

CONFERENCE

4Q23





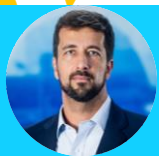
DISCLAIMER

This presentation may contain forward-looking statements referring to Sabesp's business outlook, operating and financial results estimates, and growth prospects. These are only forecasts, and as such, they are exclusively based on Sabesp's management expectation regarding the future of the business and its continuous access to capital to finance the Company's business plan and does not constitute any investment recommendation or guarantee of performance. These forward-looking statements largely depend on changes in market conditions, governmental rules, industry performance and the Brazilian economy, among other factors, in addition to risks presented in disclosed documents filed by Sabesp. Therefore, they are subject to changes without prior notice.

STRATEGY



NEW MANAGEMENT



Achievements 2023

- | | | | | | | |
|----------------------------|-------------------------------------|---------------------------|---|--|----------------------|------------------------------|
| ✓ Corporate Reorganization | ✓ Commercial Programs | ✓ Internal Transformation | ✓ Capex Capacity expansion | ✓ 22 BU's para 18 OU's | ✓ PIX Collection | ✓ Approach with Regulator |
| ✓ ESG + Digital Transf. | ✓ Colection rules | ✓ Occupational Safety | ✓ Integra Tietê | ✓ Increased response and mobilization capacity | ✓ R\$1.5 bi Financed | ✓ ETR |
| ✓ New Visual Identity | ✓ 2 "Feirões" with 720 k agreements | ✓ Contingency management | ✓ +16 Photovoltaic Plants (DG) | ✓ Best practices | ✓ Hedging policy | ✓ Olímpia Auction |
| ✓ New Capex Plan | | | ✓ Expansion and modernization of Sewage Systems | | ✓ Technology Roadmap | ✓ Institutional Relationship |

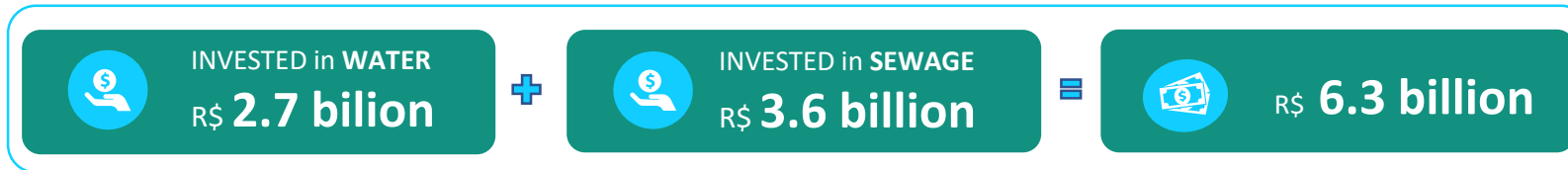
Planning

- | | | | | | | |
|-----------------------|---------------------------|------------------------------|-------------------------------|---------------------------|---------------------------|------------------------|
| ➤ Privatization (D+1) | ➤ + Services Offered | ➤ New organizational culture | ✓ Expansion of Sewage Systems | ➤ Operacional improvement | ➤ ESG Issuance R\$2.9 bi | ➤ New regulatory model |
| ➤ ESG agenda | ➤ Mix improvement | ➤ Target alignment | ➤ + Photovoltaic Plants | ➤ Efficiency of contracts | ➤ New financing portfolio | |
| ➤ Digital Transform. | ➤ AI combating water loss | | ➤ Self-production operation | | ➤ Consolidation of SSC | |
| | ➤ Business Intelligence | | ➤ Integra Tietê | | ➤ S4/Hanna project start | |
| | | | ➤ Circular Economy | | | |



CAPEX

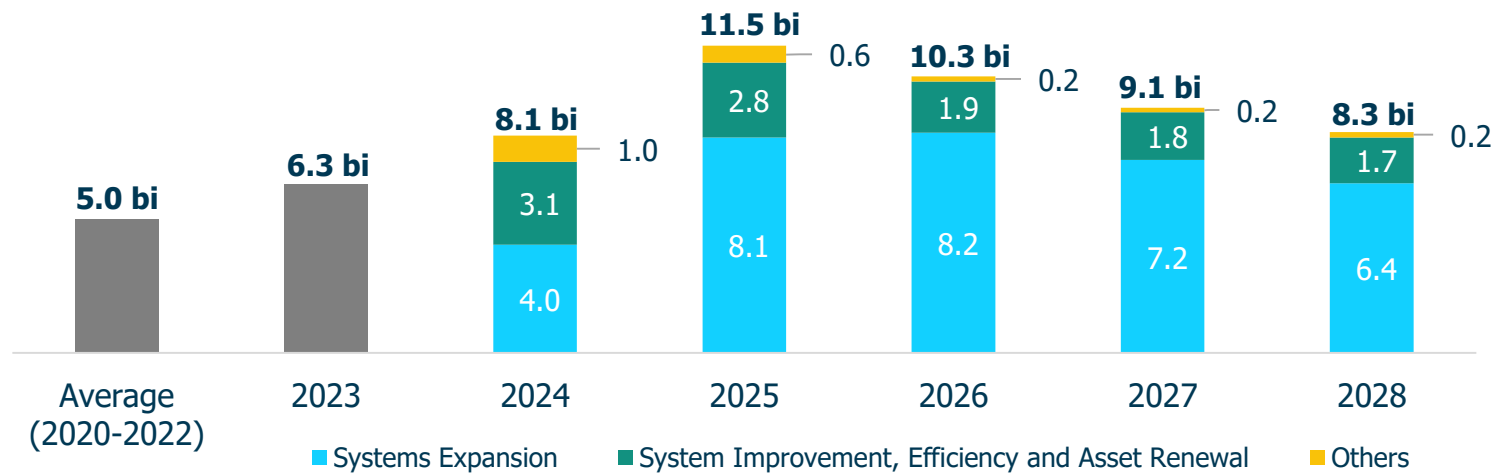
CAPEX 2023*



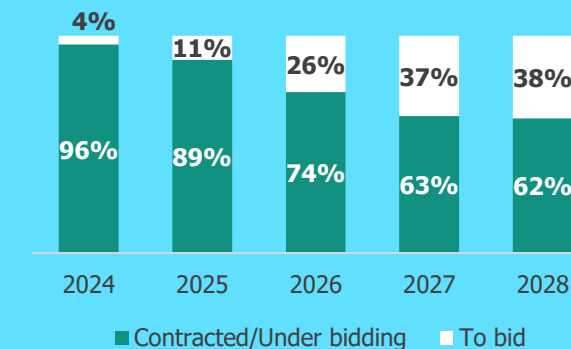
Capex bid from dec/23 to feb/24
R\$ 11.8 billion

CAPEX PLAN 2024-2028

Predicted financial values at current prices
(R\$ billion)



Capex Universalization 2024-2028



PERFORMANCE IMPROVEMENT



↑ Revenue

+Efficiency

↓ Costs and expenses

Extraordinary Tariff Review 2023



Volume recovery



Better mix



Commercial Program sent to Arsesp (total discount/year ~720 million*)



Billing cancellations excluded for the calculation of effective revenue



Personnel

Incentivized Dismissal Program



Delinquency

2 "feirões"
Collection rules



**Services/
Materials**

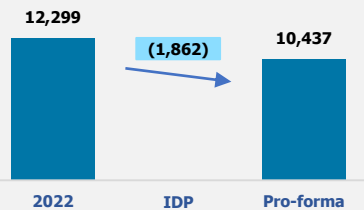
Shared Services Center - SSC
SAP Project
Contract review



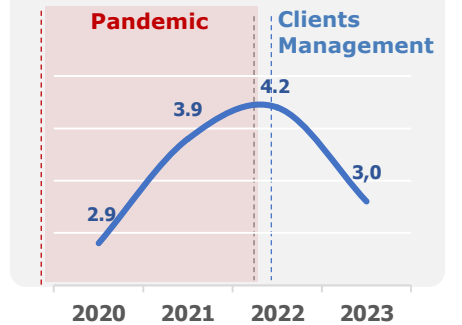
Electricity

Costs reduction
(consumption and price)

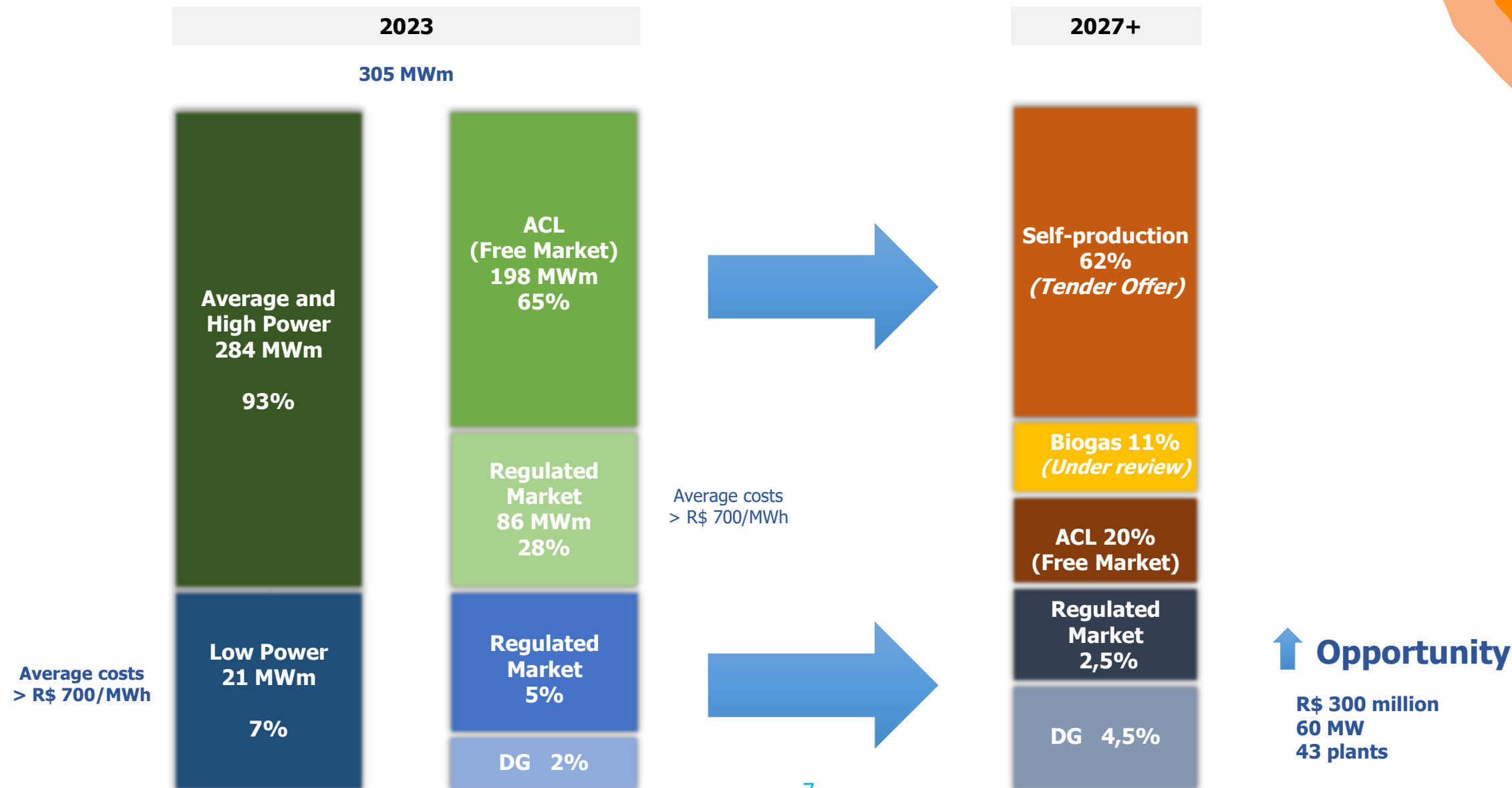
Headcount Decrease



Delinquency



ENERGY MANAGEMENT



PRIVATIZATION SABESP



✓
IFC
Hiring

✓
State Decree
67,880/2023 (URAE)

✓
Notiffication Municipalities

✓
Law 17,853/2023,
Hiring syndicate of banks, legal
advisors, *Due Diligence, valuation,*
engineering consultancy and
financial advisor

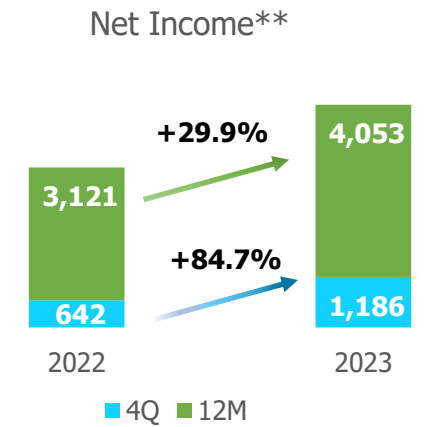
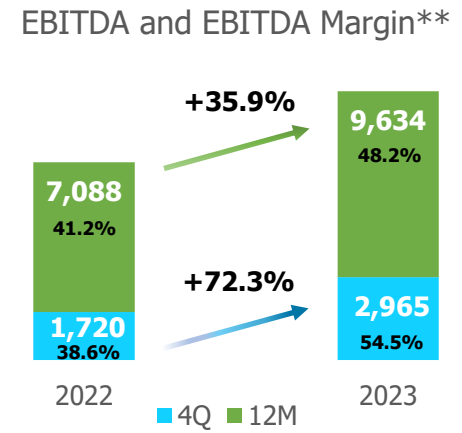
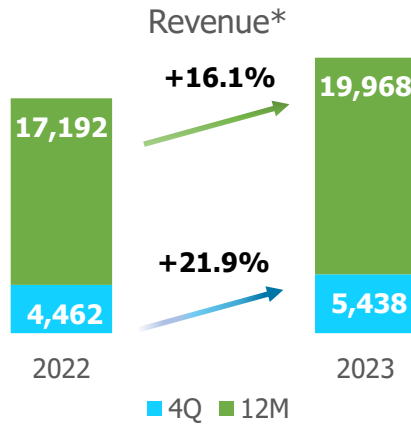
●
**Public
Consultation
Privatization**

● **Next steps**

Regulatory	Corporate
1) End of Public Consultation	1) Creditor's Waiver
2) CDPED deliberation	2) Extraordinary General Meeting (new governance / bylaws)
3) 1ª URAE's meeting	
4) New contract	

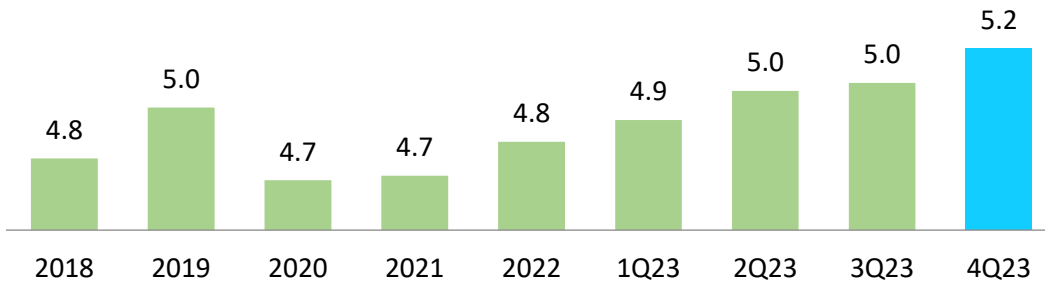


FINANCIAL HIGHLIGHTS

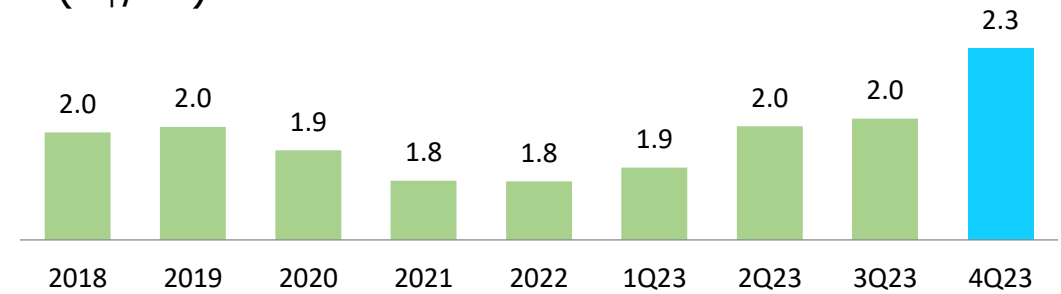


KPI's

Revenue from sanitation services per billed volume*** (R\$/m³)



EBITDA per billed volume*** (R\$/m³)



*Revenue from sanitation services, net

**Does not consider IDP

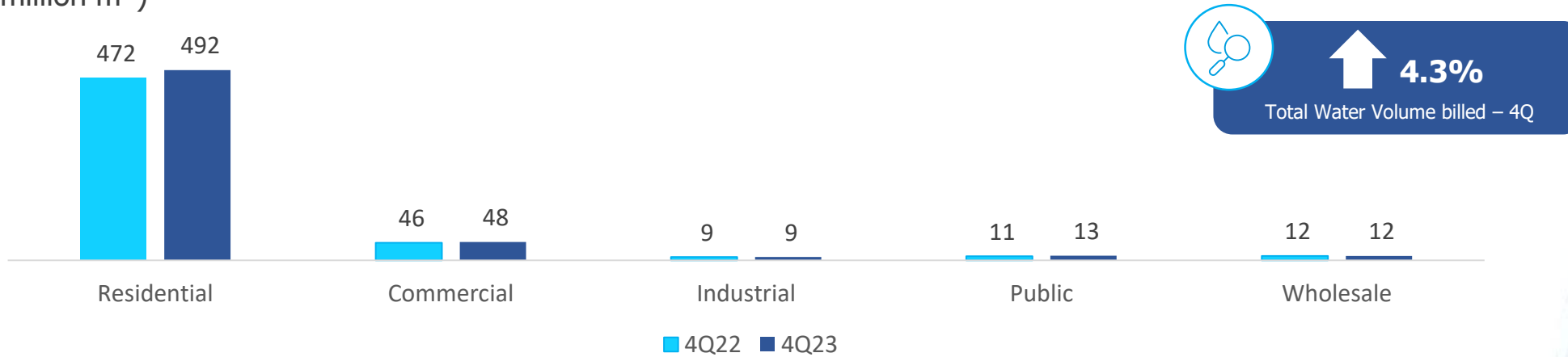
***Values at average prices for 4Q23, updated by IPCA – annual from 2018 to 2022 and LTM for 2023.

Reversal of TAC Provision in 3Q19, Reversal of GRU in 4Q18, Santo André in 3Q19, Mauá in 2Q20 and excluded IDP in 2Q23

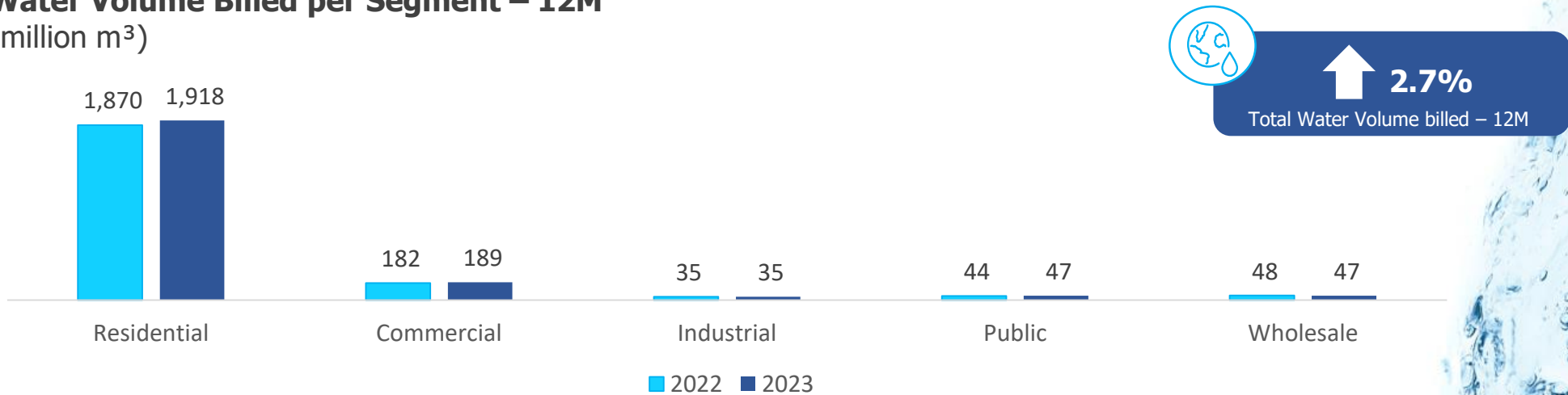


OPERATIONAL PERFORMANCE - WATER

Water Volume Billed per Segment – 4Q (million m³)

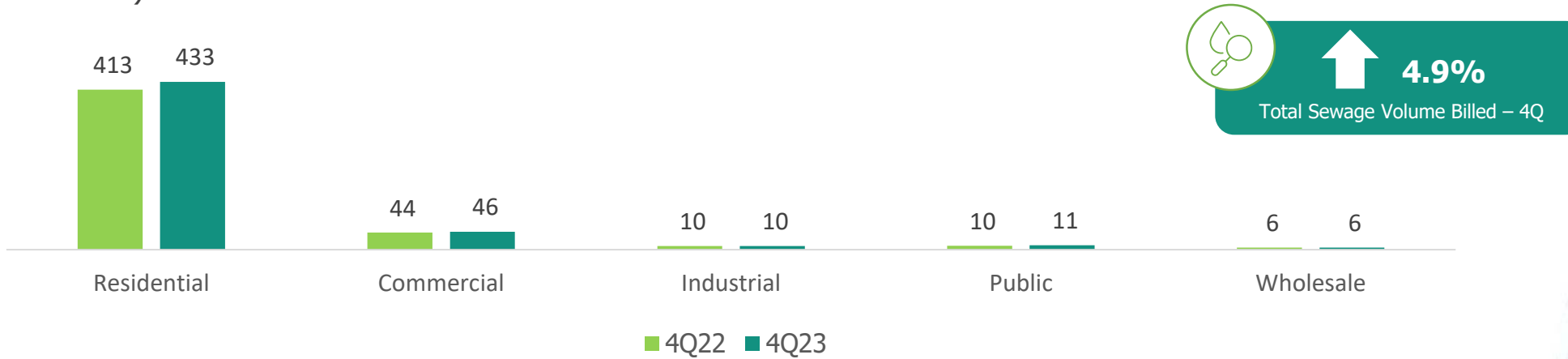


Water Volume Billed per Segment – 12M (million m³)

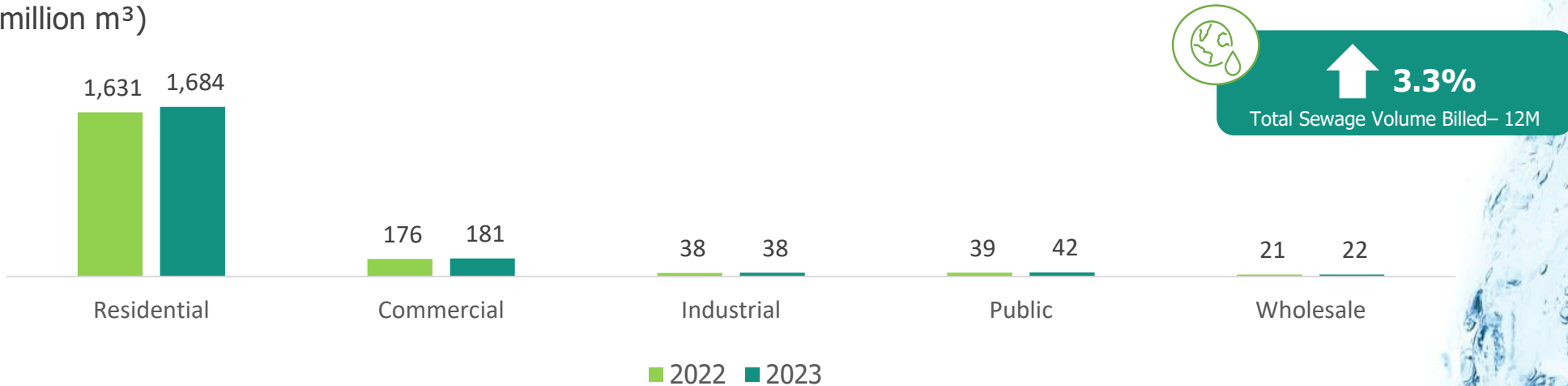


OPERATIONAL PERFORMANCE - SEWAGE

Sewage Volume Billed per Category – 4Q
(million m³)

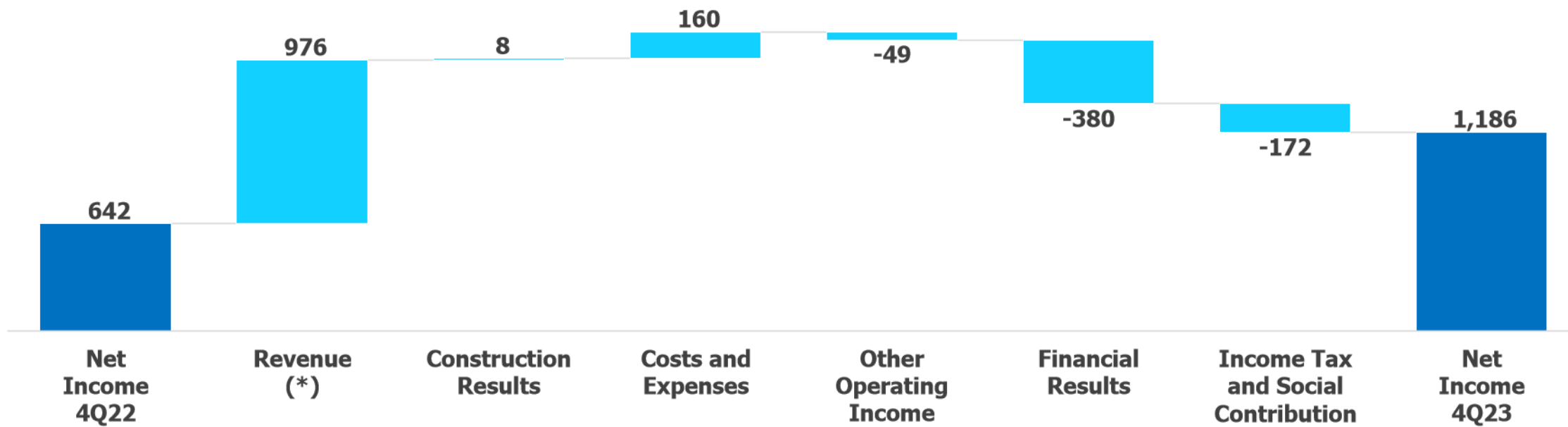


Sewage Volume Billed per Category – 12M
(million m³)



FINANCIAL PERFORMANCE

(R\$ million) – 4Q



	4Q22	4Q23	△ R\$
Net Income 4Q22			642
Revenue*	4,462	5,438	976
Construction Results	33	41	8
Costs and Expenses	-3,431	-3,271	160
Other Operating Income**	13	-36	-49
Financial Results	-507	-886	-380
Income Tax and Social Contribution	72	-100	-172
Net Income 4Q23			1,186

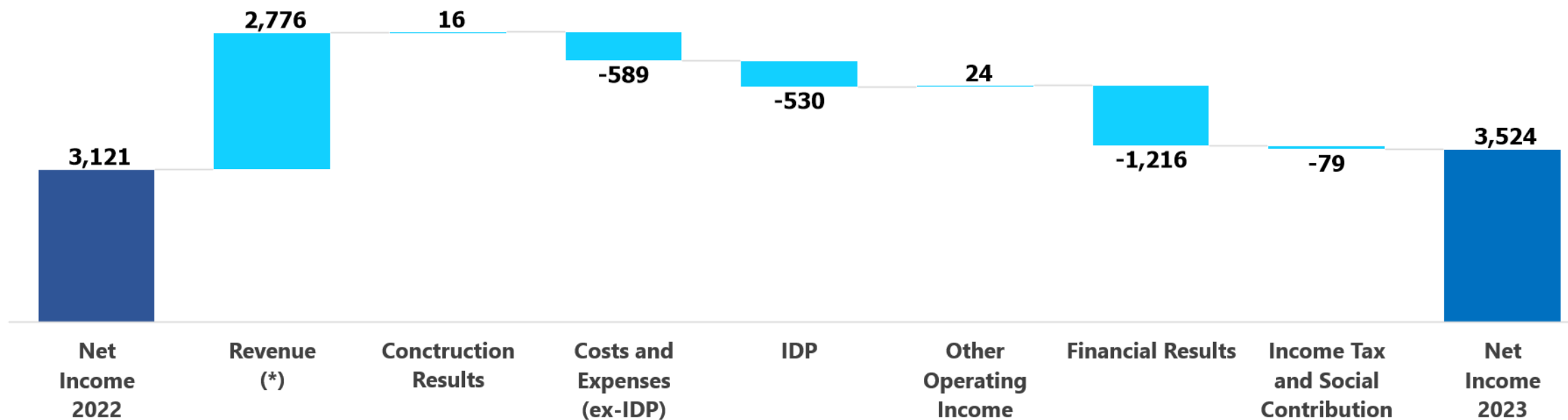
(*) Revenue = Revenue from sanitation services, net

(**) Including Equity Result



FINANCIAL PERFORMANCE

(R\$ million) – 12M



	2022	2023	△ R\$
Net Income 2022			3,121
Revenue*	17,192	19,968	2,776
Construction Results	109	126	16
Costs and Expenses (ex-IDP)	-12,689	-13,278	-589
IDP	0	-530	-530
Other Operating Income**	33	56	24
Financial Results	-372	-1,589	-1,216
Income Tax and Social Contribution	-1,152	-1,230	-79
Net Income 2023			3,524

(*) Revenue = Revenue from sanitation services, net

(**) Including Equity Result

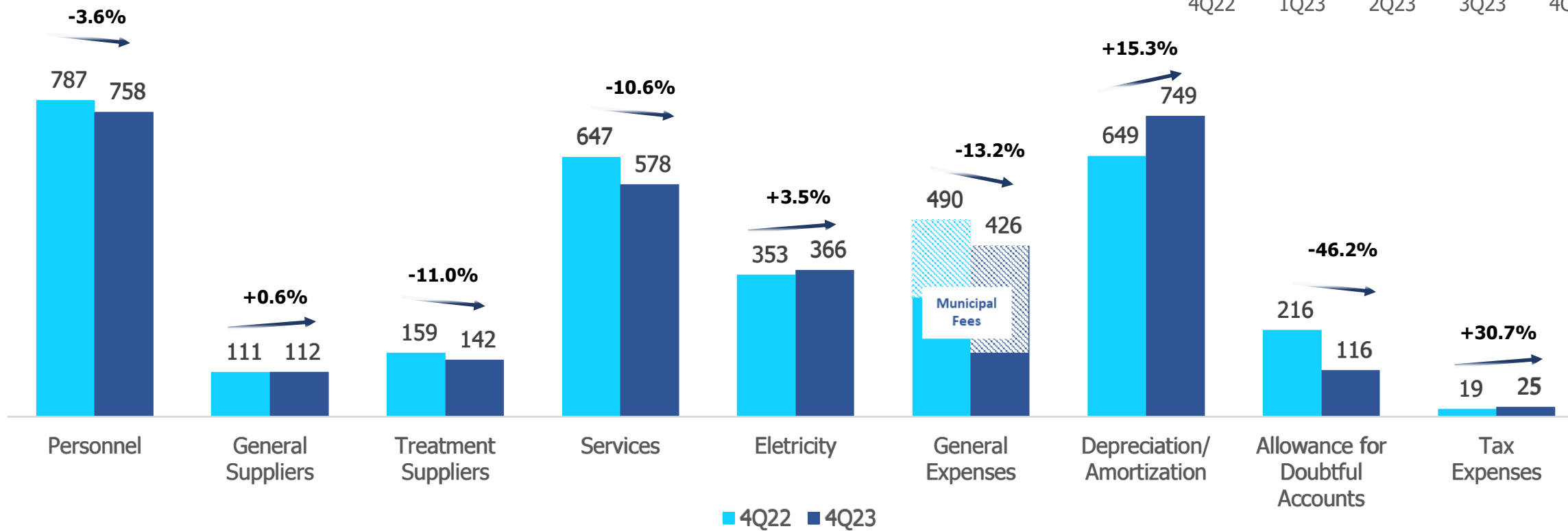
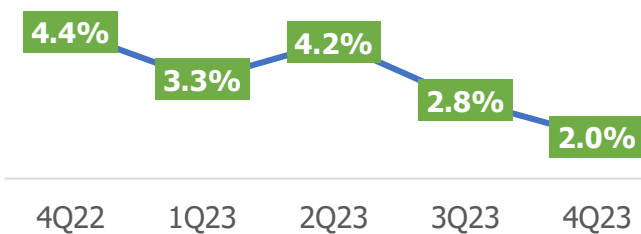


COSTS AND EXPENSES (R\$ million) – 4Q



4Q22*: R\$ 3,431
4Q23*: R\$ 3,271 **4.7%**

Allowance for Doubtful Accounts
(% of Sanitation Services Revenue)



*Excluding Construction Costs

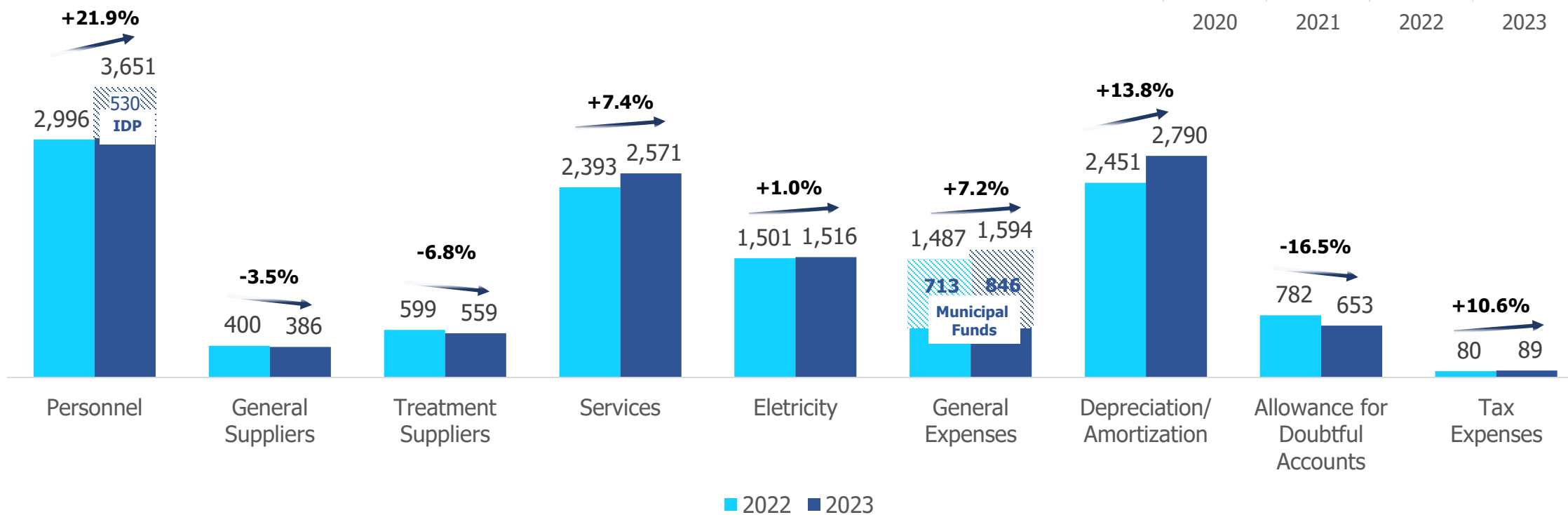
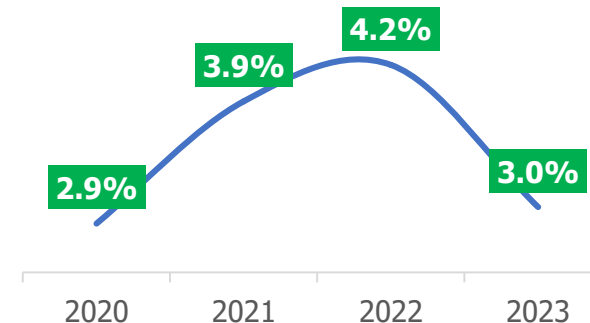


COSTS AND EXPENSES (R\$ million) – 12M



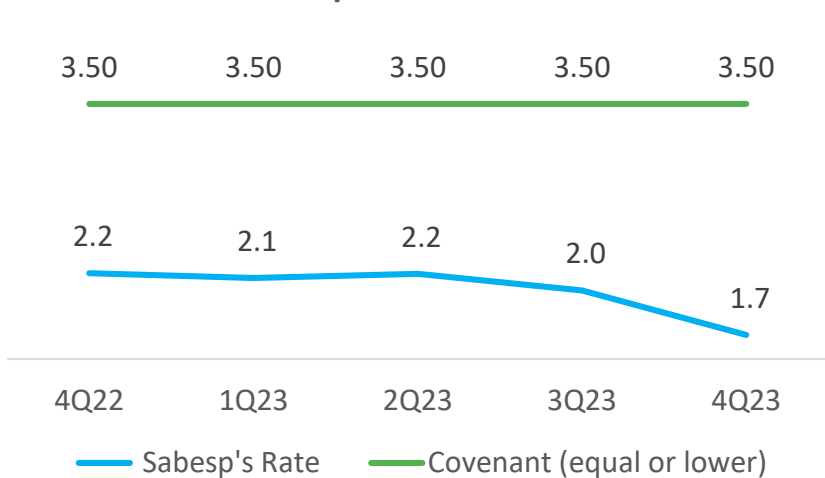
2022*: R\$ 12,689
2023*: R\$ 13,808 **▲ 8.8%**

Allowance for Doubtful Accounts
(% of Sanitation Services Revenue)

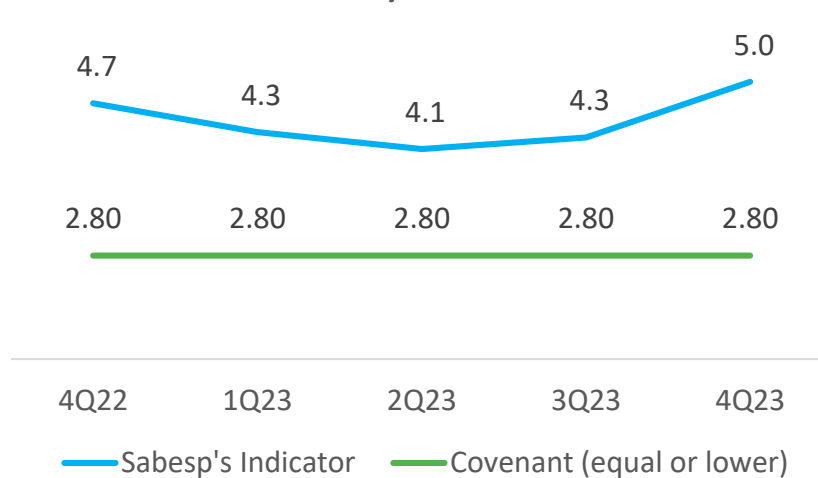


INDEBTNESS

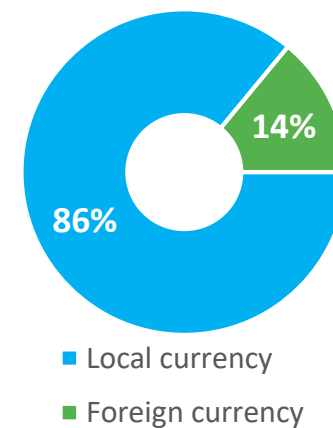
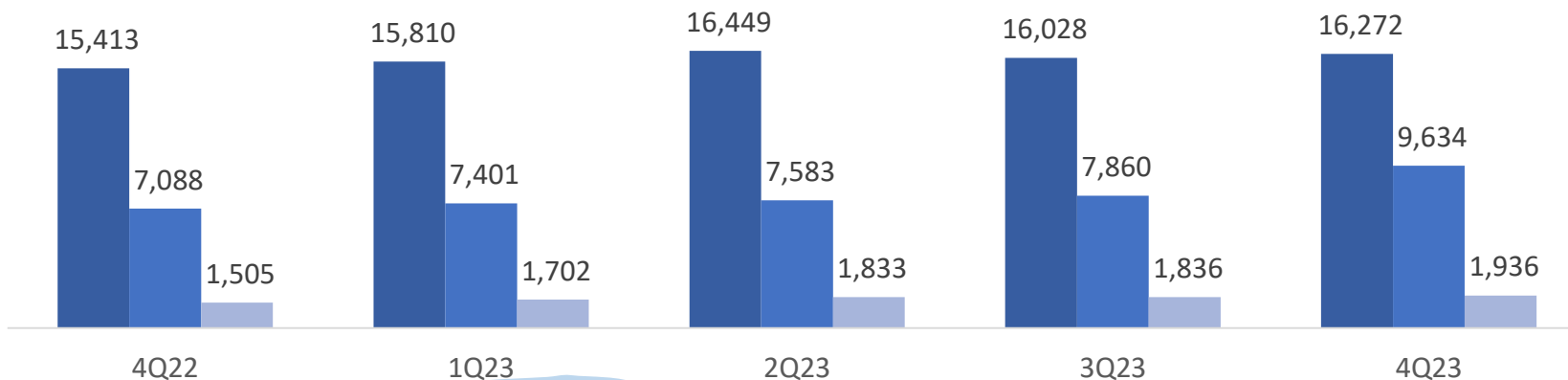
NET DEBT / ADJUSTED EBITDA*



ADJUSTED EBITDA* / FINANCIAL EXPENSES*



■ Net Debt ■ Adjusted Ebitda ■ Financial Expenses**



* Adjusted EBITDA – Last 12 months

** Financial Expenses Paid - Last 12 months / Calculated according to CPCs/IFRS





INVESTOR RELATIONS

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