

# RESULTS

## 2Q25





# SAFE HARBOR STATEMENT

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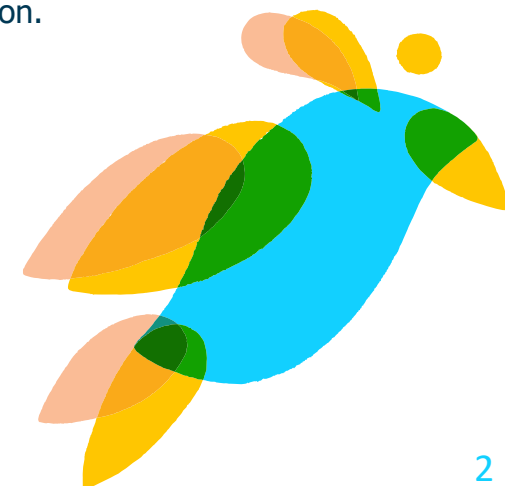
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All information presented here is in R\$ million unless otherwise stated.





# AGENDA

1

**Financial & Ops Highlights**

2

**Focus Areas**

3

**Q&A**



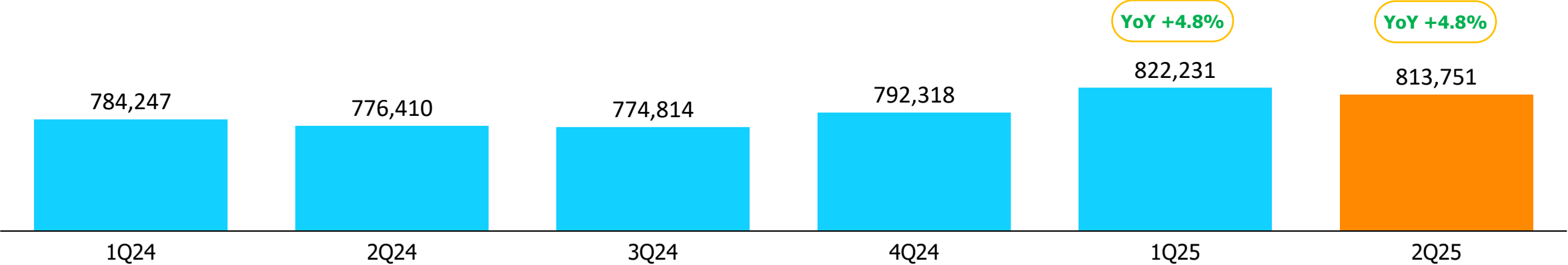


# OPS HIGHLIGHTS



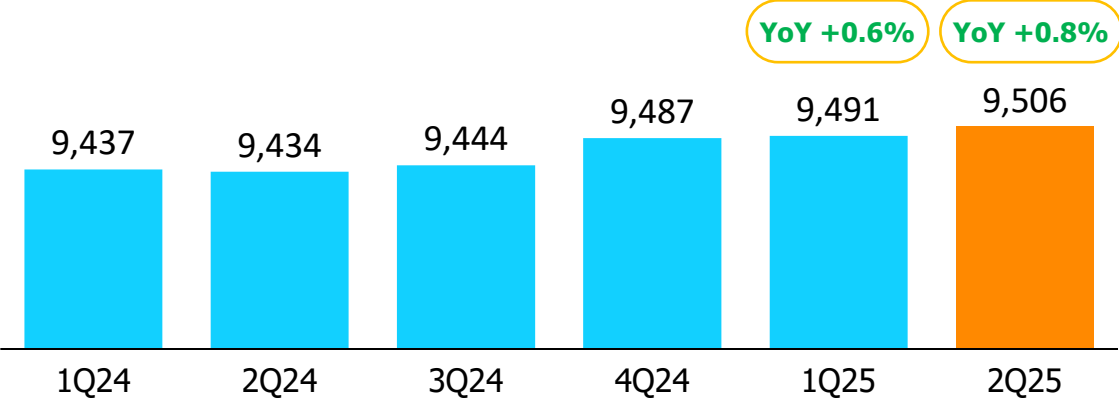
Volumes (in million m<sup>3</sup>)

## Water Production

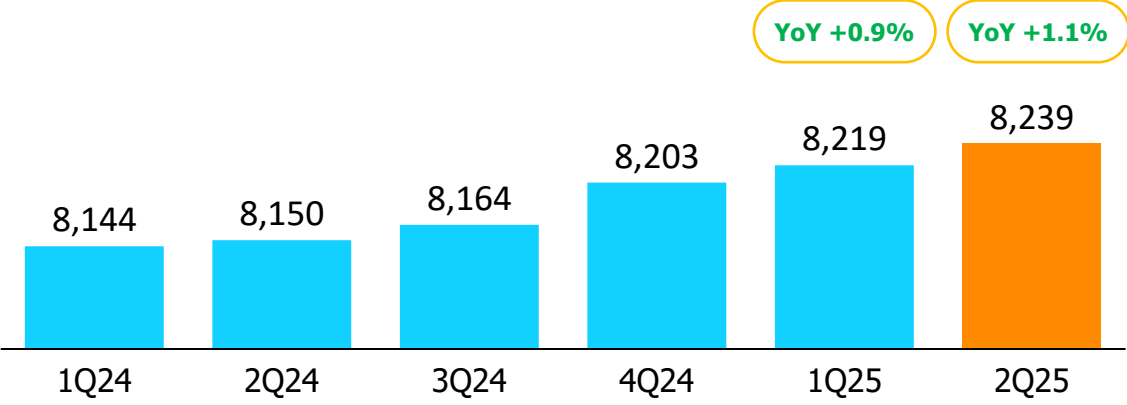


Connections<sup>1</sup> (# in thousand)

## Water



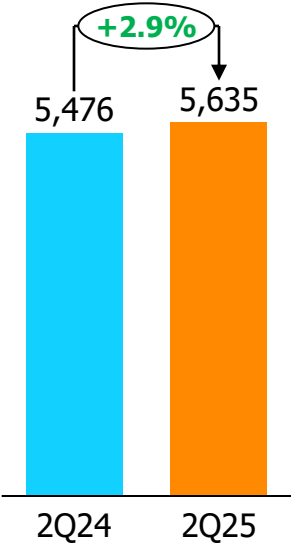
## Sewage



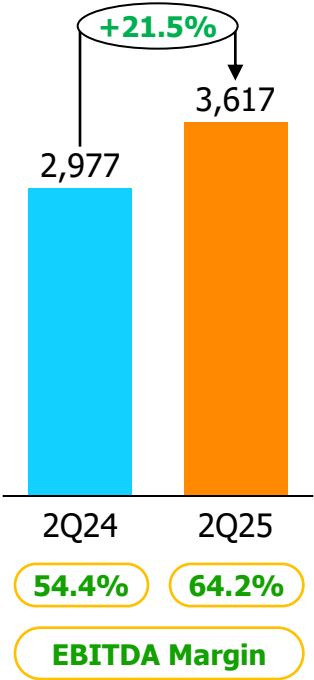
(1) Active connections at the end of period.

# FINANCIAL HIGHLIGHTS

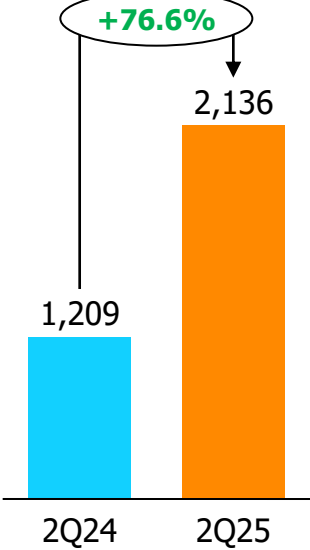
Net Revenue<sup>1</sup>



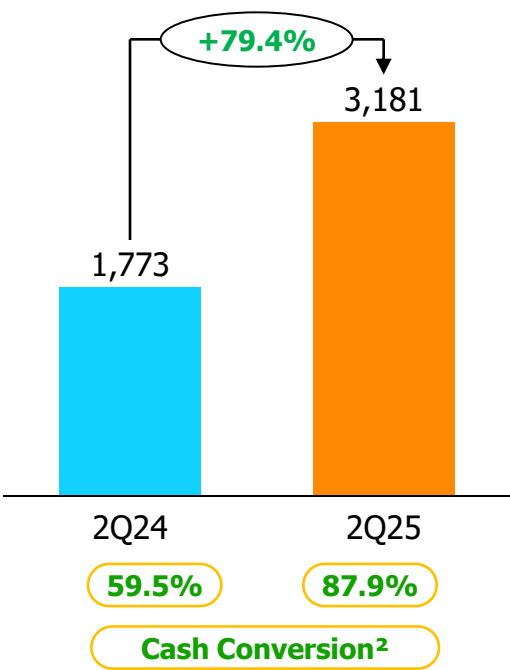
EBITDA<sup>1</sup>



Reported Net Income



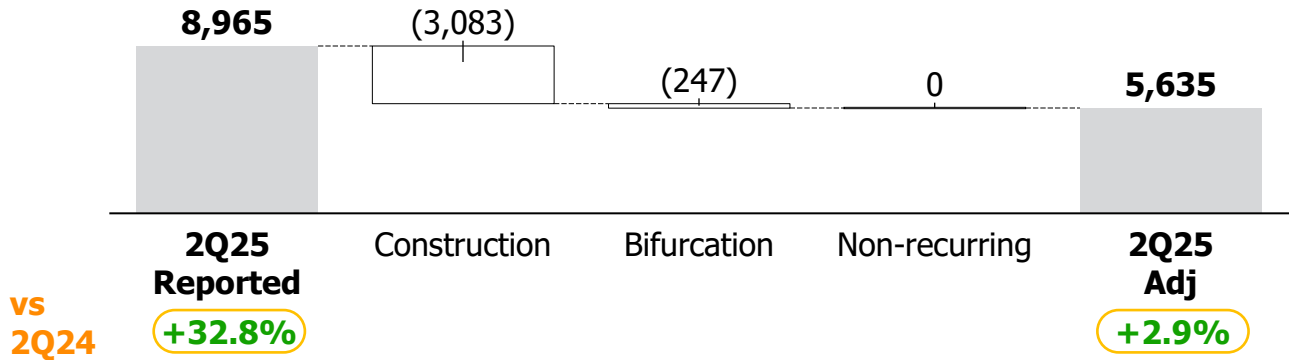
Cash Flow from Operations



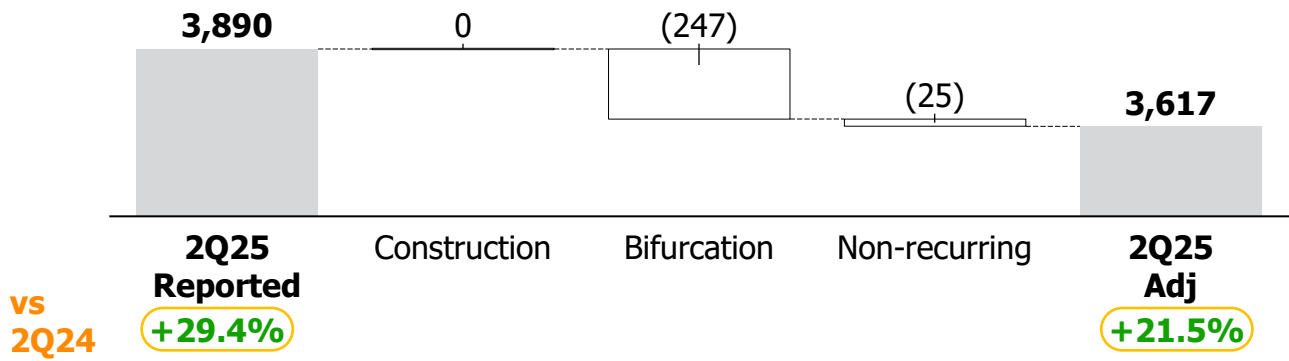
(1) Excluding non-recurring effects, construction and financial asset bifurcation – for a summary of adjustments, please refer to the appendix  
(2) Cash from operations over adjusted EBITDA, **excluding FAUSP**.

# FINANCIAL HIGHLIGHTS

## Reported x Adjusted Net Revenue



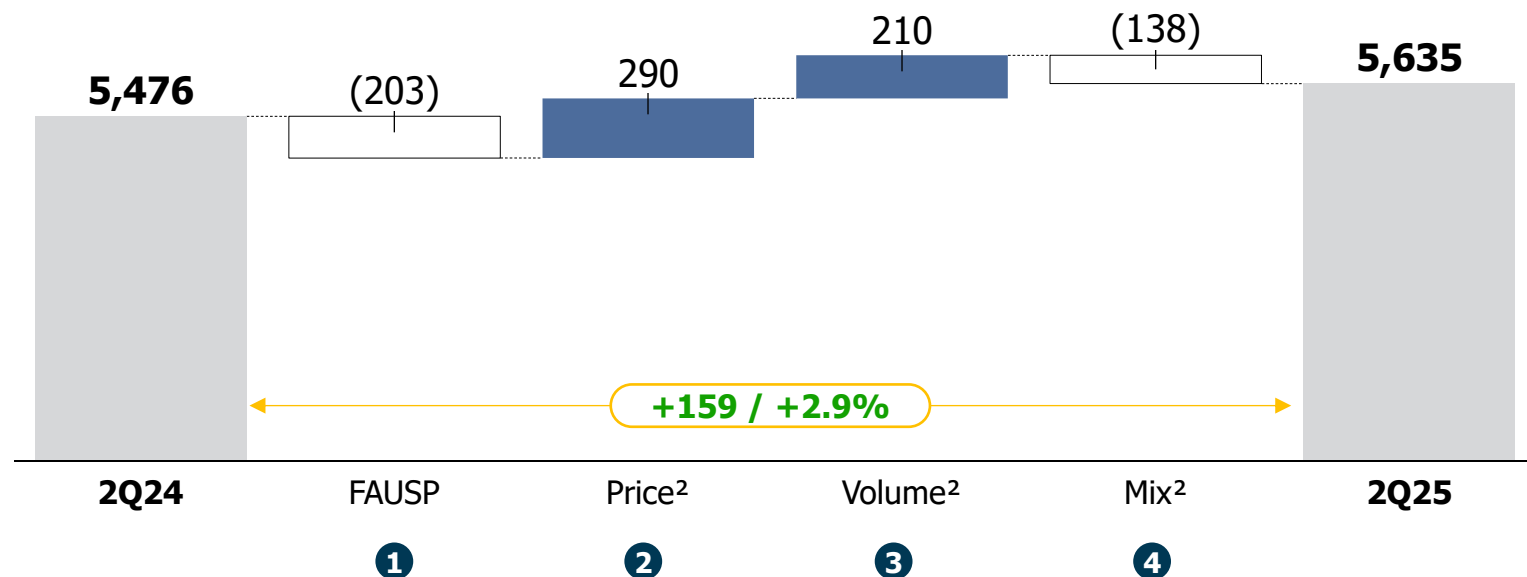
## Reported x Adjusted EBITDA



- Sales of debt payment (*Precatório*) 25M

# FINANCIAL HIGHLIGHTS

## 2Q25 Net Revenue<sup>1</sup> YoY

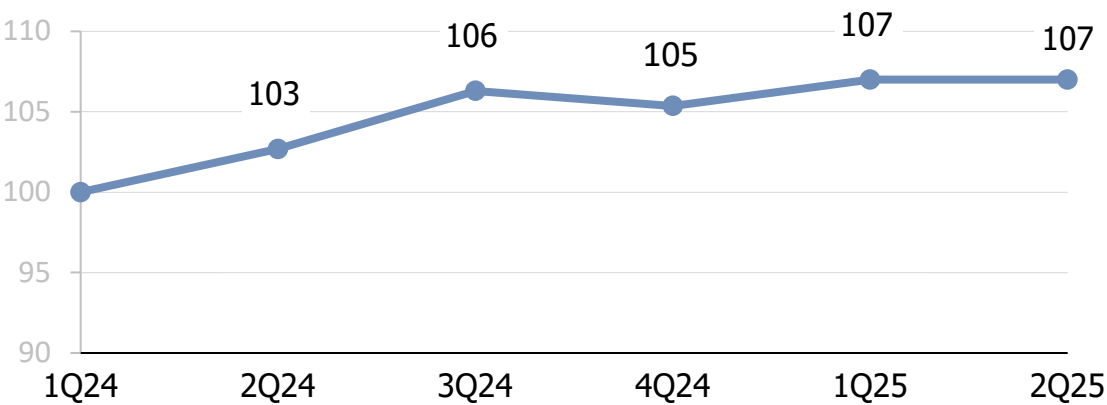


- ① FAUSP after privatization (Jul/24)
- ② +5%: (i) 2024 tariff cycle carryover and (ii) removal of discounts for large clients
- ③ +4%: (i) +2% consumption increase and (ii) new units +1.5%
- ④ Mainly explained by +764k residential connections with access to subsidized tariffs

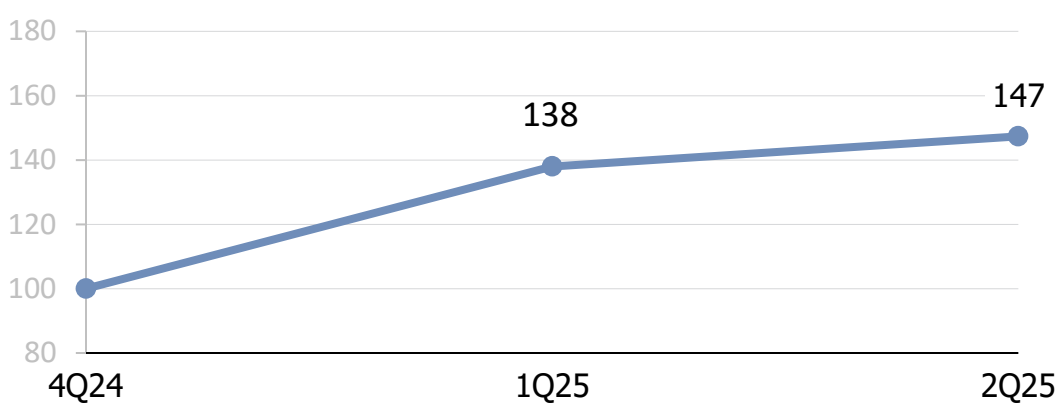
(1) Excluding non-recurring effects, construction and asset bifurcation;  
(2) Tariff;

# FINANCIAL HIGHLIGHTS: REVENUE DEEP DIVE

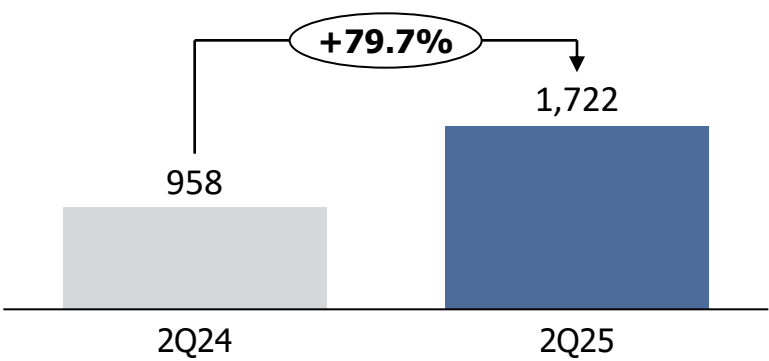
Total Price effect excl. category mix<sup>1</sup> (100 indexed) ②



Large Clients Price: *Demanda Firme* (100 indexed) ②



Units with access to subsidized Tariffs<sup>3</sup> (# thousands) ④



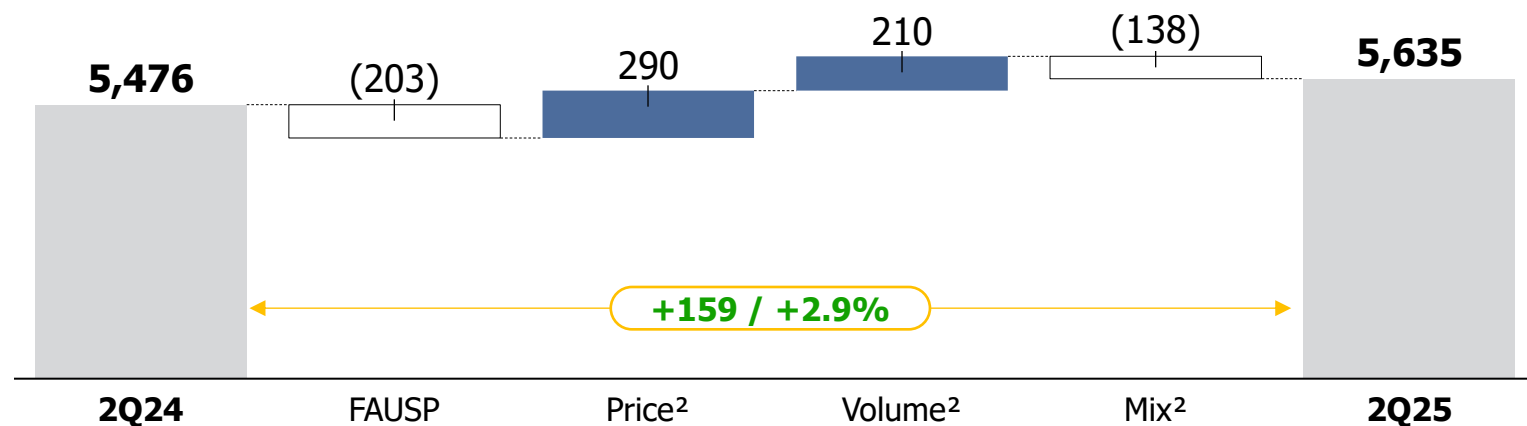
- ② Average price growth +5% YoY: (i) +179M 2024 tariff cycle carry-over and (ii) +111M removal of discounts for large clients
- ④ (138M) mix impact mainly from growth of residential units with access to subsidized tariffs CADÚNICO

(1) 1Q24 as a base for 100 index  
(2) 4Q24 as a base for 100 index  
(3) End of period

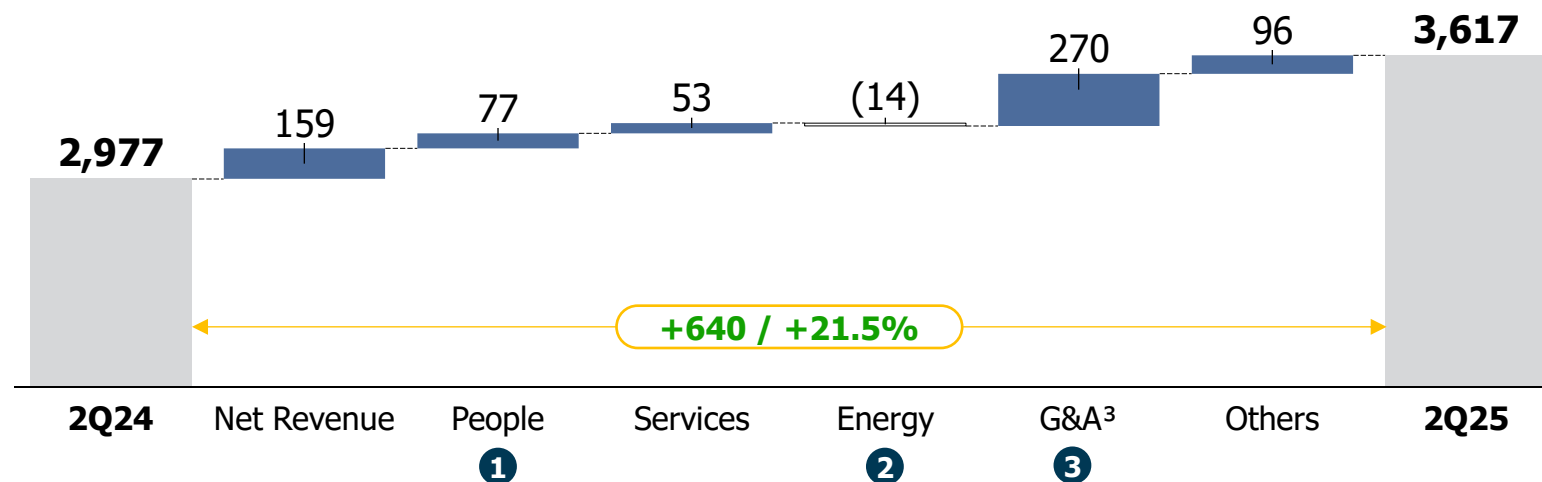


# FINANCIAL HIGHLIGHTS

## 2Q25 Net Revenue<sup>1</sup> YoY



## 2Q25 EBITDA<sup>1</sup> YoY

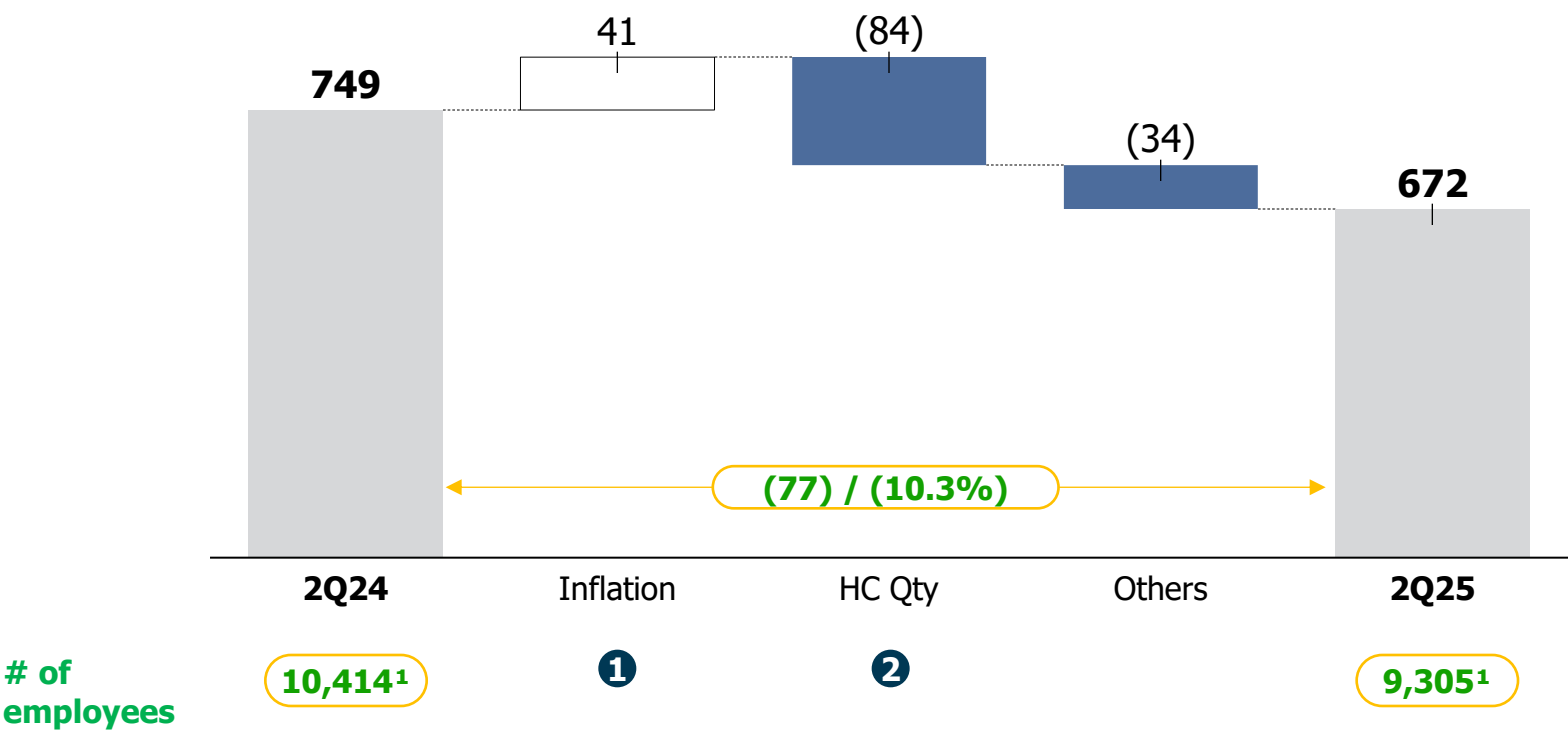


- ① (11%) employee reduction
- ② +3.7% YoY below inflation due to free market migration
- ③ Legal accruals reversal ~200M and prepayment of municipal funds (FMSAI) +96M in 2024

(1) Excluding non-recurring effects, construction and bifurcation;  
(2) Tariff;  
(3) G&A includes General, Administrative, Tax and Allowance for Doubtful Accounts;

# FINANCIAL HIGHLIGHTS: PERSONNEL DEEP DIVE

## 2Q25 Personnel YoY

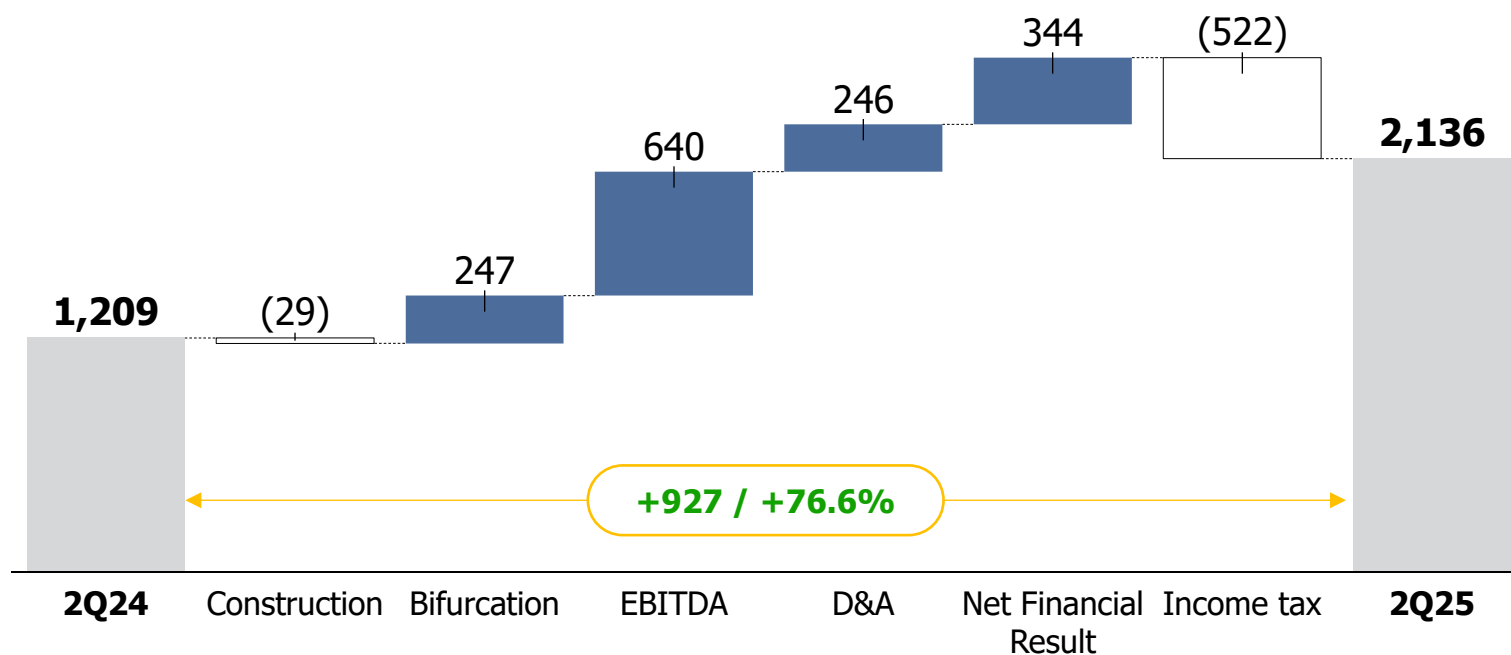


- ① +5.5% 2025 collective bargain (*dissídio*)
- ② (11%) in the number of employees in the period

(1) Average of each period

# FINANCIAL HIGHLIGHTS: NET INCOME

## 2Q25 Reported Net Income YoY



①

②

③

④

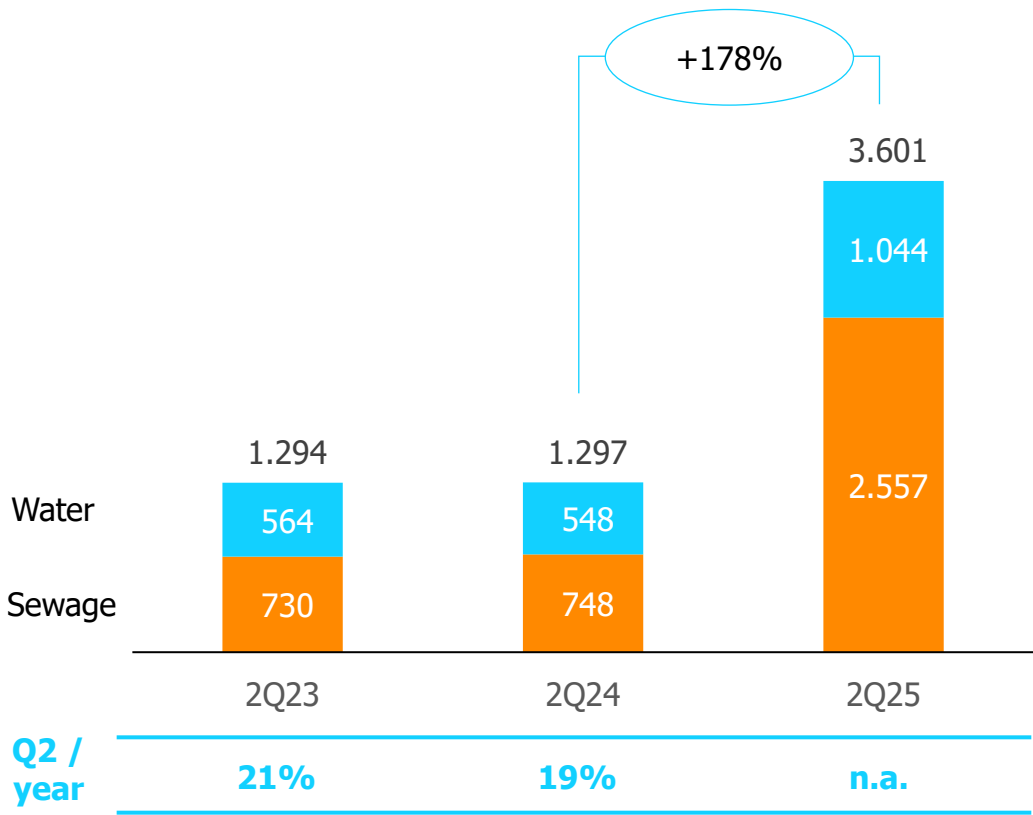
- ① Pretax gain from the bifurcation of the financial asset
- ② Lower amortization rate driven by the signature of the new concession agreement with URAE-1 in Jul/24
- ③ Legal accrual reversal impact on financial expense
- ④ Lapping PY ~31% Income Tax Rate



# FINANCIAL HIGHLIGHTS: CAPEX DEEP DIVE

## Capex (R\$ million)

Sequential acceleration: 26% increase vs. 1Q25

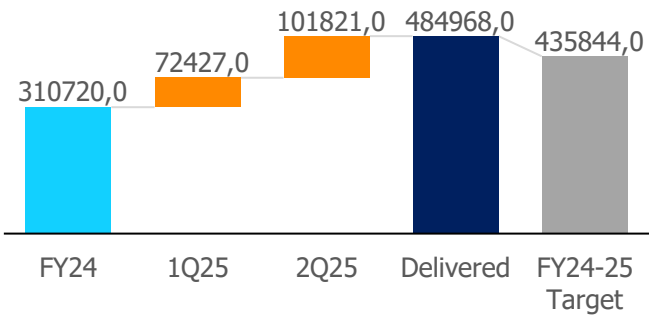


(1) Increment of residential units

## U-Factor<sup>1</sup> Attainment 2024 and 2025

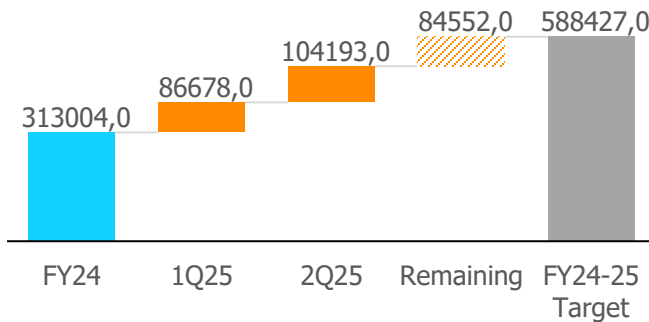
### "ICA" – New Water Units

111% of FY24-25 target achieved



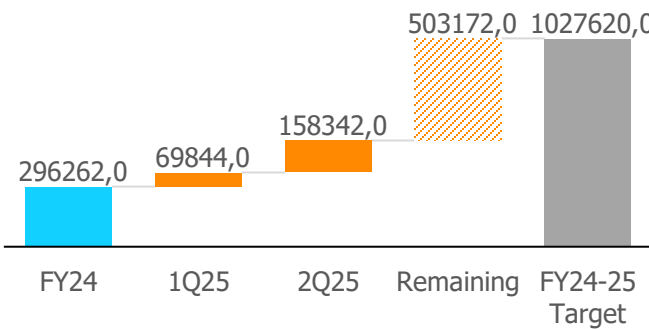
### "ICE" – New Sewage Units

86% of FY24-25 target achieved



### "IEC" – Units for Sewage Treatment

51% of FY24-25 target achieved





# FINANCIAL HIGHLIGHTS: CAPEX DEEP DIVE



## Main Capex Programs – 2025 – 2026

- 1 Integra Tietê 1<sup>st</sup> Stage – R\$ 9.5B
- 2 Coastal area works – R\$ 3.4B
- 3 São Paulo metropolitan region – R\$ 3.2B
- 4 Countryside works– R\$ 1.2B
- 5 “Nossa Guarapiranga” – R\$ 150M

 **+68%**  
in treatment capacity

 **+16.7 m<sup>3</sup>/s in the main system**

Sewage Treatment Station	Current Capacity (m <sup>3</sup> /s)	Future Capacity (m <sup>3</sup> /s)	Increase (m <sup>3</sup> /s)
Barueri	16.0	22.5	6.5
ABC	3.0	5.5	2.5
Parque Novo Mundo	2.5	6.2	3.7
São Miguel	1.5	5.5	4.0
Suzano	1.5	1.5	-
Total	24.5	41.2	16.7

BARUERI



PARQUE NOVO MUNDO



ABC

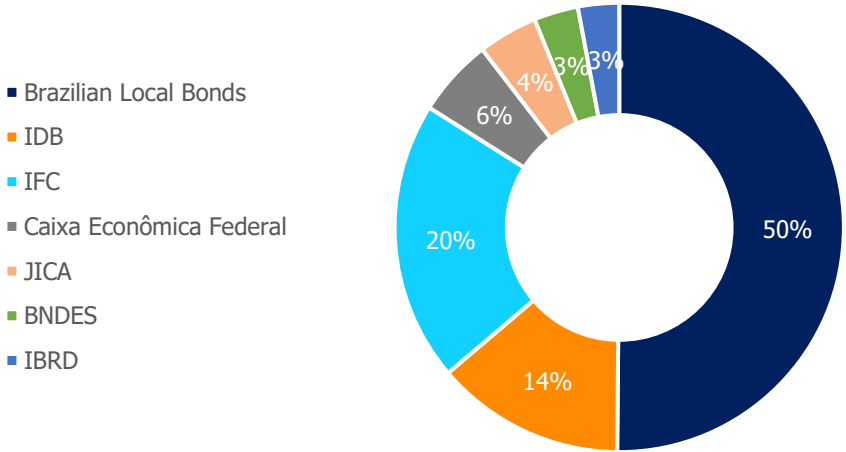


SÃO MIGUEL

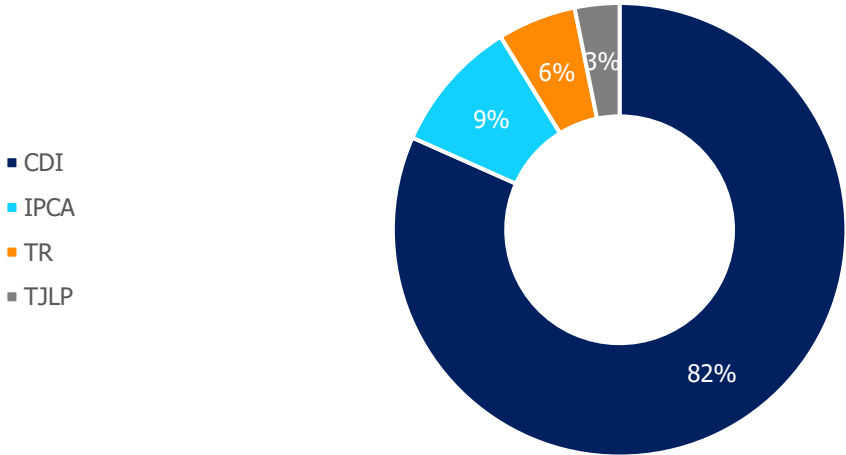


# FINANCIAL HIGHLIGHTS: DEBT DEEP DIVE

## Total Debt Breakdown<sup>1</sup>

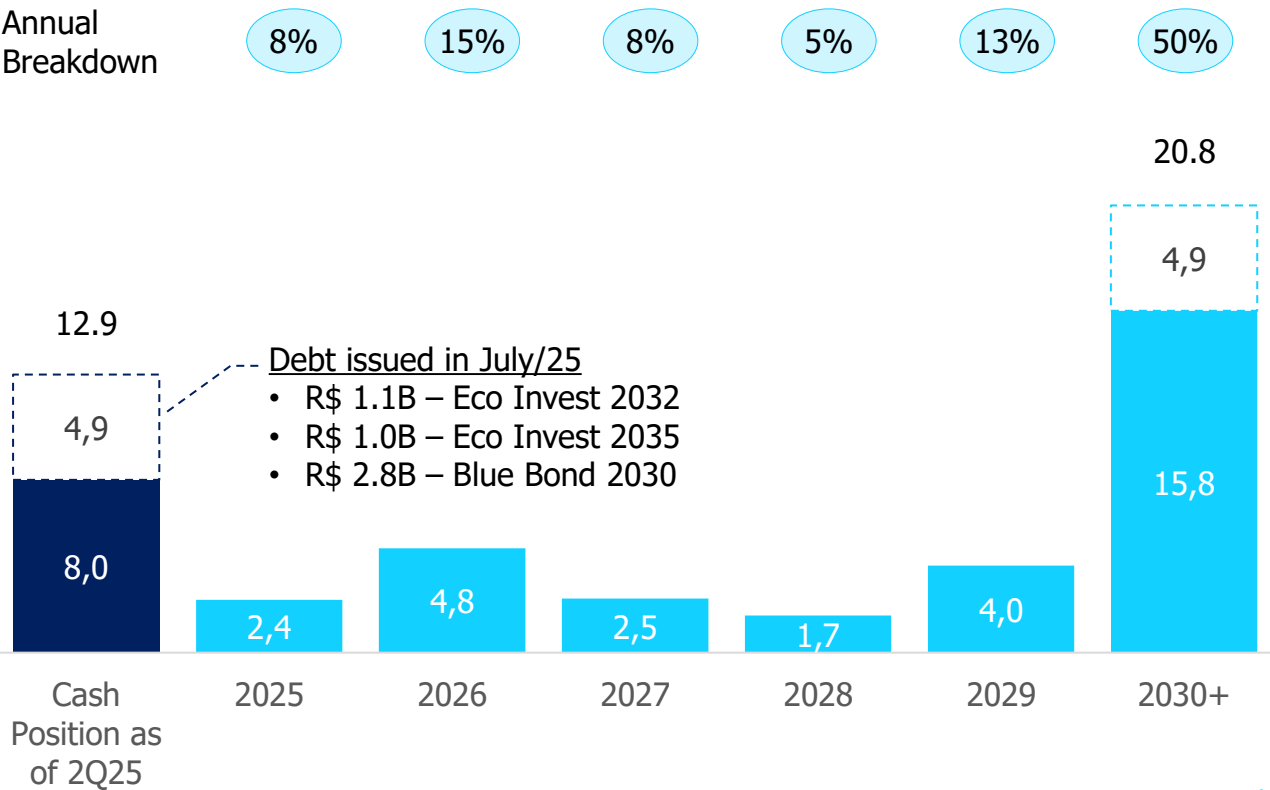


## Debt by Index<sup>1,2</sup>



## Debt Amortization (R\$ billion) and Annual Breakdown (%)

- R\$ 4.9B debt issued in July, with maturity in 5, 7 and 10 years
- 53% of debt (as of 30<sup>th</sup> June, 2025) maturing in 2030 onwards
- R\$ 12.9B cash on hand in Jul/25: more than the next 4 year amortization schedule

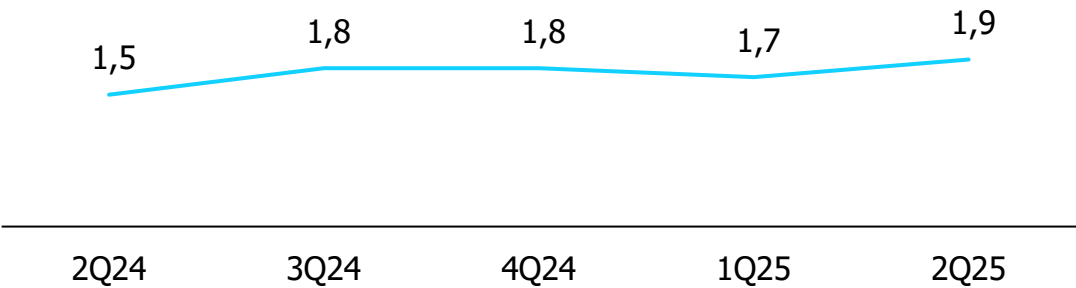


Notes: 1- Does not include c. R\$ 2 mm fixed-rate FEHIDRO financing 2- Considers post-swap exposure.

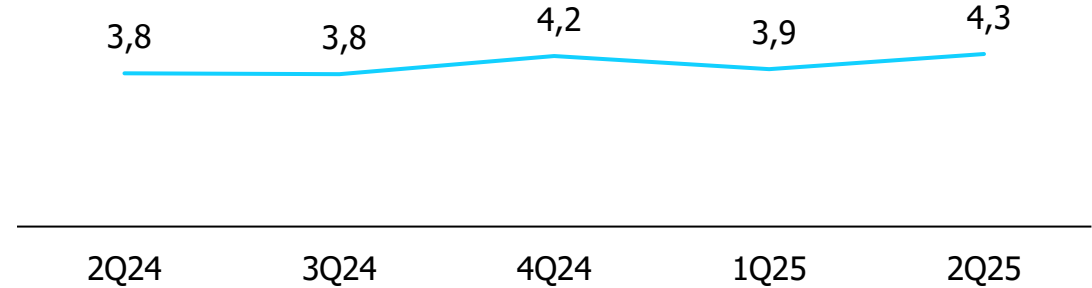


# FINANCIAL HIGHLIGHTS: KEY RATIOS

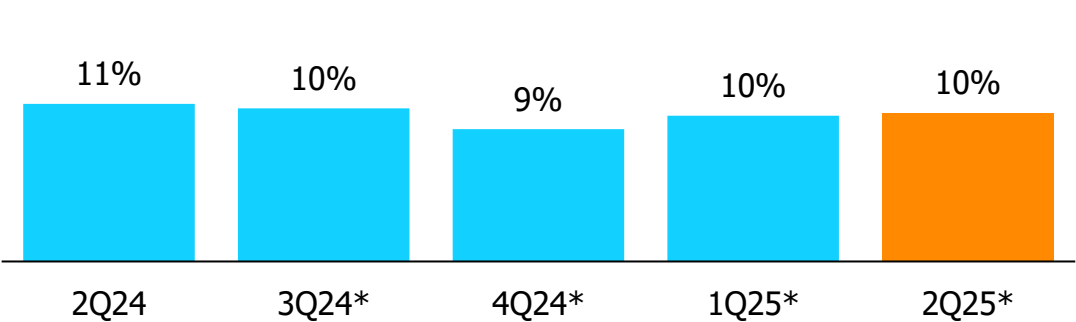
Net Debt/Adj. EBITDA\* - LTM



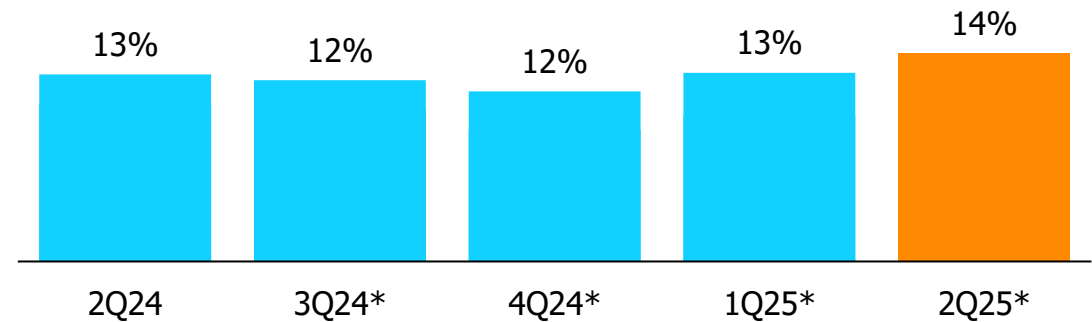
Adj. EBITDA/Financial Expense<sup>1</sup> - LTM



Return on Invested Capital (ROIC<sup>2</sup>) – LTM



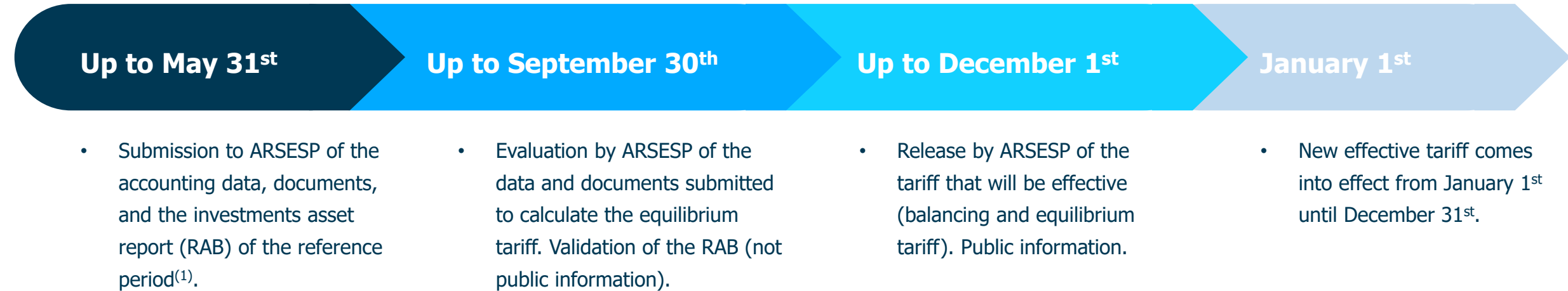
Return on Equity (ROE<sup>3</sup>) – LTM



(1) Cash Financial Expenses in last 12 months / Calculated according to CPCs/IFRS  
(2) ROIC = EBIT / Total Capitalization  
(3) ROE = Net income / Equity  
(\*) Excluding non-recurring effects, asset bifurcation and construction margin as reported

# TIMELINE OF THE ANNUAL TARIFF UPDATE

## Annual schedule for the first two tariff cycles



### Highlights

- Backward-looking methodology
- Equilibrium tariff (P0) will be calculated based on the reference market data from Jan to Dec/24 (considered restructured histogram)
- Recognition of annual investments in the RAB
- Operating costs are updated based on IPCA minus X Factor and cost drivers will be reassessed based on the applicable stage – water or sewage- and the intended purpose of each cost item
- Factors U and Q will not be applied to the 2025 tariff adjustment

Note: FAUSP = effective tariff (+/-) balancing tariff

(1) In 2025 the reference period was 2024



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# OUR FOCUS

## New Challenge

### Investment Program

- Early universalization
- New obligations (rural, informal)

### New Concession Agreement

- Regulatory "GAPs"
- Compliance with new obligations

## New Standard

### Operational Efficiency

- Quality/standardization
- Water resilience

### Commercial Efficiency

- "Revenue assurance"
- Customer Experience

### Financial Efficiency

- Cost/expense control
- Capital Structure



**People**



**Technology**



**Processes**



# SABESP UPDATE

## New Challenge

### Investment Program

### New Concession Agreement

## New Standard

### Operational Efficiency

### Financial Efficiency

### Commercial Efficiency



**Capex execution: R\$ 3.6B in 2Q25** (R\$ 10.6B LTM)



**Capex backlog: R\$ 35B** in 542 projects through 2029



**Large Clients Discounts:** 70% injunctions overruled in Sabesp's favor



**Smart meters project:** R\$ 3.8B investment



**Client services highlights (2Q25 vs. 2Q24):**

- **18% reduction in complaints about water shortage**
- **23% reduction in the number of water leaks reported by the population**
- **42% reduction in the average time for pavement restoration**



**32 Photovoltaic plants** with an installed capacity of 44MWp. Estimated efficiency gains of R\$ 44M/year



**Metering upgrade:** 225k new installed (+10% vs 1Q25)



**First company in Brazil to start operating with automatic PIX**



**Smart POS and Customer service via Whatsapp**



**ZBB Initiatives:**

- Standardization of global maintenance contracts
- Change of the legal strategy with implementation of settlements
- Chemicals use optimization
- Improvements on the water meter reading process
- Electromechanical pump replacement prioritization plan


# SABESP UPDATE





## Technology


### WhatsApp Sabesp


The first utility in the world using Meta technology to payments through WhatsApp





**Digital invoices** 

**2nd copy of invoice** 


**Facial authentication** 

**PIX and credit card payment** 

**Conversational AI service** 

**Much more** 

- Achievements in 60 days:

 **+3 million**  
conversations

 **+96 million** in  
collection

  
**4.52 average** in  
satisfaction survey

## Smart POS

- Avoids the immediate shut-off**
- Convenience at your doorstep
- Payment through **PIX and credit card up to 24 installments**
- Secure transaction**
- Fast service
- More inclusion





# PRIVATIZATION: YEAR ONE HIGHLIGHTS

1

## UNIVERSALIZATION TARGETS IN A FAST PACE

- New Water Units: 111% of FY25 target
- New Sewage Units: 86% of FY25 target
- Units for Sewage Treatment: 51% of FY25 target

2

## INCREASED ACCESS TO BASIC SANITATION

- +1.3M people with water access
- +1.4M people with sewage treatment

3

## JOB CREATION

- 7,500 new direct jobs in construction

4

## CITIZENSHIP AND DIGNITY

- 5M people benefited from social tariffs
- New social tariff: "Tarifa Social Paulista"

# AGENDA

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# Q&A





# APPENDIX





# Q2 REPORTED X ADJUSTED FIGURES

	2024	2025	2025 Adjustments				2025 adj	2024 adj	Δ	%
			Construction	Bifurcation	Non-recurring	Total Adjustments				
Revenue from Operations	5,933	6,187	-	-	-	-	6,187	5,933	254	4.3%
FAUSP	-	(203)	-	-	-	-	(203)	-	(203)	n.a.
Construction revenue	1,274	3,083	3,083	-	-	3,083	-	-	-	n.a.
Financial Asset	-	272	-	272	-	272	-	-	-	n.a.
<b>Gross Revenue</b>	<b>7,207</b>	<b>9,338</b>	<b>3,083</b>	<b>272</b>	<b>-</b>	<b>3,355</b>	<b>5,983</b>	<b>5,933</b>	<b>50</b>	<b>0.8%</b>
Sales Tax	(457)	(374)	-	(25)	-	(25)	(349)	(457)	109	(23.7)%
<b>Net Revenue</b>	<b>6,749</b>	<b>8,965</b>	<b>3,083</b>	<b>247</b>	<b>-</b>	<b>3,330</b>	<b>5,635</b>	<b>5,476</b>	<b>159</b>	<b>2.9%</b>
Construction cost	(1,245)	(3,083)	(3,083)	-	-	(3,083)	-	-	-	n.a.
Personnel	(749)	(672)	-	-	-	-	(672)	(749)	77	(10.3)%
General supplies	(85)	(39)	-	-	-	-	(39)	(85)	46	(54.2)%
Treatment supplies	(124)	(86)	-	-	-	-	(86)	(124)	39	(31.0)%
Services	(663)	(610)	-	-	-	-	(610)	(663)	53	(8.0)%
Energy	(387)	(401)	-	-	-	-	(401)	(387)	(14)	3.7%
General expenses	(414)	(15)	-	-	-	-	(15)	(414)	399	(96.5)%
Tax expenses	(19)	(24)	-	-	-	-	(24)	(19)	(5)	26.9%
Allowance for doubtful accounts	(72)	(187)	-	-	8	8	(195)	(72)	(124)	172.7%
Minority Interest	8	13	-	-	-	-	13	8	5	66.5%
Other revenues and expenses	7	29	-	-	17	17	12	7	6	80.9%
<b>EBITDA</b>	<b>3,006</b>	<b>3,890</b>	<b>0</b>	<b>247</b>	<b>25</b>	<b>272</b>	<b>3,617</b>	<b>2,977</b>	<b>640</b>	<b>21.5%</b>
Depreciation and Amortization	(789)	(543)	-	-	-	-	(543)	(789)	246	(31.2)%
<b>EBIT</b>	<b>2,217</b>	<b>3,346</b>	<b>0</b>	<b>247</b>	<b>25</b>	<b>272</b>	<b>3,074</b>	<b>2,188</b>	<b>886</b>	<b>40.5%</b>
Net financial result	(462)	(118)	-	-	-	-	(118)	(462)	344	(74.4)%
<b>EBT</b>	<b>1,755</b>	<b>3,228</b>	<b>0</b>	<b>247</b>	<b>25</b>	<b>272</b>	<b>2,956</b>	<b>1,726</b>	<b>1,230</b>	<b>71.2%</b>
Income tax	(545)	(1,092)	(0)	(84)	(9)	(92)	(999)	(535)	(464)	86.6%
<b>Net income</b>	<b>1,209</b>	<b>2,136</b>	<b>0</b>	<b>163</b>	<b>17</b>	<b>180</b>	<b>1,956</b>	<b>1,191</b>	<b>766</b>	<b>64.3%</b>

# OPERATIONAL DATA

Water	KPI <sup>2</sup>	Measure <sup>1</sup>	2015	2016	2017	2018	2019	2020	2021	2022	2023	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
	Active connections	[Qty]	7,553	7,722	7,859	7,992	8,725	9,098	9,256	9,348	9,431	9,437	9,434	9,444	9,487	9,491	9,506
	Active units (economies)	[Qty]	10,601	10,841	11,039	11,233	12,224	12,673	12,658	12,898	13,071	13,103	13,126	13,170	13,233	13,272	13,008
	Production Total Volume	[m³]	2,467	2,696	2,783	2,800	2,871	2,907	2,872	2,864	2,946	784	776	775	792	822	814
	Production Metropolitan Volume	[m³]	1,641	1,849	1,913	1,920	1,968	1,984	1,945	1,943	2,043	527	531	530	537	556	560
	Production Others Volume	[m³]	825	847	871	879	904	922	927	921	903	257	245	245	255	266	254
	Billed Volume	[m³]	1,914	1,990	2,076	2,108	2,113	2,159	2,155	2,178	2,236	579	574	568	579	585	580
	Measured Volume	[m³]	1,615	1,693	1,782	1,809	1,799	1,840	1,876	1,810	1,911	491	488	475	485	498	483
Sewage	Active connections	[Qty]	6,273	6,445	6,589	6,735	7,448	7,705	7,891	8,026	8,132	8,144	8,150	8,164	8,203	8,219	8,239
	Active units (economies)	[Qty]	9,068	9,329	9,545	9,761	10,727	11,046	11,078	11,377	11,581	11,620	11,656	11,701	11,762	11,828	11,890
	Treated Volume	[m³]	834	924	1,004	1,000	1,075	1,189	1,153	1,180	1,188	364	330	319	329	303	287
	Billed Volume	[m³]	1,481	1,552	1,617	1,641	1,767	1,840	1,855	1,905	1,968	510	506	502	511	516	518
	Measured Volume	[m³]	1,231	1,304	1,371	1,390	1,502	1,567	1,614	1,584	1,698	432	430	421	428	440	430

(1) The quantities are in the thousands.  
(2) The data includes Olímpia and Mauá.

# CONSUMPTION BY CATEGORY (1/2)

Histogram	Billed Volume (millions of m³)			Average Tariff (R\$/m³)			
	Category	2Q25	2Q24	%	2Q25	2Q24	%
	Residential	931	921	1,1	4,01	4,06	(1,3)
	Commercial	100	94	6,1	14,01	13,85	1,2
	Industrial	18	18	0,9	18,26	15,58	17,2
	Total Retail	1.049	1.033	1,6	5,21	5,16	1,0
	Wholesale	13	17	(21,4)	2,77	2,35	17,6
	Others¹	36	29	24,5	14,74	17,64	(16,5)
	Total	1.099	1.080	1,7	5,49	5,44	0,9

(1) Others consider own and public buildings

# CONSUMPTION BY CATEGORY (2/2)



Average consumption per month<sup>1</sup>

		Volume [m³] / Unit [Qty]			
Evolution Consumption [m³/qty]	Measure	2Q 22	2Q 23	2Q 24	2Q 25
	Total <sup>3</sup> [m³ / Qty]	14.19	14.38	14.62	14.62
	Residential [m³ / Qty]	13.13	13.24	13.47	13.47
	Industrial [m³ / Qty]	19.01	19.97	20.67	21.12
	Commercial [m³ / Qty]	48.69	49.64	52.75	54.19
	Others <sup>2</sup> [m³ / Qty]	65.93	67.34	66.78	62.18
Var. Yoy [%]	Total <sup>3</sup> [m³ / Qty]	-	1.3%	1.7%	0.0%
	Residential [m³ / Qty]	-	0.9%	1.7%	0.0%
	Industrial [m³ / Qty]	-	5.0%	3.5%	2.2%
	Commercial [m³ / Qty]	-	2.0%	6.3%	2.7%
	Others <sup>2</sup> [m³ / Qty]	-	2.1%	(0.8%)	(6.9%)

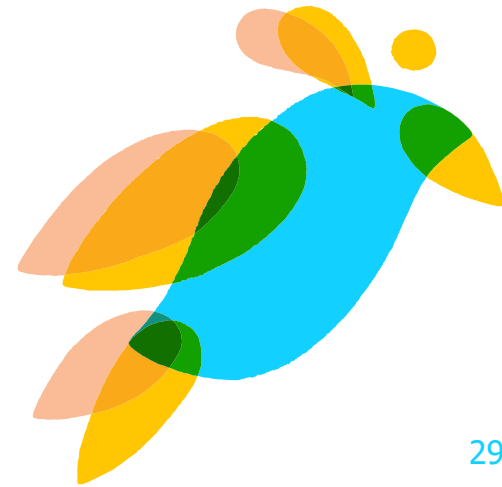
(1) Monthly average billed volume divided by billed units in the period  
(2) It considers the categories wholesale, own buildings and public  
(3) Not considering Olimpia



# CAPEX RECONCILIATION

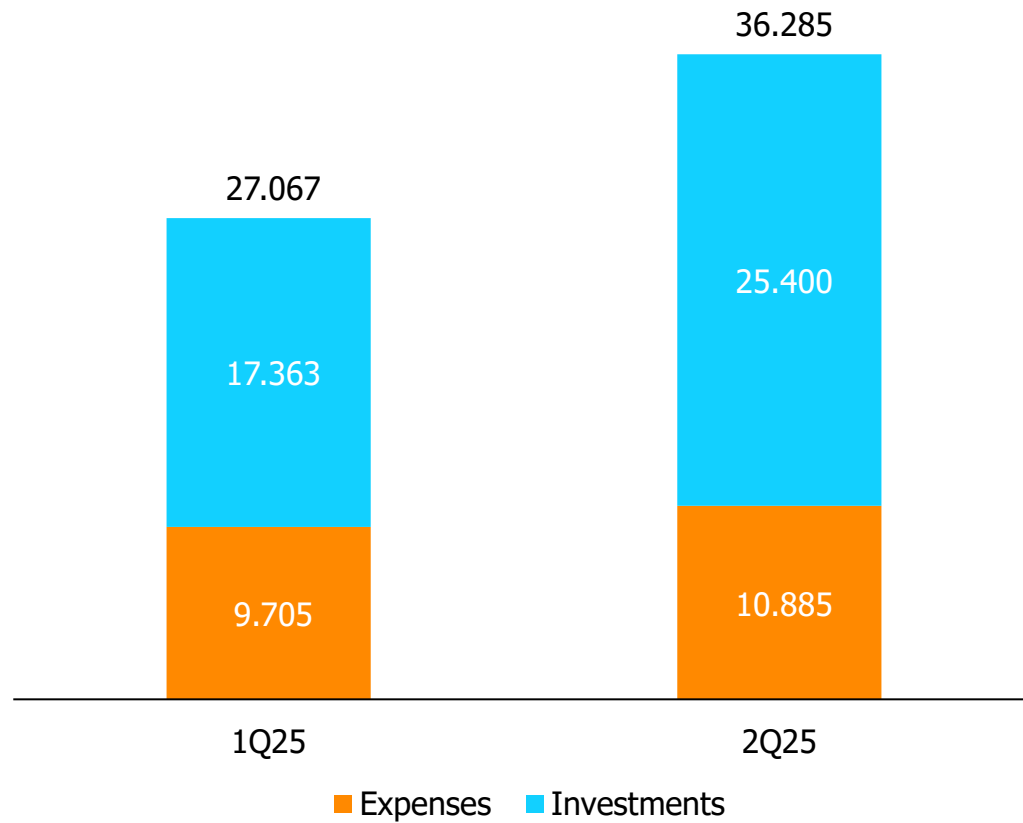
**2Q25** (In R\$ million)

	1Q25	2Q25	1H25	Source:
Contract asset additions (1)	2,789	3,574	6,363	Note 13 (Additions)
Intangible additions (2)	1	1	2	Note 14 b (Additions)
Non-cash items	-1,301	728	-573	Note 34
<b>Intangible and Contract Assets Additions ar per Cash Flows</b>	<b>1,489</b>	<b>4,302</b>	<b>5,792</b>	<b>Note 34</b>
PP&E (3)	61	26	87	Note 16 b (Additions)
<b>Total Capex Release (1+2+3)</b>	<b>2,851</b>	<b>3,601</b>	<b>6,452</b>	



# COMMITMENTS

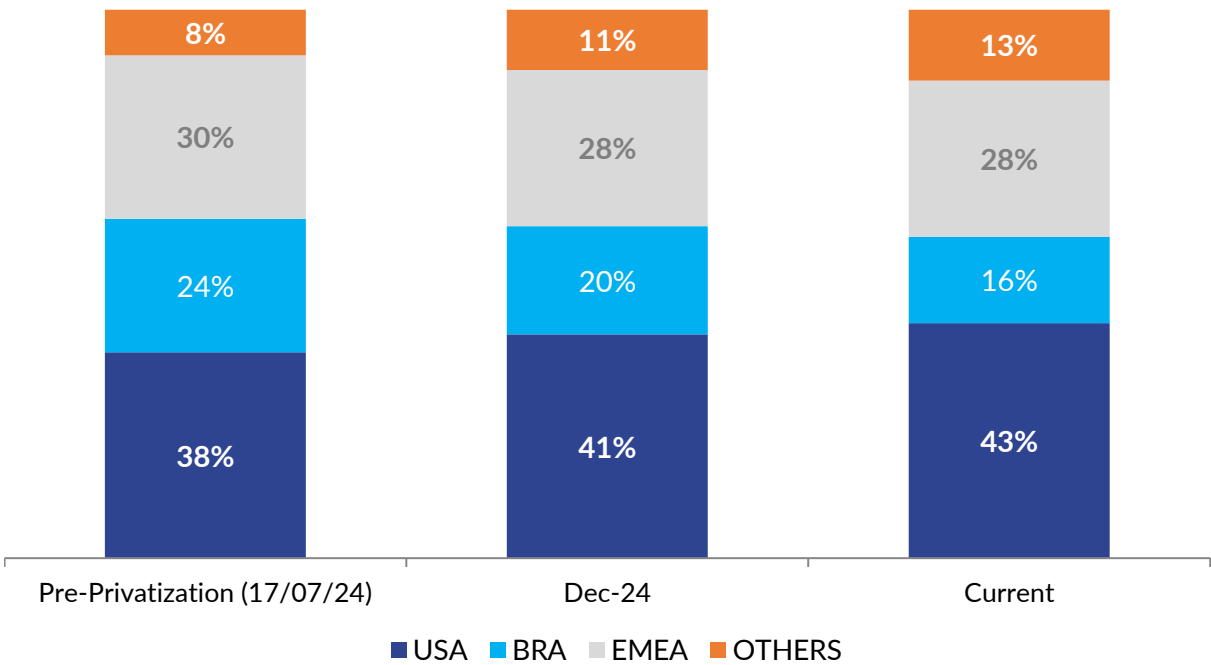
## Contractual Obligations up to 2029 (In R\$ million)



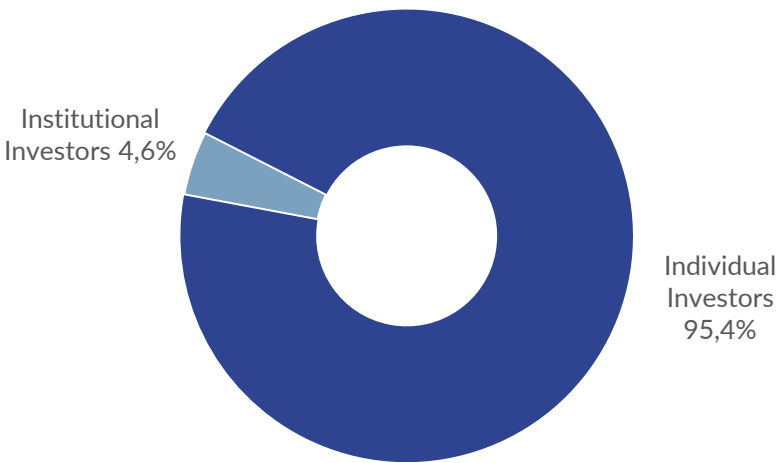
# SHAREHOLDERS BREAKDOWN

Data base: 24/07/2025

Free Float per Region (% of float shares)



Free Float per Profile (# of investors)



Free Float per Profile (% of float shares)

