

3Q19 CONFERENCE CALL



Economic-Financial and Investor Relations Office

November 18, 2019



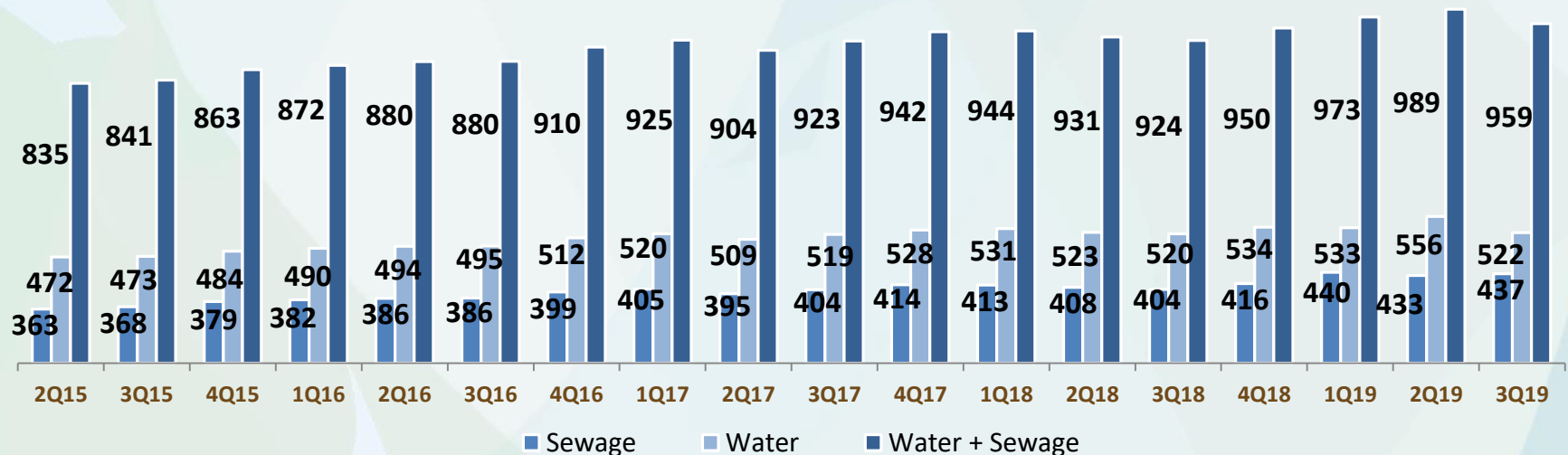
This presentation may contain forward-looking statements referring to SABESP's business outlook, operating and financial estimates and growth prospects. These are only projections and, as such, they are exclusively based on the expectation of SABESP's management team in relation to the future of the business and its continuous access to capital to finance the Company's business plan. These forward-looking statements largely depend on changes in market conditions, governmental rulings, industry performance and the Brazilian economy, amongst other factors, in addition to the risks disclosed in the documents filed by SABESP, thus they are subject to changes without prior notice.

BILLED VOLUME (million m³)

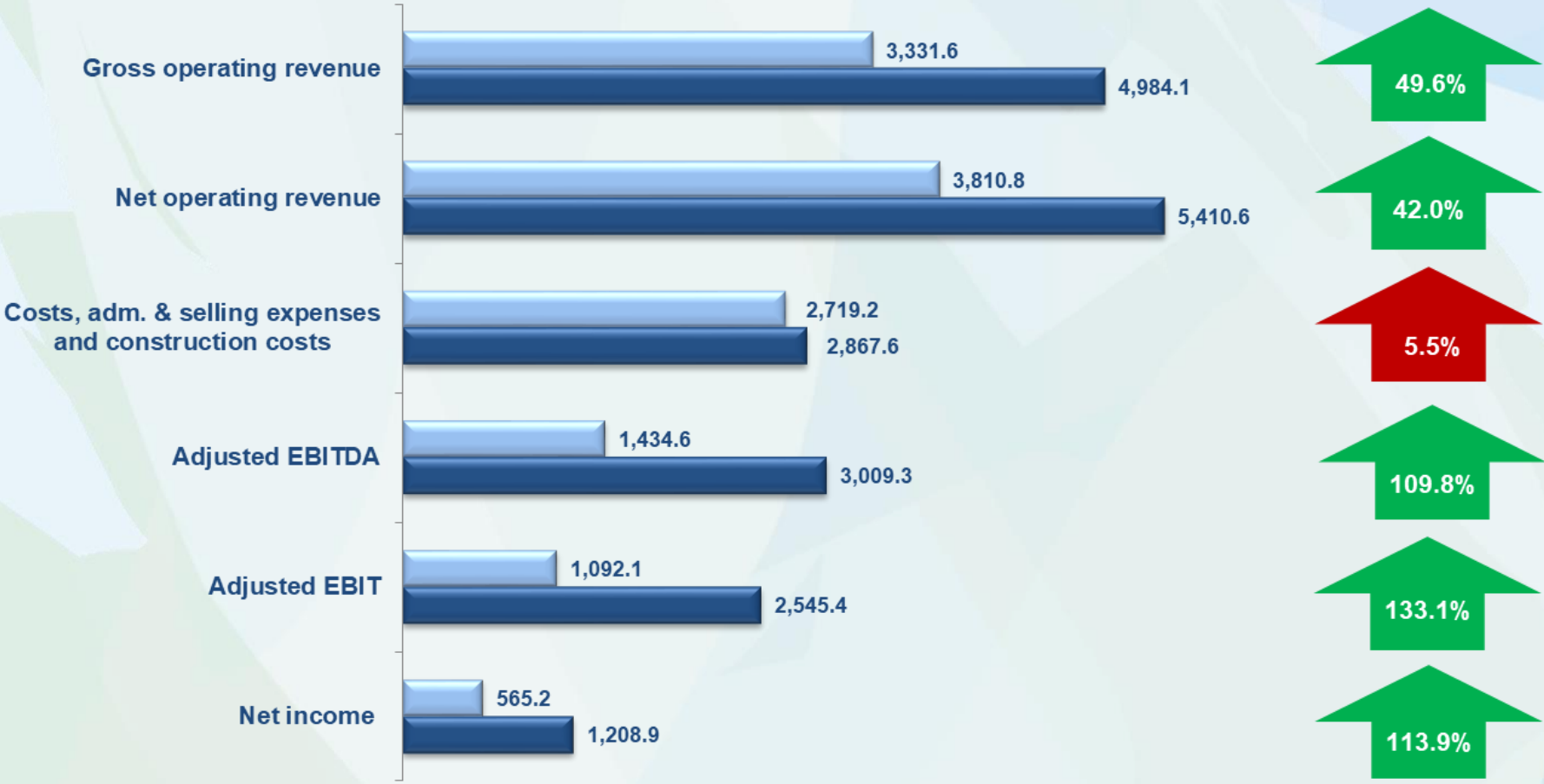
Total water and sewage billed volume, including wholesale



Historical Billed Volume



FINANCIAL HIGHLIGHTS (R\$ million)



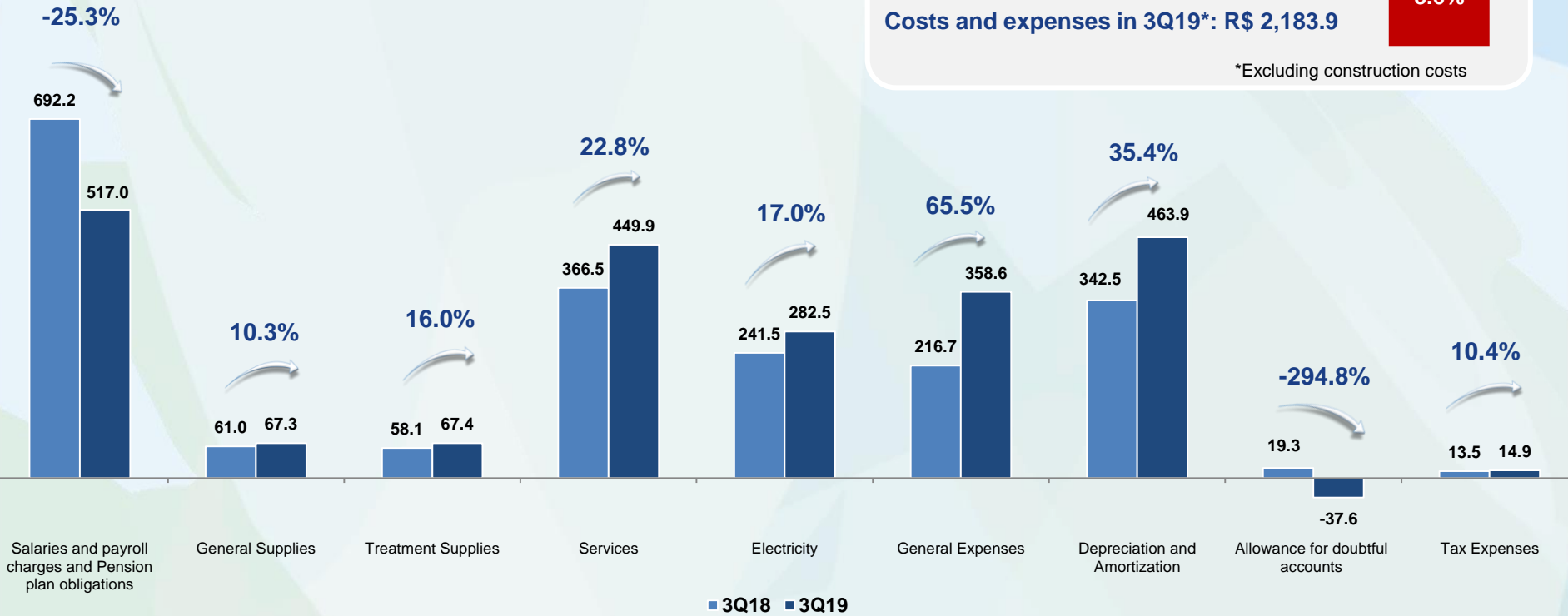
■ 3Q18 ■ 3Q19

- ◆ Start of operations in the municipality of Santo André
 - ◆ R\$ 1,275.5 million increase in operating revenues and R\$ 41.7 million reduction in expenses
- ◆ Operations in the municipality of Guarulhos
 - ◆ R\$ 115.6 million increase in operating revenues, R\$ 37.4 million increase in costs and expenses, and R\$ 78.2 million increase in net income
- ◆ TAC - Retirees
 - ◆ R\$ 173.3 million reversal in Salaries and payroll charges and Pension plan obligations
- ◆ São Lourenço Production System
 - ◆ R\$ 34.4 million increase in costs and expenses resulting from the startup of operations
- ◆ Signing of Program Contract with the municipality of Guarujá
 - ◆ R\$ 46.4 million in non-recurring expenses
- ◆ Signing of a new Health Plan with Fundação CESP – FUNCESP
 - ◆ R\$ 39.1 million in savings with healthcare expenses

COSTS AND EXPENSES (R\$ million)

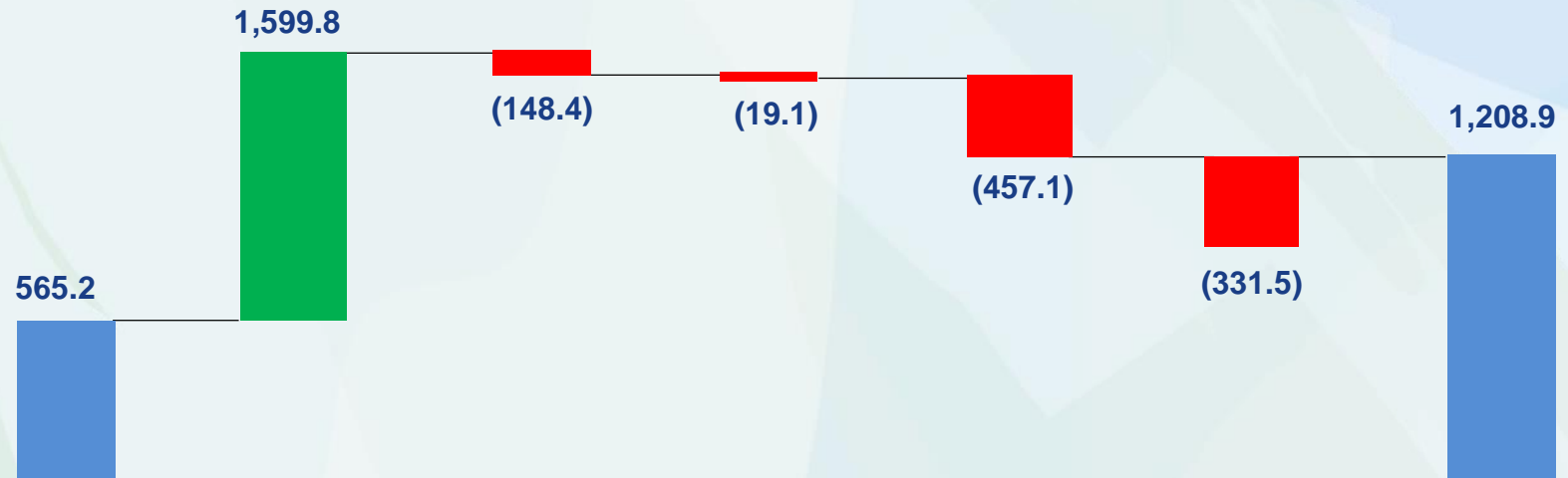


Costs and expenses in 3Q18*: R\$ 2,011.3
 Costs and expenses in 3Q19*: R\$ 2,183.9
 *Excluding construction costs



% Net Revenue in 3Q18									
18.2%	1.6%	1.5%	9.6%	6.3%	5.7%	9.0%	0.5%	0.4%	
% Net Revenue in 3Q19									
9.6%	1.2%	1.2%	8.3%	5.2%	6.6%	8.6%	-0.7%	0.3%	

FINANCIAL PERFORMANCE (R\$ million)



3Q18
Net Income

N.O.R.

Costs &
Expenses

Other Revenue
& Expenses (*)

Net Financial
Result

Income Tax &
Social Contribution

3Q19
Net Income

	3Q19	3Q18	Variation
Net Income 3Q18			565.2
Net Operating Revenue	5,410.6	3,818.8	1,599.8
Costs & Expenses	(2,867.6)	(2,719.2)	(148.4)
Other Revenue & Expenses (*)	15.6	34.7	(19.1)
Net Financial Result	(719.9)	(262.8)	(457.1)
Income Tax & Social Contribution	(629.8)	(298.3)	(331.5)
Net Income 3Q19			1,208.9

(*) Includes equity results

Total Gross Revenue per m³ Billed - R\$/m³

Figures at 3Q19 average prices, updated by IPCA



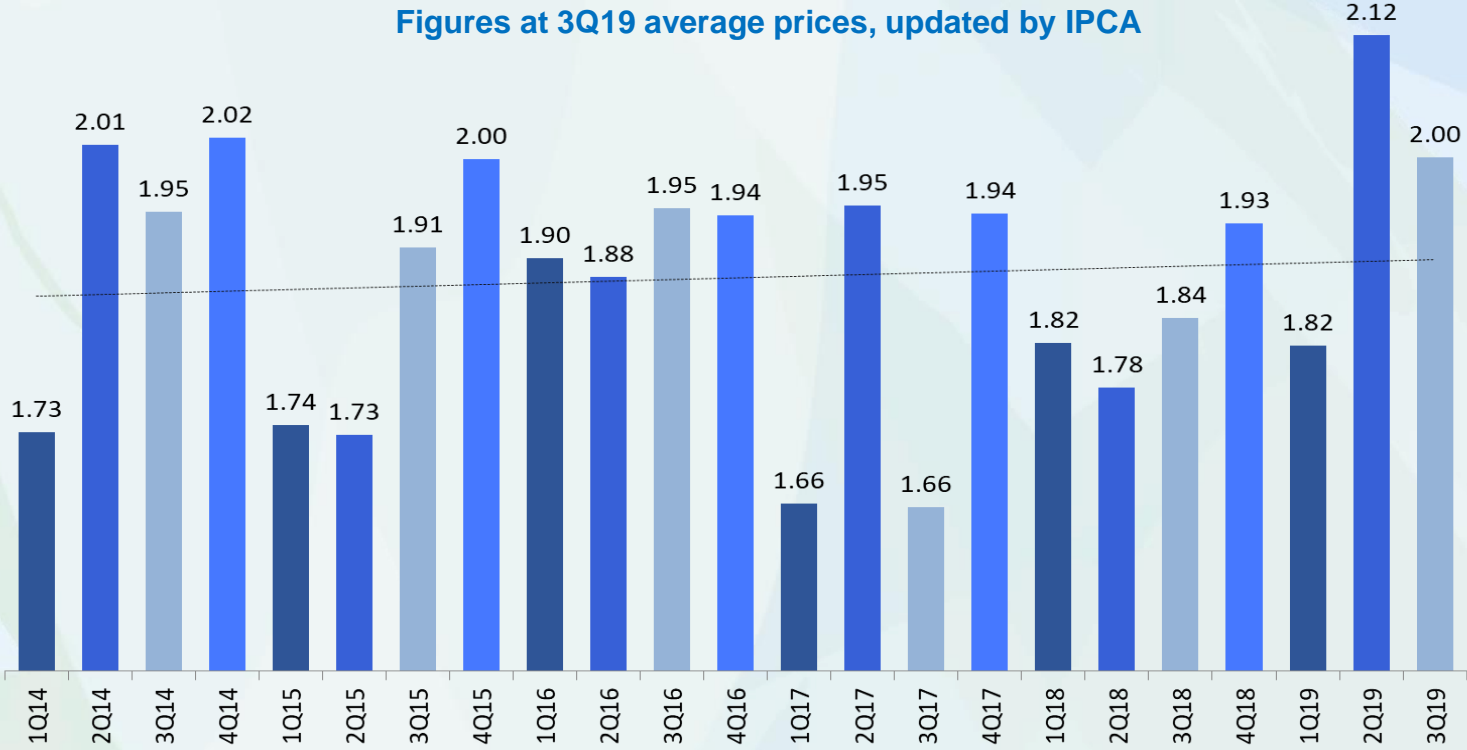
The following were not considered:

Construction revenue

R\$928 million referring to the agreement with Guarulhos in 4Q18

R\$1,254 million referring to agreement with Santo André in 3Q19

Operating Expense per m³ Billed - R\$/m³ Figures at 3Q19 average prices, updated by IPCA



Expenses considered:

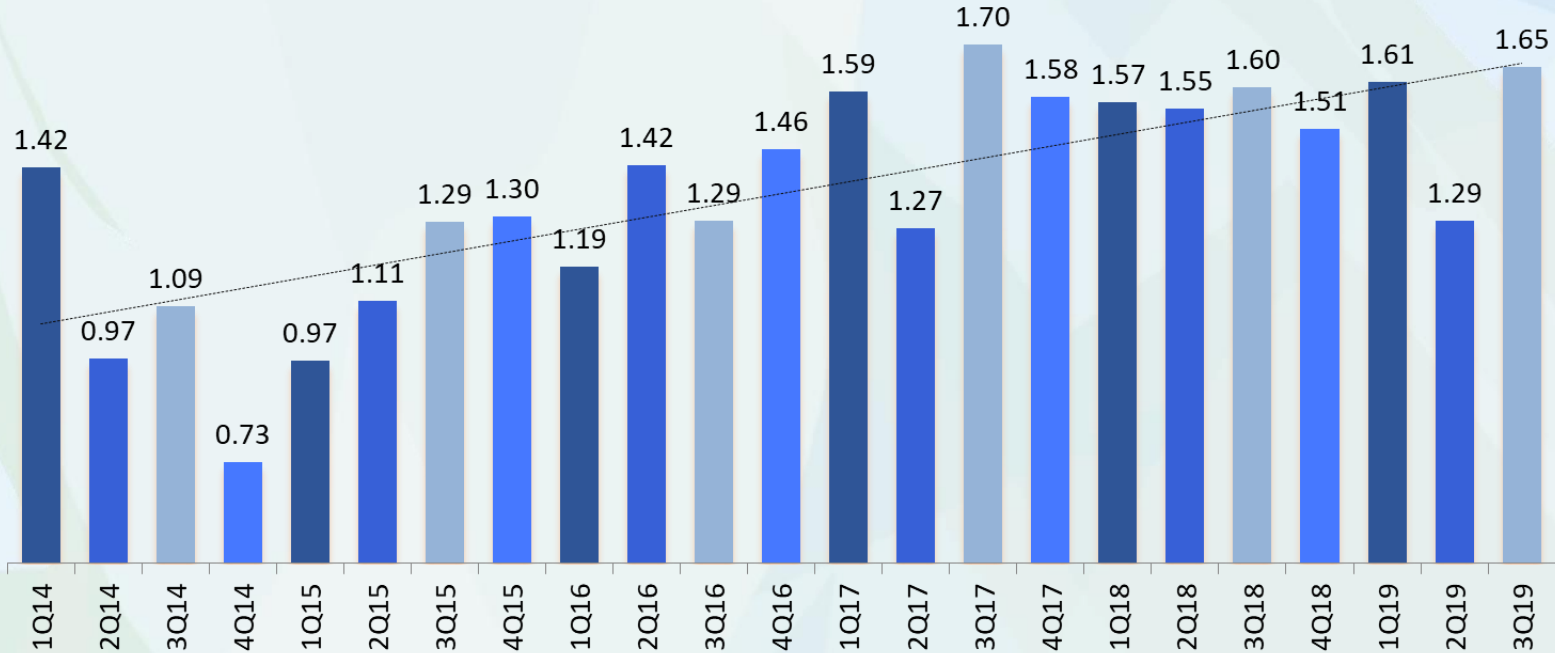
- Personnel;
- General materials;
- Third-party services;
- Electric energy;
- General expenses;
- Tax expenses.

Reversals excluded:

- R\$696 million referring to agreement with the State Government in 1Q15
- R\$307 million referring to the migration of the additional pension plan in 3Q16
- R\$173 million referring to the end of the TAC Retirees in 3Q19

EBITDA per m³ Billed - R\$/m³

Figures at 3Q19 average prices, updated by IPCA



The following were not considered:

Revenue:

R\$928 million referring to the agreement with Guarulhos in 4Q18

R\$1,254 million referring to agreement with Santo André in 3Q19

Reversal of expenses:

R\$696 million referring to agreement with the State Government in 1Q15

R\$307 million referring to the migration of the additional pension plan in 3Q16

R\$173 million referring to the end of the TAC Retirees in 3Q19



sabesp

www.sabesp.com.br

IR Contacts

Mario Azevedo de Arruda Sampaio
Head of Capital Markets and Investor Relations
maasampaio@sabesp.com.br
+55 (11) 3388-8664

Angela Beatriz Airoldi
Investor Relations Manager
abairoldi@sabesp.com.br
+55 (11) 3388-8793