

#### CIA. DE SANEAMENTO BÁSICO DO ESTADO DE SÃO PAULO - SABESP

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# **SABESP announces 2Q17 results**

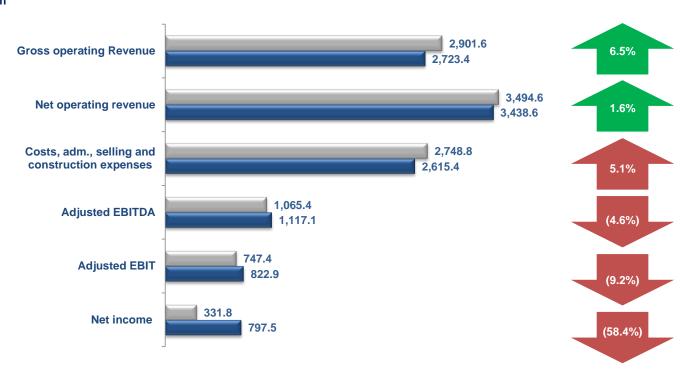
São Paulo, August 14, 2017 - Companhia de Saneamento Básico do Estado de São Paulo - SABESP (B3: SBSP3; NYSE: SBS), one of the largest water and sewage services providers in the world based on the number of costumers, announces today its **2Q17 results**. The Company's operating and financial information, except when indicated otherwise is presented in Brazilian Reais, in accordance with the Brazilian Corporate Law. All comparisons in this release, unless otherwise stated, refer to the same period of 2016.

SBSP3: R\$ 32.24/share SBS: US\$ 10.06 (ADR=1 share) Total shares: 683,509,869 Market value: R\$ 22.0 billion Closing quote: 08/14/2017





#### **R\$ million**



**■2Q17 ■2Q16** 

# 1. Financial highlights

									R\$ million
		2Q17	2Q16	Chg. (R\$)	%	1H17	1H16	Chg. (R\$)	%
	Gross operating revenue	2,901.6	2,723.4	178.2	6.5	5,930.9	5,294.1	636.8	12.0
	Construction revenue	779.4	897.2	(117.8)	(13.1)	1,502.4	1,522.4	(20.0)	(1.3)
	COFINS and PASEP taxes	(186.4)	(182.0)	(4.4)	2.4	(379.8)	(350.1)	(29.7)	8.5
(=)	Net operating revenue	3,494.6	3,438.6	56.0	1.6	7,053.5	6,466.4	587.1	9.1
	Costs and expenses	(1,984.6)	(1,738.0)	(246.6)	14.2	(3,816.6)	(3,532.3)	(284.3)	8.0
	Construction costs	(764.2)	(877.4)	113.2	(12.9)	(1,471.4)	(1,489.8)	18.4	(1.2)
	Equity result	1.6	(0.3)	1.9	(633.3)	3.5	1.8	1.7	94.4
	Other operating revenue (expenses), net	12.5	16.2	(3.7)	(22.8)	23.0	21.6	1.4	6.5
(=)	Earnings before financial result, income tax and social contribution	759.9	839.1	(79.2)	(9.4)	1,792.0	1,467.7	324.3	22.1
	Financial result	(281.2)	372.7	(653.9)	(175.4)	(277.4)	712.9	(990.3)	(138.9)
(=)	Earnings before income tax and social contribution	478.7	1,211.8	(733.1)	(60.5)	1,514.6	2,180.6	(666.0)	(30.5)
	Income tax and social contribution	(146.9)	(414.3)	267.4	(64.5)	(508.4)	(754.3)	245.9	(32.6)
(=)	Net income	331.8	797.5	(465.7)	(58.4)	1,006.2	1,426.3	(420.1)	(29.5)
	Earnings per share* (R\$)	0.49	1.17			1.47	2.09		

<sup>\*</sup> Total shares = 683 509 869

#### Adjusted EBITDA Reconciliation (Non-accounting measures)

								R\$ million
	2Q17	2Q16	Chg. (R\$)	%	1H17	1H16	Chg. (R\$)	%
Net income	331.8	797.5	(465.7)	(58.4)	1,006.2	1,426.3	(420.1)	(29.5)
Income tax and social contribution	146.9	414.3	(267.4)	(64.5)	508.4	754.3	(245.9)	(32.6)
Financial result	281.2	(372.7)	653.9	(175.4)	277.4	(712.9)	990.3	(138.9)
Other operating revenues (expenses), net	(12.5)	(16.2)	3.7	(22.8)	(23.0)	(21.6)	(1.4)	6.5
(=) Adjusted EBIT*	747.4	822.9	(75.5)	(9.2)	1,769.0	1,446.1	322.9	22.3
Depreciation and amortization	318.0	294.2	23.8	8.1	650.0	578.8	71.2	12.3
(=) Adjusted EBITDA **	1,065.4	1,117.1	(51.7)	(4.6)	2,419.0	2,024.9	394.1	19.5
(%) Adjusted EBITDA margin	30.5	32.5			34.3	31.3		

<sup>(\*)</sup> Adjusted EBIT is net income before: (i) other operating revenues/expenses, net; (ii) financial result; and (iii) income tax and social contribution.

In 2QT17, net operating revenue, including construction revenue, reached R\$ 3,494.6 million; a 1.6% increase compared to the same period in 2016.

Costs and expenses, including construction costs, totaled R\$ 2,748.8 million, 5.1% higher than in 2Q16.

Adjusted EBIT, in the amount of R\$ 747.4 million, decreased 9.2% from R\$ 822.9 million recorded in 2Q16.

Adjusted EBITDA, in the amount of R\$ 1,065.4 million, decreased 4.6% from R\$ 1,117.1 million recorded in 2Q16. (R\$ 4,965.5 million in the last twelve months).

The adjusted EBITDA margin was 30.5% in 2Q17 against 32.5% in 2Q16 (33.8% in the last twelve months). Excluding construction revenues and construction costs, the adjusted EBITDA margin was 38.7% in 2Q17 (43.1% in 2Q16 and 44.5% in the last twelve months).

In 2Q17 the Company recorded a net income of R\$ 331.8 million, in comparison to a net income of R\$ 797.5 million in 2Q16.

# 2. Gross operating revenue

Gross operating revenue from sanitation services, not including construction revenue, totaled R\$ 2,901.6 million, an increase of R\$178.2 million or 6.5%, when compared to the R\$ 2,723.4 million recorded in 2Q16.

The main factors that led to this variation were:

- Tariff increase of 8.4% since May 2016;
- Increase of 2.7% in the Company's total billed volume (2.9% in water and 2.4% in sewage);
- Bonus granted in 2Q16 amounting to R\$ 33.6 million, within the Water Consumption Reduction Incentive Program ended in April 2016; and
- Lower provisioning for loss of wholesale revenue in 2Q17, in the amount of R\$ 21.0 million, due to the payment received in the period.

<sup>(\*\*)</sup> Adjusted EBITDA is net income before: (i) depreciation and amortization expenses; (ii) income tax and social contribution; (iii) financial result; and (iv) other operating revenues/expenses, net.

The increase resulting from the above mentioned factors was partially offset by the suspension of the Contingency Tariff in April 2016, in the amount of R\$ 64.2 million in 2Q16.

# 3. Construction revenue

Construction revenue decreased R\$ 117.8 million or 13.1%, when compared to 2Q16. The variation was mainly due to lower investments in the municipalities served by the Company.

## 4. Billed volume

The following tables show the water and sewage billed volume, on quarter-on-quarter and year-to-date basis, per customer category and region.

WATER AND SEWAGE BILLED VOLUME (1) PER CUSTOMER CATEGORY - million m<sup>3</sup>

WAILN	VOLUME	FER COSTOMER CATEGORY - IIIIIIIIIII							
		Water		Sewage Water + Sewage				ewage	
Category	2Q17	2Q16	%	2Q17	2Q16	%	2Q17	2Q16	%
Residential	384.8	377.5	1.9	328.2	320.0	2.6	713.0	697.5	2.2
Commercial	40.8	41.0	(0.5)	39.3	39.0	0.8	80.1	80.0	0.1
Industrial	8.0	8.0	-	9.4	9.8	(4.1)	17.4	17.8	(2.2)
Public	10.4	10.7	(2.8)	9.3	9.4	(1.1)	19.7	20.1	(2.0)
Total retail	444.0	437.2	1.6	386.2	378.2	2.1	830.2	815.4	1.8
Wholesale (3)	64.5	56.9	13.4	8.9	7.5	18.7	73.4	64.4	14.0
Total	508.5	494.1	2.9	395.1	385.7	2.4	903.6	879.8	2.7
	1H17	1H16	%	1H17	1H16	%	1H17	1H16	%
Residential	783.7	758.0	3.4	666.3	640.4	4.0	1,450.0	1,398.4	3.7
Commercial	82.3	81.4	1.1	78.8	77.2	2.1	161.1	158.6	1.6
Industrial	15.8	15.7	0.6	18.7	19.2	(2.6)	34.5	34.9	(1.1)
Public	20.3	20.3	-	17.9	17.8	0.6	38.2	38.1	0.3
Total retail	902.1	875.4	3.1	781.7	754.6	3.6	1,683.8	1,630.0	3.3
Wholesale (3)	126.3	108.8	16.1	18.0	13.2	36.4	144.3	122.0	18.3
Total	1,028.4	984.2	4.5	799.7	767.8	4.2	1,828.1	1,752.0	4.3

WATER AND SEWAGE BILLED VOLUME (1) PER REGION - million m<sup>3</sup>

WATER AND SEWAGE BILLED VOLUME ** PER REGION - IIIIIIIIII III										
	Water			Sewage Water				+ Sewage		
Region	2Q17	2Q16	%	2Q17	2Q16	%	2Q17	2Q16	%	
Metropolitan	289.5	283.5	2.1	252.4	246.8	2.3	541.9	530.3	2.2	
Regional (2)	154.5	153.7	0.5	133.8	131.4	1.8	288.3	285.1	1.1	
Total retail	444.0	437.2	1.6	386.2	378.2	2.1	830.2	815.4	1.8	
Wholesale (3)	64.5	56.9	13.4	8.9	7.5	18.7	73.4	64.4	14.0	
Total	508.5	494.1	2.9	395.1	385.7	2.4	903.6	879.8	2.7	
	1H17	1H16	%	1H17	1H16	%	1H17	1H16	%	
Metropolitan	582.3	562.5	3.5	506.3	488.3	3.7	1,088.6	1,050.8	3.6	
Regional (2)	319.8	312.9	2.2	275.4	266.3	3.4	595.2	579.2	2.8	
Total retail	902.1	875.4	3.1	781.7	754.6	3.6	1,683.8	1,630.0	3.3	
Wholesale (3)	126.3	108.8	16.1	18.0	13.2	36.4	144.3	122.0	18.3	
Total	1,028.4	984.2	4.5	799.7	767.8	4.2	1,828.1	1,752.0	4.3	

- (1) Unaudited
- (2) Including coastal and interior region
- (3) Reused water volume and non-domestic sewage are included in

# 5. Costs, administrative, selling and construction expenses

In 2Q17, costs, administrative, selling and construction expenses, grew 5.1% (R\$ 133.4 million). Excluding construction costs, total costs and expenses increased by 14.2% (R\$ 246.6 million).

As a percentage of net revenue, costs and expenses were 78.7% in 2Q17 compared to 76.1% in 2Q16.

							R	\$ million
	2Q17	2Q16	Chg. (R\$)	%	1H17	1H16	Chg. (R\$)	%
Salaries and payroll charges and Pension plan obligations	716.0	621.3	94.7	15.2	1,304.5	1,195.7	108.8	9.1
General supplies	41.6	42.7	(1.1)	(2.6)	77.6	78.9	(1.3)	(1.6)
Treatment supplies	67.6	66.3	1.3	2.0	138.8	141.4	(2.6)	(1.8)
Services	349.8	316.3	33.5	10.6	632.5	598.7	33.8	5.6
Electricity	187.9	242.8	(54.9)	(22.6)	387.6	483.2	(95.6)	(19.8)
General expenses	239.6	166.7	72.9	43.7	449.5	391.3	58.2	14.9
Tax expenses	28.4	23.3	5.1	21.9	54.3	43.9	10.4	23.7
Sub-total	1,630.9	1,479.4	151.5	10.2	3,044.8	2,933.1	111.7	3.8
Depreciation and amortization	318.0	294.2	23.8	8.1	650.0	578.8	71.2	12.3
Allowance for doubtful accounts	35.7	(35.6)	71.3	(200.3)	121.8	20.4	101.4	497.1
Sub-total	353.7	258.6	95.1	36.8	771.8	599.2	172.6	28.8
Costs, administrative and selling expenses	1,984.6	1,738.0	246.6	14.2	3,816.6	3,532.3	284.3	8.0
Construction costs	764.2	877.4	(113.2)	(12.9)	1,471.4	1,489.8	(18.4)	(1.2)
Costs, adm., selling and construction expenses	2,748.8	2,615.4	133.4	5.1	5,288.0	5,022.1	265.9	5.3
% of net revenue	78.7	76.1			75.0	77.7		

#### 5.1. Salaries and payroll charges and Pension plan obligations

There was an increase of R\$ 94.7 million in 2Q17, mainly due to:

- Increase of R\$ 76.0 million in provisions for severance pay (TAC), mainly due to the higher number of retired employees in 2Q17; and
- Increase of R\$ 20.2 million, mostly due to the 1% increase related to the Career and Salary Plan since December 2016 and the 3.71% pay rise in May 2017.

#### 5.2. Services

Service expenses totaled R\$ 349.8 million, R\$ 33.5 million more than the R\$ 316.3 million recorded in 2Q16, mostly due to an increase in water and sewage connections and network maintenance services.

#### 5.3. Electricity

Electricity expenses totaled R\$ 187.9 million in 2Q17, a decrease of R\$ 54.9 million or 22.6% in comparison to the R\$ 242.8 million in 2Q16. The main factors that contributed to this decrease were:

- Average reduction of 16.1% in the free market tariffs, with an 21.9% increase in consumption;
- Average reduction of 27.7% in the grid market tariff (TUSD), with a 20.3% rise in consumption; and
- Average reduction of 7.6% in the regulated market tariffs, with a 11.2%.decrease in consumption.

In 2Q17, the free market accounted for 35.2% of the total electricity consumed by the Company, the grid market accounted for 31.6% and the regulated market accounted for 33.2% of total consumption.

## 5.4. General expenses

General expenses increased R\$ 72.9 million, or 43.7%, totaling R\$ 239.6 million in 2Q17, versus the R\$ 166.7 million recorded in 2Q16, mainly due to:

- Increase of R\$ 42.3 million in provisions for court proceedings in 2Q17; and
- Higher provision for the Municipal Fund for Environmental Sanitation and Infrastructure, in the amount of R\$ 16.0 million, as a result of the increase in revenues with the municipality of São Paulo.

### 5.5. Depreciation and amortization

Depreciation and amortization increased R\$ 23.8 million or 8.1%, reaching R\$ 318.0 million in 2Q17 in comparison to the R\$ 294.2 million recorded in 2Q16, largely due to the beginning of operations of intangible assets, in the amount of R\$ 1.6 billion.

#### 5.6. Allowance for doubtful accounts

Increase of R\$ 71.3 million, mainly resulting from the receipt of non-recurring court-ordered debt payments from the city of Guarulhos in 2Q16, amounting to R\$ 57.8 million.

# 6. Financial result

				R\$ million
	2Q17	2Q16	Chg.	%
Financial expenses, net of income	(72.0)	(81.8)	9.8	(12.0)
Net monetary and exchange variation	(209.2)	454.5	(663.7)	(146.0)
Financial result	(281.2)	372.7	(653.9)	(175.4)

## 6.1. Financial income and expenses

				R\$ million
	2Q17	2Q16	Chg.	%
Financial expenses				
Interest and charges on international loans and financing	(29.4)	(24.3)	(5.1)	21.0
Interest and charges on domestic loans and financing	(66.0)	(73.1)	7.1	(9.7)
Other financial expenses	(45.4)	(51.3)	5.9	(11.5)
Total financial expenses	(140.8)	(148.7)	7.9	(5.3)
Financial income	68.8	66.9	1.9	2.8
Financial expenses net of income	(72.0)	(81.8)	9.8	(12.0)

## 6.1.1. Financial expenses

Decrease of R\$ 7.9 million, mainly due to the following events:

- Interest and charges on international loans and financing: increase of R\$ 5.1 million, mainly due to the appreciation of the dollar and the yen against the real at the end of 2Q17 (4.4% and 3.5%, respectively), versus a depreciation in 2Q16 (-9.8% and -1.4%, respectively);
- Interest and charges on domestic loans and financing: reduction of R\$ 7.1 million, mainly due to a decline in the debt balance following the partial amortizations of the 10th and 15th debenture issues in January and February 2017, respectively, and the full amortization of the 19th issue in June 2017; and
- Other financial expenses: reduction of R\$ 5.9 million, mostly due to lower provisioning for interest on court proceedings in 2Q17.

#### 6.2. Monetary and exchange rate variation on assets and liabilities

R\$ million 2Q17 2Q16 Chg. Monetary variation on loans and financing (19.1)(32.8)13.7 (41.8)Currency exchange variation on loans and financing (212.1)460.8 (672.9)(146.0)Other monetary variations (11.4)(34.2)(7.5)3.9 Monetary/exchange rate variation on liabilities 416.6 (157.3)(238.7)(655.3)Monetary/exchange rate variation on assets 29.5 37.9 (22.2)(8.4)Monetary/exchange rate variation, net (209.2)454.5 (663.7)(146.0)

## 6.2.1 Monetary and exchange rate variation on liabilities

The effect of monetary and currency variations in 2Q17 was R\$ 655.3 million higher than in 2Q16, mainly due to:

- Reduction of R\$ 13.7 million in expenses with monetary variation on loans and financing, due to the lower variation in the IPCA in 2Q17 compared with 2Q16 (0.2% and 1.8%, respectively); and
- Increase of R\$ 672.9 million in exchange variation on loans and financing, as a result of the appreciation of dollar and yen against the real in 2Q17 (4.4% and 3.5%, respectively), versus a devaluation of 9.8% and 1.4%, respectively, in 2Q16.

## 6.2.2 Monetary and exchange rate variation on assets

Decrease of R\$ 8.4 million, mainly due to the lower monetary restatement of judicial deposits in 2Q17.

# 7. Income tax and social contribution

Decrease of R\$ 267.4 million, mainly due to the lower taxable result reported in the period, which was mainly impacted by the appreciation of dollar and yen against the real in 2Q17, versus a devaluation in 2Q16.

## 8. Indicators

#### 8.1. Operating

Operating indicators *	2Q17	2Q16	%
Water connections (1)	8,749	8,527	2.6
Sewage connections (1)	7,189	6,970	3.1
Population directly served - water (2)	24.8	24.6	0.8
Population directly served - sewage (2)	21.4	21.1	1.4
Number of Employees	14,008	14,227	(1.5)
Water volume produced in the quarter (3)	687	669	2.7
Water volume produced in the semester (3)	1,387	1,336	3.8
IPM - Measured water loss (%)	31.5	30.7	2.6
IPDt (liters/connection x day)	308	287	7.3

- (1) Total connections, active and inactive, in thousand units at the end of the period
- (2) In million inhabitants, at the end of the period. Not including wholesale
- (3) In millions of cubic meters
- (\*) Unaudited



#### 8.2. Financial

Economic Variables at the close of the quarter*	2Q17	2Q16
Amplified Consumer Price Index Variation (%)	0,22	1,75
Referential Rate Variation (%)	0,1503	0,4888
Interbank Deposit Certificate (%)	10,14	14.13
US DOLAR (R\$)	3.3082	3.2098
YEN (R\$)	0.02944	0.03123

(\*) Unaudited

# 9. Loans and financing

On July 13, 2017, the Company carried out its 21<sup>st</sup> Debenture Issue, totaling R\$ 500.0 million, in two series, for public offering with restricted placement efforts, pursuant to CVM Instruction 476. The first series, totaling R\$150.0 million, is due in three years and is remunerated by the CDI + 0.60% p.a., while the second series, totaling R\$ 350.0 million, is due in five years and is remunerated by the CDI + 0.90% p.a. The proceeds of the debenture issue will be allocated to refinance financial commitments maturing in 2017 and to recompose the Company's cash.

R\$	mil	lion

INSTITUTION	2017	2018	2019	2020	2021	2022	2023 Onwards	Total
Local currency								
Caixa Econômica Federal	30.8	65.2	67.1	69.5	73.1	77.0	788.3	1,171.0
Debentures	87.1	896.7	1,014.1	423.2	199.3	178.7	255.7	3,054.8
BNDES	44.0	98.0	112.1	94.0	93.6	93.6	536.7	1,072.0
Leasing	7.8	29.1	30.6	32.2	33.9	35.8	384.6	554.0
Others	0.4	1.4	1.4	1.4	1.4	1.4	4.0	11.4
Interest and other charges	34.6	32.8	-	-	-	-	-	67.4
Total in local currency	204.7	1,123.2	1,225.3	620.3	401.3	386.5	1,969.3	5,930.6
Foreign currency								
IADB	97.6	112.2	112.2	112.2	112.2	112.2	1,104.8	1,763.4
IBRD	-	-	9.0	17.9	18.0	18.0	206.6	269.5
Deutsche Bank 350	-	248.1	240.8	-	-	-	-	488.9
Eurobond	-	-	-	1,155.0	-	-	-	1,155.0
JICA	33.5	67.0	113.7	113.7	113.7	113.6	1,158.0	1,713.2
IDB 1983AB	-	78.8	58.5	57.0	25.4	25.4	23.4	268.5
Interest and other charges	35.7	-	-	-	-	-	-	35.7
Total in foreign currency	166.8	506.1	534.2	1,455.8	269.3	269.2	2,492.8	5,694.2
Total	371.5	1,629.3	1,759.5	2,076.1	670.6	655.7	4,462.1	11,624.8

# 10. Conference calls

In English

August 15, 2017 - Tuesday

01:00 pm (US EST) / 02:00 pm (Brasília)

Dial in: 1 (412) 317-5486 Conference ID: Sabesp

Replay available for 7 days

Dial in: +1 (412) 317-0088 Replay ID: 10108124

Click here for the webcast

In Portuguese

August 15, 2017 - Tuesday

9:30 am (US EST) / 10:30 am (Brasília) Dial in: 55 (11) 3127-4971 or

55 (11) 3728-5971 Conference ID: Sabesp

Replay available for 7 days

Dial in: +55 (11) 3127-4999 Replay ID: 63650522

Click here for the webcast



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# **Income Statement**

Brazilian Corporate Law		R\$ '000
Diaminal Col polate Lan	2Q17	2Q16
Net Operating Income	3,494,635	3,438,589
Operating Costs	(2,241,443)	(2,267,151)
Gross Profit	1,253,192	1,171,438
Operating Expenses	.,200,.02	.,,
Selling	(213,438)	(134,942)
Administrative revenue (expenses)	(293,914)	(213,278)
Other operating revenue (expenses), net	12,509	16,183
Operating Income Before Shareholdings	758,349	839,401
Equity Result	1,597	(334)
Earnings Before Financial Results, net	759,946	839,067
Financial, net	(69,207)	(88,153)
Exchange gain (loss), net	(212,009)	460,873
Earnings before Income Tax and Social Contribution	478,730	1,211,787
Income Tax and Social Contribution		
Current	(142,403)	(412,214)
Deferred	(4,519)	(2,042)
Net Income for the period	331,808	797,531
Registered common shares ('000)	683,509	683,509
Earnings per shares - R\$ (per share)	0.49	1.17
Depreciation and Amortization	(318,023)	(294,182)
Adjusted EBITDA	1,065,460	1,117,066
% over net revenue	30.5%	32.5%
Net Operating Income Breakdown		R\$ '000
	2Q17	2Q16
Gross operating income	3,681,012	3,620,621
Water suply - retail	1,483,053	1,435,720
Water suply - wholesale	56,043	22,082
Sewage collection and treatment	1,306,794	1,215,626
Sewage collection and treatment - wholesale	10,616	9,875
Construction revenue - water	456,280	632,749
Construction revenue - sewage	323,141	264,410
Other services	45,085	40,159
Gross sales deductions (Cofins/Pasep)	(186,377)	(182,032)
Net operating income	3,494,635	3,438,589
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# **Balance Sheet**

Brazilian Corporate Law		R\$ '000
ASSETS	06/30/17	12/31/2016
Current assets		
Cash and cash equivalents	1,367,605	1,886,221
Trade receivables	1,481,552	1,557,472
Related parties and transactions	204,558	202,553
Inventories	66,677	58,002
Restricted cash	30,597	24,078
Currrent recoverable taxes	82,139	42,633
Other receivables	95,902	52,676
Total current assets	3,329,030	3,823,635
Noncurrent assets		
Trade receivables	186,176	153,834
Related parties and transactions	638,951	669,156
Escrow deposits	56,611	77,915
Deferred income tax and social contribution	170,801	186,345
Water National Agency – ANA	82,926	81,221
Other receivables	125,060	114,693
Equity investments	34,563	31,096
Investment properties	57,913	57,968
Intangible assets	32,180,958	31,246,788
Property, plant and equipment	273,352	302,383
Total noncurrent assets	33,807,311	32,921,399
Total assets	37,136,341	36,745,034
LIABILITIES AND EQUITY	06/30/17	12/31/2016
Current liabilities		
Trade payables	384,174	311,960
Borrowings and financing	1,342,046	1,246,567
Accrued payroll and related charges	511,541	458,299
Taxes and contributions	112,525	168,757
Taxes and contributions Dividends and interest on capital payable	112,525 276	168,757 700,034
Dividends and interest on capital payable	276	700,034
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP	276 726,971 480,873 33,193	700,034 730,334 460,054 31,898
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments	276 726,971 480,873 33,193 103,841	700,034 730,334 460,054 31,898 109,042
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities	276 726,971 480,873 33,193 103,841 118,734	700,034 730,334 460,054 31,898 109,042 85,563
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities	276 726,971 480,873 33,193 103,841	700,034 730,334 460,054 31,898 109,042
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities	276 726,971 480,873 33,193 103,841 118,734 3,814,174	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b>
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities Borrowings and financing	276 726,971 480,873 33,193 103,841 118,734 3,814,174	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b>
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep	276 726,971 480,873 33,193 103,841 118,734 3,814,174	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520 69,051
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total noncurrent liabilities  Total liabilities	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196 16,959,505	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106 <b>17,023,315</b>
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total noncurrent liabilities	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196 16,959,505	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106 <b>17,023,315</b>
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total noncurrent liabilities  Total liabilities  Equity	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196  16,959,505  20,773,679	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106 17,023,315 <b>21,325,823</b>
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Noncurrent liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total noncurrent liabilities  Total liabilities  Equity Paid-up capital	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196 16,959,505  20,773,679	700,034 730,334 460,054 31,898 109,042 85,563 <b>4,302,508</b> 10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106 17,023,315 <b>21,325,823</b>
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total noncurrent liabilities  Total liabilities  Equity Paid-up capital Profit reserve	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196  16,959,505  20,773,679  10,000,000 6,182,140	700,034 730,334 460,054 31,898 109,042 85,563 4,302,508  10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106 17,023,315  21,325,823
Dividends and interest on capital payable Provisions Services payable Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total current liabilities  Borrowings and financing Deferred Cofins and Pasep Provisions Pension obligations Public-Private Partnership – PPP Program Contract Commitments Other liabilities  Total noncurrent liabilities  Total noncurrent liabilities  Equity Paid-up capital Profit reserve Other comprehensive income	276 726,971 480,873 33,193 103,841 118,734 3,814,174  10,282,765 134,624 463,671 3,310,339 2,526,187 47,723 194,196  16,959,505  20,773,679  10,000,000 6,182,140 (825,648)	700,034 730,334 460,054 31,898 109,042 85,563 4,302,508  10,717,576 138,071 442,741 3,265,250 2,217,520 69,051 173,106 17,023,315  21,325,823  10,000,000 6,244,859 (825,648)

# **Cash Flow**

Brazilian Corporate Law		R\$ '000
	Jan-Jun	Jan-Jun
Cash flow from operating activities	2017	2016
Profit before income tax and social contribution	1,514,557	2,180,610
Adjustment for:		
Depreciation and amortization	649,971	578,838
Residual value of property, plant and equipment and intangible assets written-off	11,408	4,106
Allowance for doubtful accounts	121,860	20,473
Provision and inflation adjustment Interest calculated on loans and financing payable	127,706 191,428	147,862 239,883
Inflation adjustment and foreign exchange gains (losses) on loans and financing	163,480	(858,439)
Interest and inflation adjustment losses	5,347	17,224
Interest and inflation adjustment gains	(24,965)	(55,343)
Financial charges from customers	(89,398)	(112,094)
Margin on intangible assets arising from concession	(30,893)	(32,667)
Provision for Consent Decree (TAC)	82,754	6,423
Equity result	(3,467)	(1,753)
Provision from São Paulo agreement	214,959	12,962
Provision for defined contribution plan	-	4,585
Pension obligations	152,279	206,620
Other adjustments	(14,205)	(6,559)
	3,072,821	2,352,731
Changes in assets	00.700	(04.000)
Trade accounts receivable	32,730	(31,286)
Accounts receivable from related parties Inventories	28,330	(8,364) 15,626
Recoverable taxes	(8,639) (39,506)	66,159
Escrow deposits	24,525	21,172
Other accounts receivable	(55,298)	99,990
Changes in liabilities	(00,200)	00,000
Trade payables and contractors	(252,487)	(15,166)
Services payable	(194,140)	3,305
Accrued payroll and related charges	(29,512)	19,755
Taxes and contributions payable	(46,352)	(101,364)
Deferred Cofins/Pasep	(3,447)	570
Provisions	(110,139)	(79,632)
Pension obligations	(107,190)	(90,135)
Other liabilities	57,510	(35,223)
Cash generated from operations	2,369,206	2,218,138
Interest paid	(382,910)	(415,747)
Income tax and contribution paid	(499,267)	(427,345)
Net cash generated from operating activities	1,487,029	1,375,046
Cash flows from investing activities		
Acquisition of intangibles	(670,319)	(854,534)
Restricted cash	(6,519)	2,477
Purchases of tangible assets	(10,859)	(18,949)
Net cash used in investing activities	(687,697)	(871,006)
Cach flow from financing activities		
Cash flow from financing activities  Loans and financing		
Proceeds from loans	302,803	370,426
Repayments of loans	(802,548)	(854,994)
Payment of interest on shareholders'equity	(765,933)	(139,395)
Public-Private Partnership – PPP	(15,556)	(15,888)
Program Contract Commitments	(36,714)	(129,003)
Net cash generated by (used in) financing activities	(1,317,948)	(768,854)
Cash reduce and cash equivalents	(518,616)	(264,814)
Represented by:		
Cash and cash equivalents at beginning of the period	1,886,221	1,639,214
Cash and cash equivalents at end of the period	1,367,605	1,374,400
Cash reduce and cash equivalents	(518,616)	(264,814)