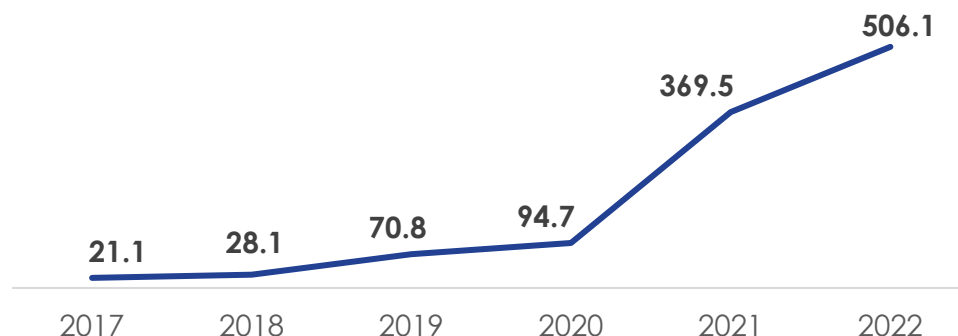


- Inclusion of vulnerable people in basic sanitation
- Unique solution with “aerial pipes” for the palafitas communities
- More than 500 thousand people benefited with quality water

ÁGUAS DE
MANAUS



Number of Families benefited by Aegea's and Águas do Rio's Social Tariff (thousand)



The expansion of the Program contributes positively to delinquency rate and commercial losses reduction, as well as guaranteeing access to sanitation services

Networks before Aegea



Networks after Aegea



ESG – Environmental & Health Impact

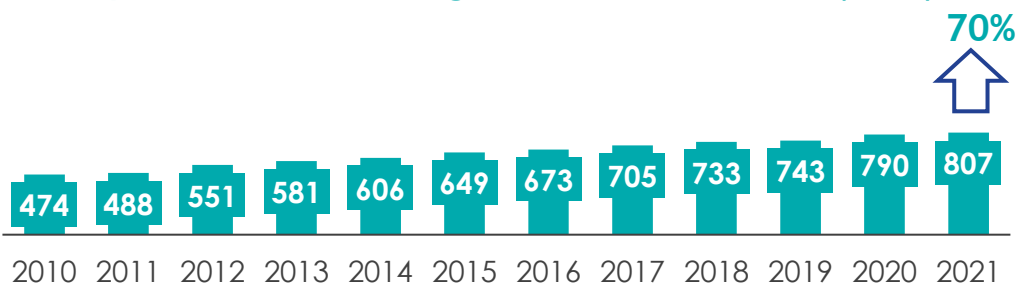
The expansion of water and sewage coverage translates into benefits for health and environment

Sanitation, Health and Environment

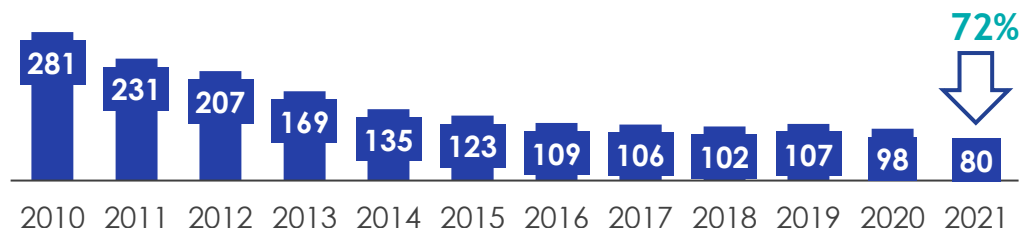
- Sustainable use of natural resources, water losses and energy consumption reduction and 97% renewable energy matrix
- Pollution prevention and environmental recovery through Aegea's direct and indirect activities
- With the expansion of operations, Aegea brought health and environmental benefits to the population of Campo Grande-MS and Região dos Lagos-RJ



Population with sewage collection service ('000)



Hospital admissions due to lack of sanitation diseases



Before



After

Evolution of indicators related to hospital admissions due to the lack of sanitation diseases (2010-2021)



80%

Hospital admissions



60%

Public expenditures

Aegea adopts the highest standards of Corporate Governance and Compliance

Governance Initiatives

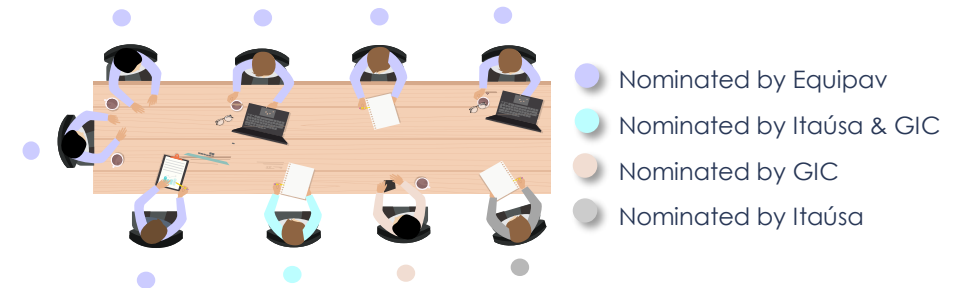
- Compliance program based on **5 Pillars**: Preventive, Cultural, Reputational, Investigative and Strategic
- Entire **Integrity Department** reporting directly to the Board of Directors
- **19 Integrity Policies and a Code of Conducts** that also applies to Business Partners
- Independent **Ethics Channel** available 24x7, guaranteeing anonymity
- **Registered at CVM**, category B and commitment to transparency

ISO 37001 Certificate – Anti-Bribery Management Systems



Board of Directors and Advisory Committee

The majority of the BoD's members are deemed independent according to IBGC criteria



3 Advisory Committees with Independent Members

- ✓ Audit, Risks and Integrity
- ✓ People Management
- ✓ Finance

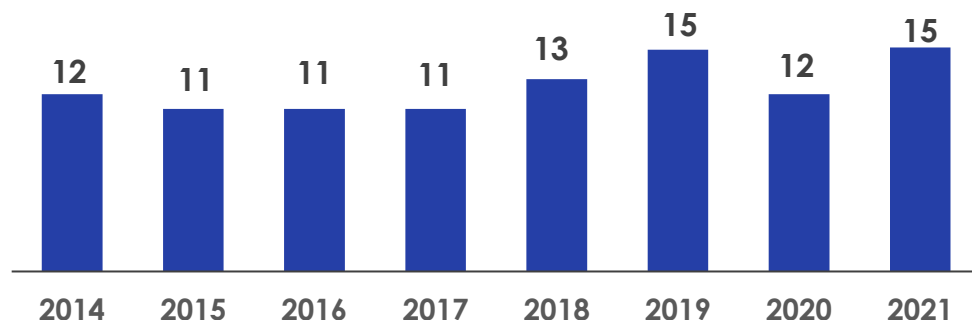


SECTION 2

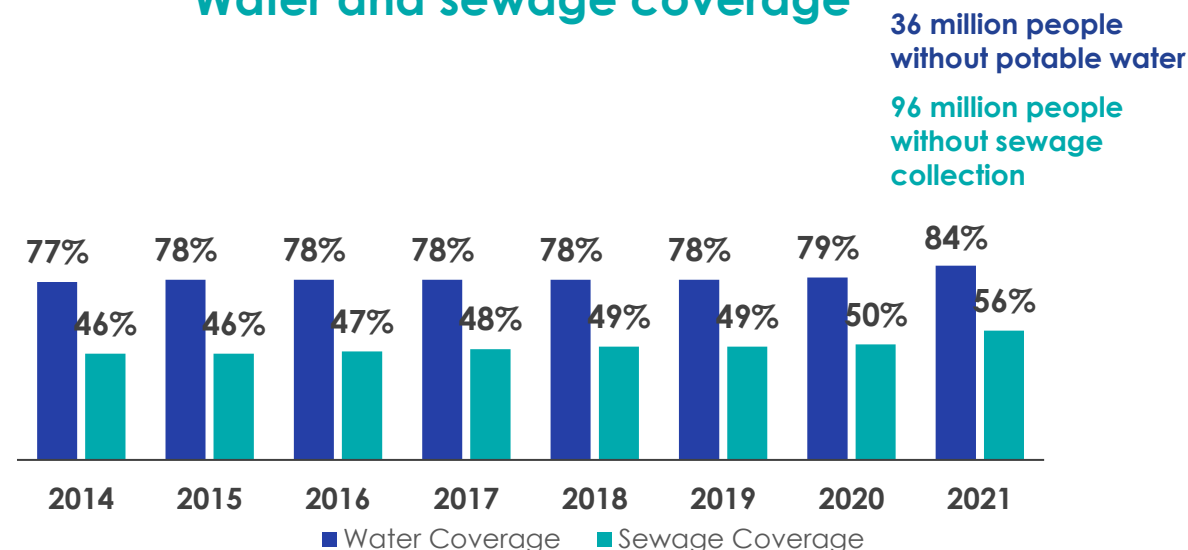
Sector & Performance

Investment levels in the sanitation sector in Brazil are still much lower than the need for universalization

Sector investments amount¹ (R\$ billion)



Water and sewage coverage¹



Investment necessary to reach the 2033 government universalization targets are estimated in **R\$ 890 billion**

1- Source: SNIS <https://www.gov.br/mdr/pt-br/assuntos/saneamento/snis/painel/es>

2- Source: Abcon and KPM Study: <https://abconsindcon.com.br/analises-conjunturais/atualizacao-dos-valores-de-investimentos-para-a-universalizacao-dos-servicos-de-saneamento>

Resilient Business Model and well-established Regulatory Framework guarantee stability and support growth

Private Sector Business Model



Contractual Targets

- Universalization of sanitation
- Water loss rate reduction
- Quality Scores



Regulatory Agencies

- State, Regional or Municipal
- Inspect the fulfillment of contractual target



Stable Tarif

- **Annual inflation adjustments**
- Long-term agreements
- **Predictable returns**
- Possibility economic-financial rebalancing

Sanitation New Regulatory Framework



Contractual Targets

- 99% water coverage
- 90% of sewage collection and treatment by 2033



National Water Agency roles

- Federal Regulator
- Reference Regulation and quality norms and standard
- Mediation and arbitration



Regional clusters

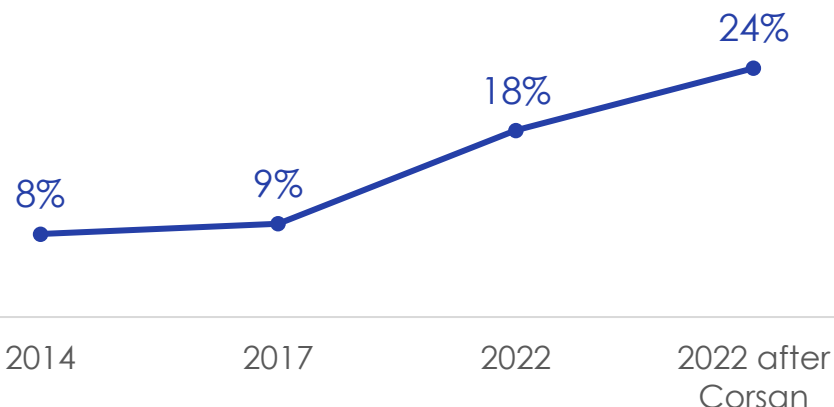
- Contracts can be designated as a consortium among **micro-regions**
- **Gain of scale**
- Technical and financial feasibility
- **Public companies privatization**

Attractive Sector Fundamentals (Cont'd)

Extensive pipeline of Sanitation projects considering investment needs to reach universalization goals

Sector market share

Population served by the private sector grew from 14.5 to 42.5 million in the last 8 years



% Aegea's Market Share	2014	2017	2022	2022 after Corsan
	14%	23%	48%	56%

Recent auctions

Aegea winning the majority of bids in the sector since 2019

Year	Project	Population (million)
✓ 2019	CORSAN/RS - PPP	1,6
2020	Alagoas Block A	1,4
✓ 2020	SANESUL/MS - PPP	1,7
✓ 2020	CARIACICA/ES - PPP	0,4
✓ 2021	CEDAE Block 1/RJ	2,8
2021	CEDAE Block 2/RJ	1,2
✓ 2021	CEDAE Block 4/RJ	7,0
2021	Amapá	0,7
2021	Alagoas Block B	0,6
2021	Alagoas Block C	0,4
2021	CEDAE Bloco 3/RJ	3,0
✓ 2022	Crato/CE	0,1
✓ 2022	Cagece Block 1/CE – PPP	1,3
✓ 2022	Cagece Block 2/CE - PPP	3,3
✓ 2022	Cariri/CE – Waste management	0,3
✓ 2022	CORSAN/RS - Privatization	6,0
Total		32 MM

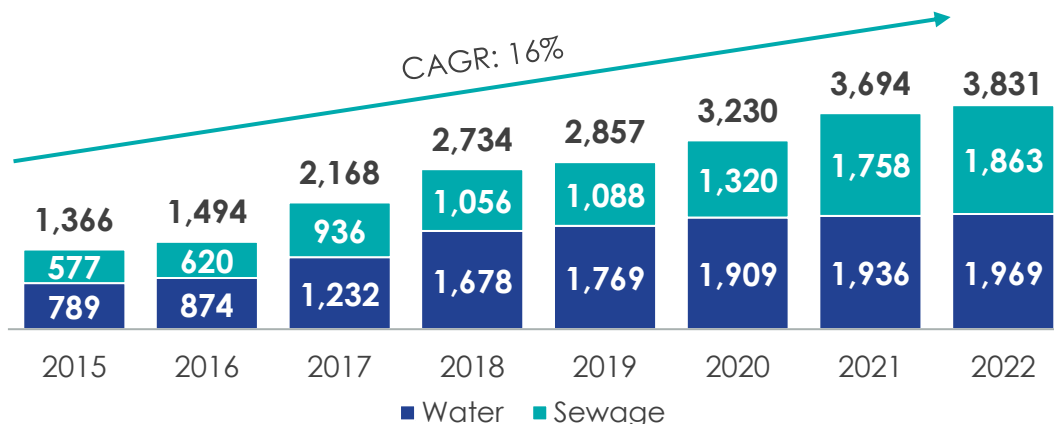
✓ Aegea's winning bids

Operacional Performance (ex. Águas do Rio and Corsan)

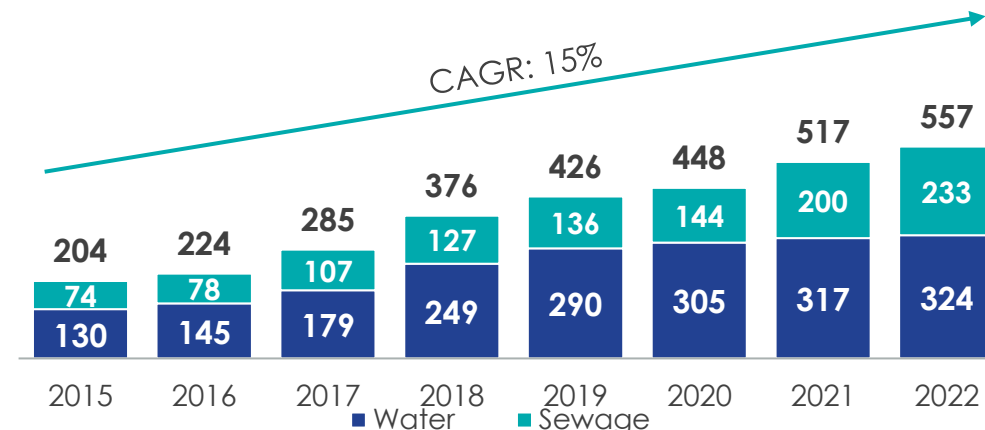


Strong performance driven by increased efficiency in existing Concessions & consolidation of new Concessions

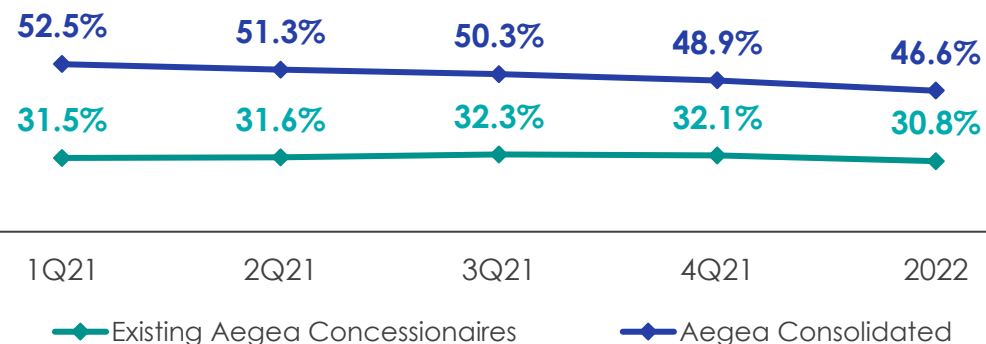
Active Households ('000)



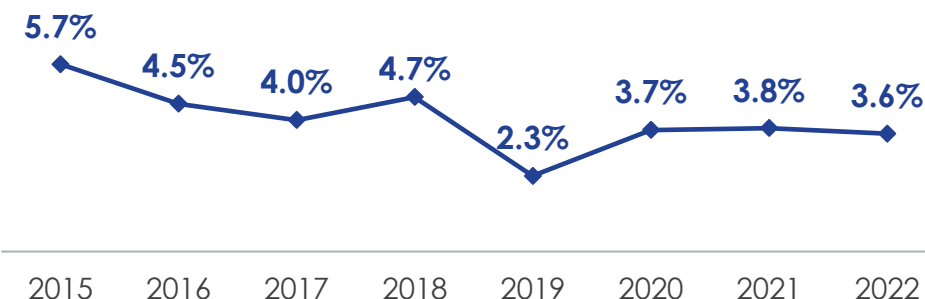
Billed Volume (MM m³)



Losses on Water Distribution (%)



Delinquency Rate LTM¹ (%)

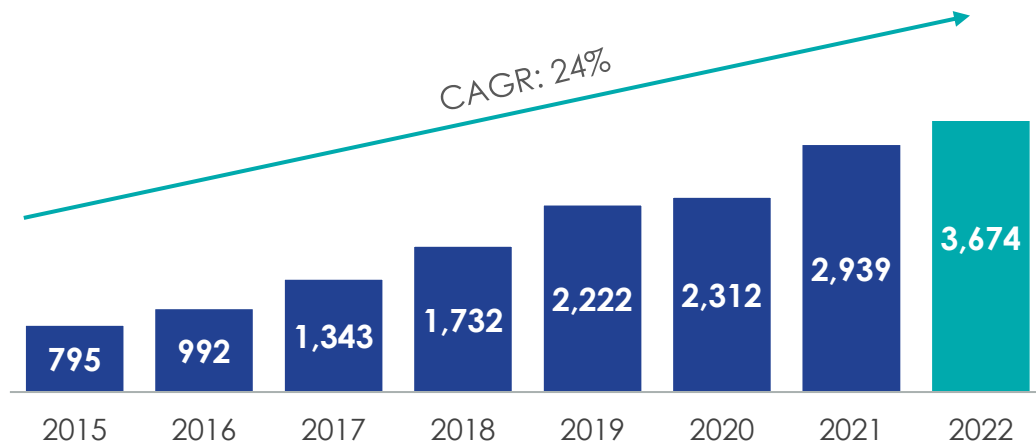


Notes: (1) Starting 2018, there was a change in calculation methodology (PDA costs and expenses / (Gross revenue excluding cancellations))

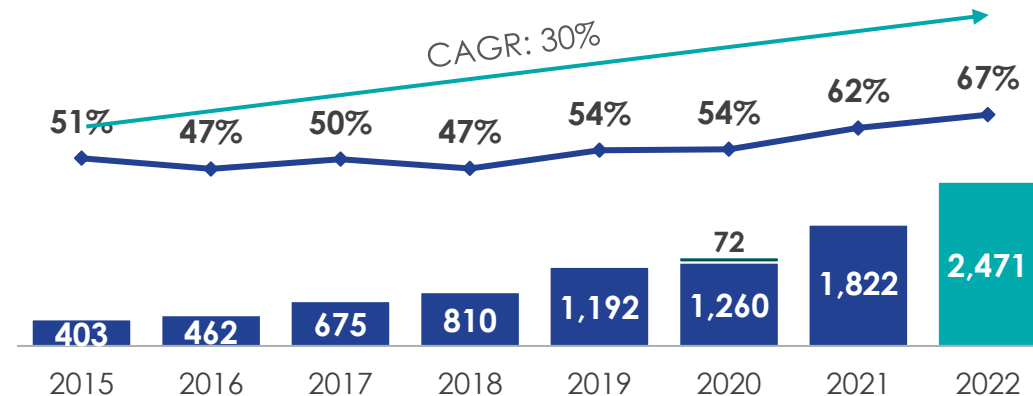
Financial Performance (ex. Águas do Rio and Corsan)

EBITDA growth with financial discipline

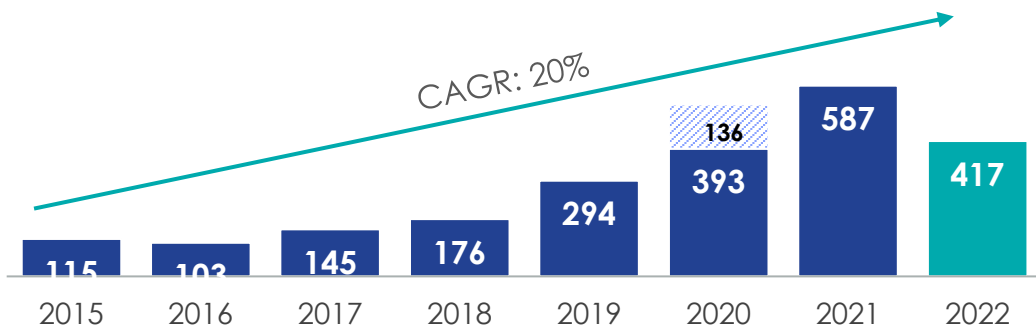
Net Operating Revenue¹ (R\$ MM)



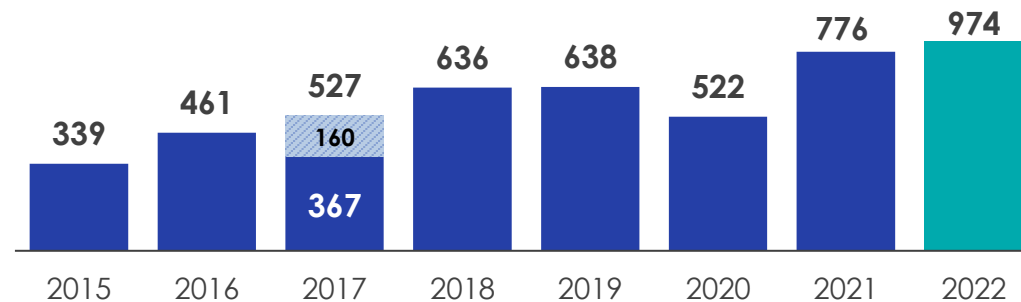
EBITDA² e Margin (R\$ MM)



Net Income (R\$ MM)



CAPEX (R\$ MM)



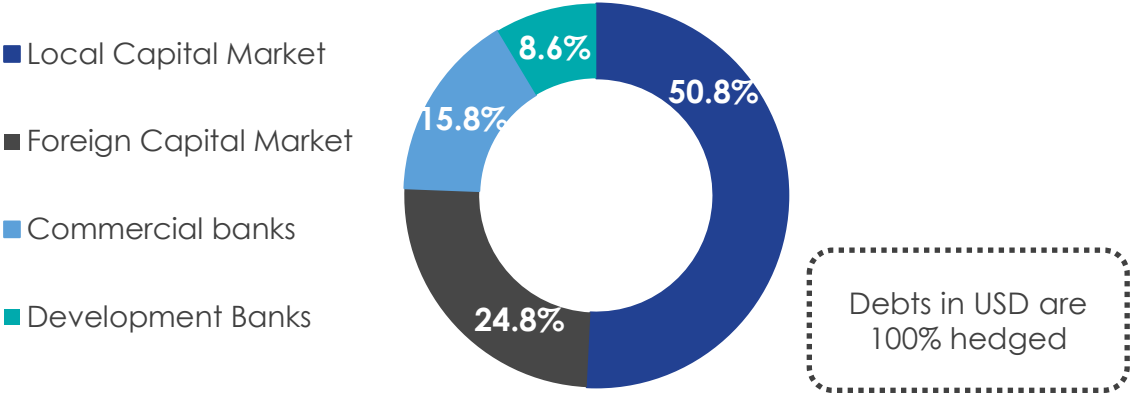
Notes: Does not include construction revenues with a margin close to zero (ICPC 01) and includes construction revenues from PPPs Serra Ambiental, Vila Velha Ambiental, Cariacica and Ambiental Metrosul.
 2- Does not include construction revenues (ICPC 01) and construction costs (OCPC 05) with a margin close to zero and includes revenues and construction costs of the PPPs of the concessionaries Serra Ambiental, Vila Velha Ambiental, Ambiental Metrosul and Ambiental Cariacica

Key Credit Highlights (ex. Águas do Rio and Corsan)

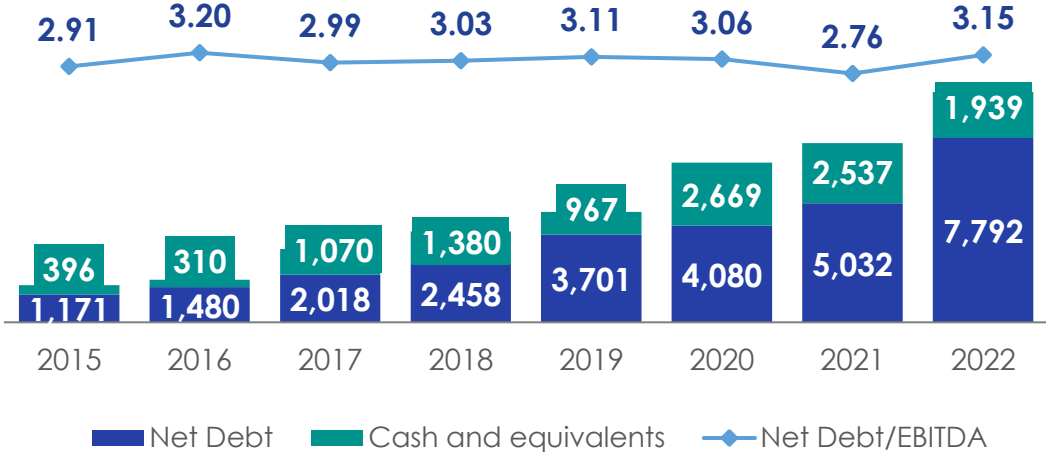


Access to long-term funding sources, with financial discipline in maintaining net leverage below 3,5x

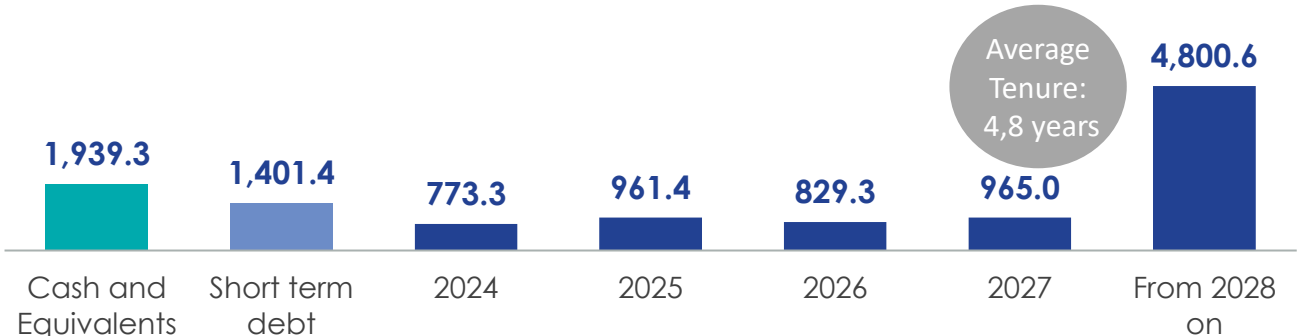
Gross Debt Breakdown



Net Debt¹, Cash and Leverage (R\$ MM)



Cash and Debt Maturity Schedule (R\$ MM)



	S&P Global Ratings	Fitch Ratings	MOODY's
National Scale	AA+	AA	AA-
Global Scale	-	BB	Ba1

Notes:
1. Includes financial derivatives and the effects of marking-to-market debt swapped into Reais; 2- Excludes financial derivatives and the effects of marking-to-market debt swapped into Reais



Investor Relations

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Value levers and actions being implemented by Aegea have already presented positive results for Águas do Rio

Key Value Levers

(I) Institutional: ESG Principles, Communication Plan & Social License

- **Key Environmental projects** include depollution of Baía de Guanabara and Bacia do Gandu
- **Generation of employment and income** through the hiring of local workforce and service providers
- **Recruiting & training people from “favelas”** with specialized support & focus on racial diversity

(II) Revenues: Customized Relationship & Action Plan for Clients

- **Specialized actions for “A” & “B” Clients**, which represent 75% of Revenues, including specialized support channels, dedicated relationship team and replacement of hydrometers
- **Focus on growth for “C” Clients** through the “Vem com a Gente” program, improving service quality & regularity, reducing frauds and registering for Social Tariff
- General focus on **increase of active households & reduction of delinquency rates**

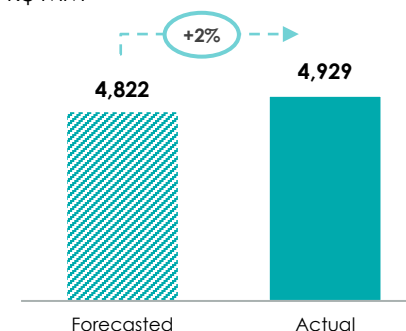
(III) Capital Allocation: Discipline & Synergies for Investments

- **Accelerating projects focused on reducing losses**, considering the cost to purchase water in Rio de Janeiro, looking for higher profitability on investments
- Projects include immediate **macro-measurement, monitoring of pressure points & sectorization**
- Most part of the projected investment are related to items that will **lead to improvements in the sanitation systems and guarantee additional revenues to Aegea**

Águas do Rio Forecasted by Aegea vs. Actual Performance

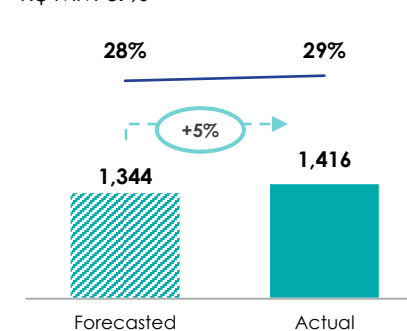
Net Revenues 2022

R\$ MM



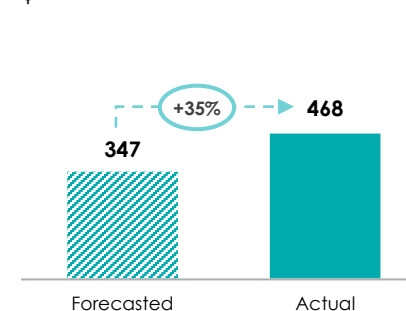
EBITDA & EBITDA Margin 2022

R\$ MM & %



Net Income 2022

R\$ MM



Total Active Households 2022

R\$ thousand

