



sabesp

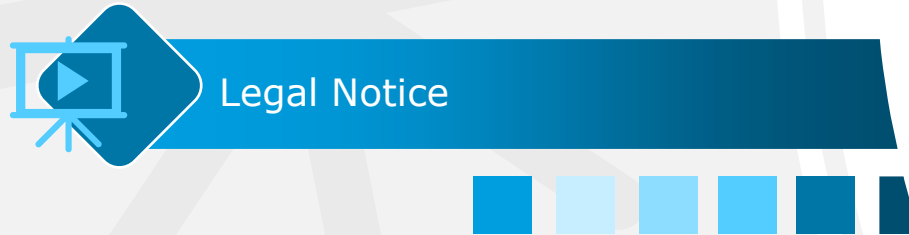
CONFERENCE

2020

Economic-Financial and Investor Relations Office

MARCH 30, 2021



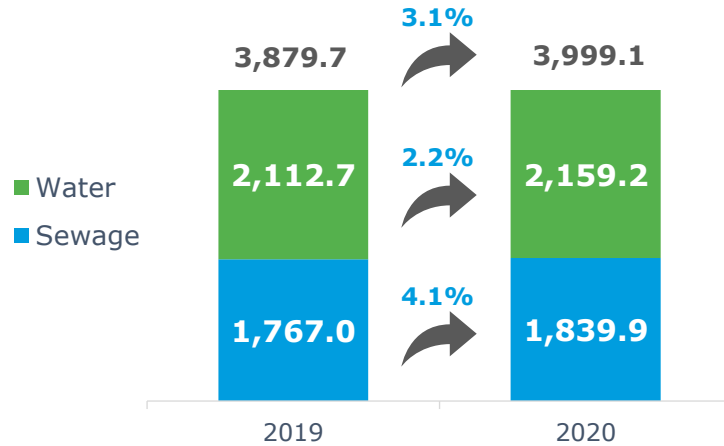
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## Legal Notice

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.

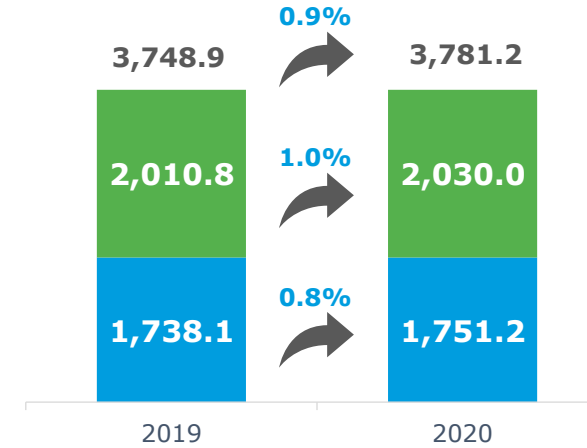
# BILLED VOLUME INCLUDING WHOLESALE (MILLION M<sup>3</sup>)

## VOLUME SABESP TOTAL

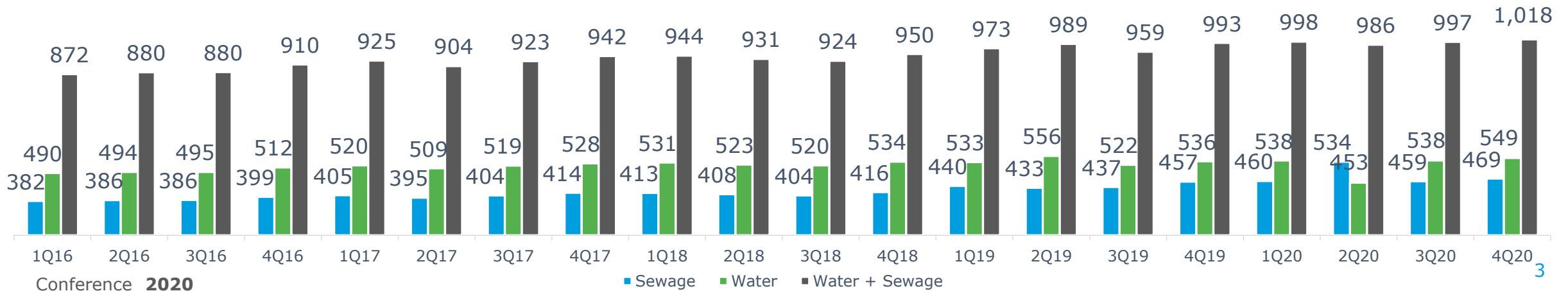


## VOLUME SABESP TOTAL

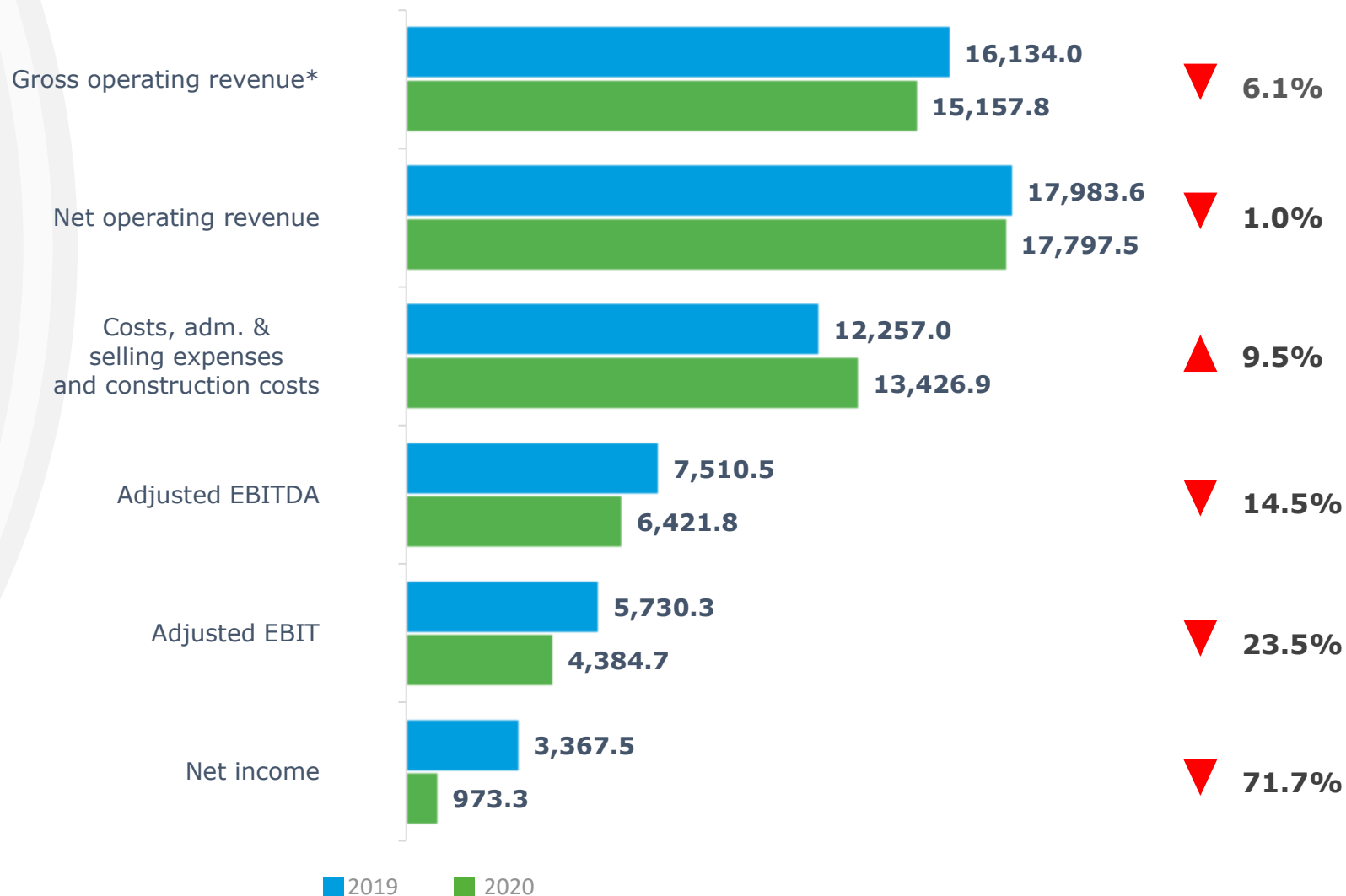
(-) Santo André/Mauá  
(-) "Residencial Social"/"Favela"



## HISTORICAL BILLED VOLUME

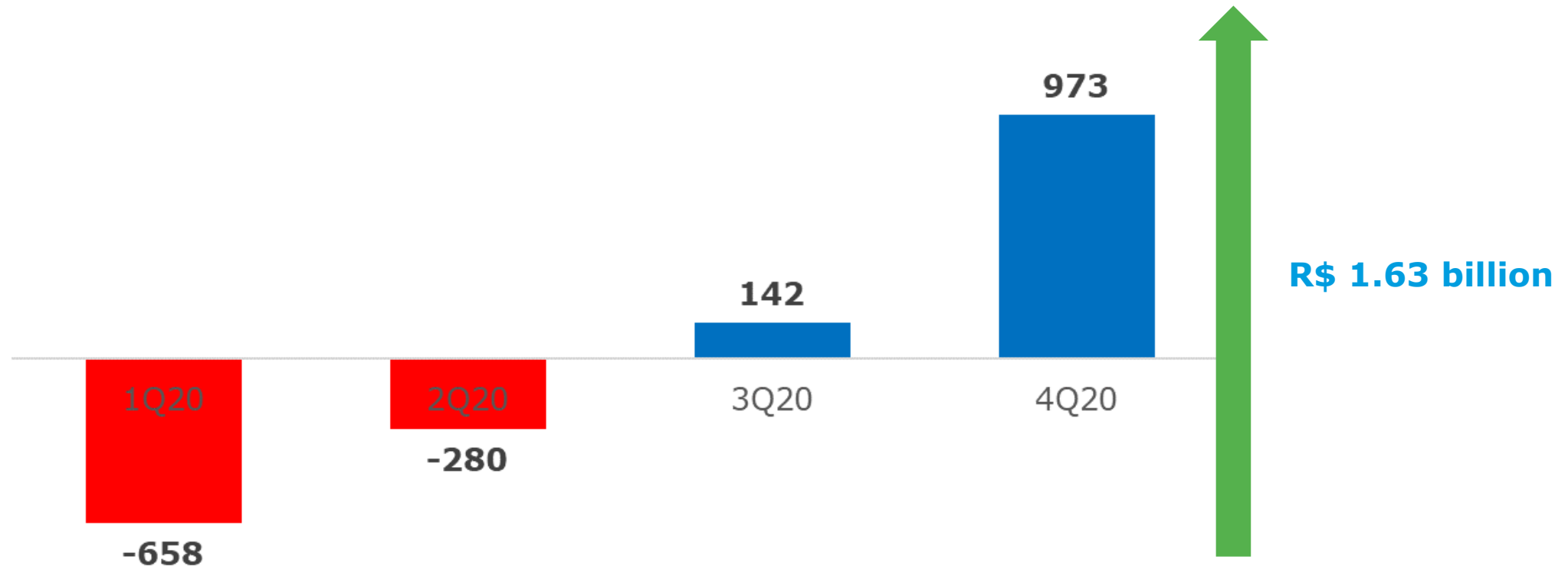


# FINANCIAL HIGHLIGHTS (R\$ MILLION)



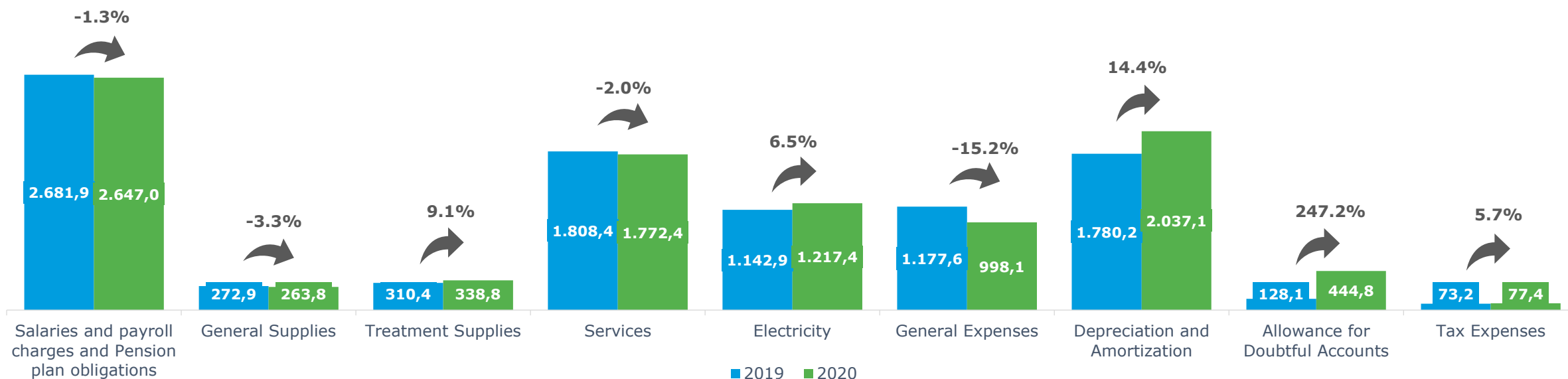
(\*) Does not include construction revenue

# ACCUMULATED RESULT (R\$ MILLION)



# COSTS AND EXPENSES (R\$ MILLION)

Costs and expenses in 2019\*: R\$ 9,375.6  
 Costs and expenses in 2020\*: R\$ 9,796.8 **↑ 4.5%**  
 \*Excluding construction costs



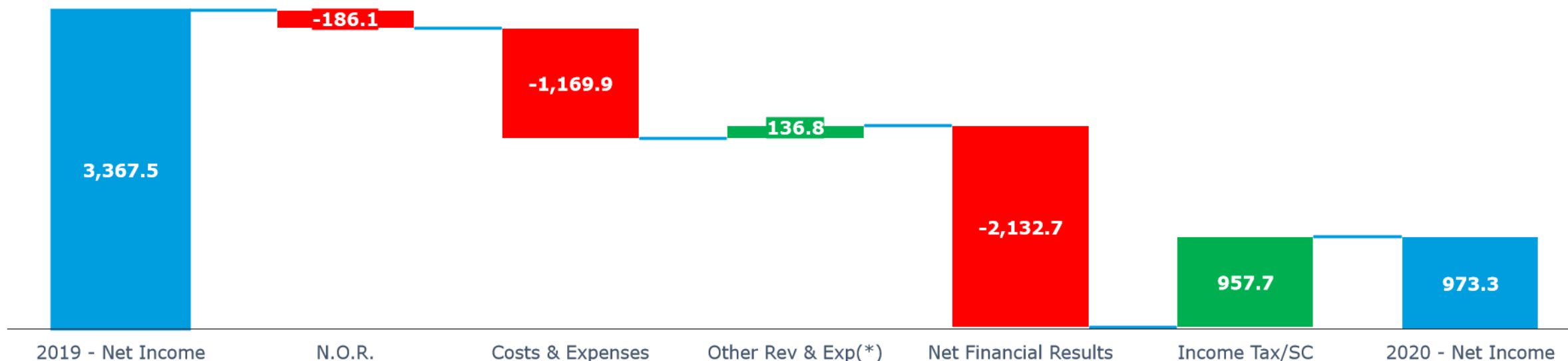
## %Net Revenue in 2019

14.9%	1.5%	1.7%	10.1%	6.4%	6.5%	9.9%	0.7%	0.4%
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## %Net Revenue in 2020

14.9%	1.5%	1.9%	10.0%	6.8%	5.6%	11.4%	2.5%	0.4%
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# FINANCIAL PERFORMANCE (R\$ MILLION)

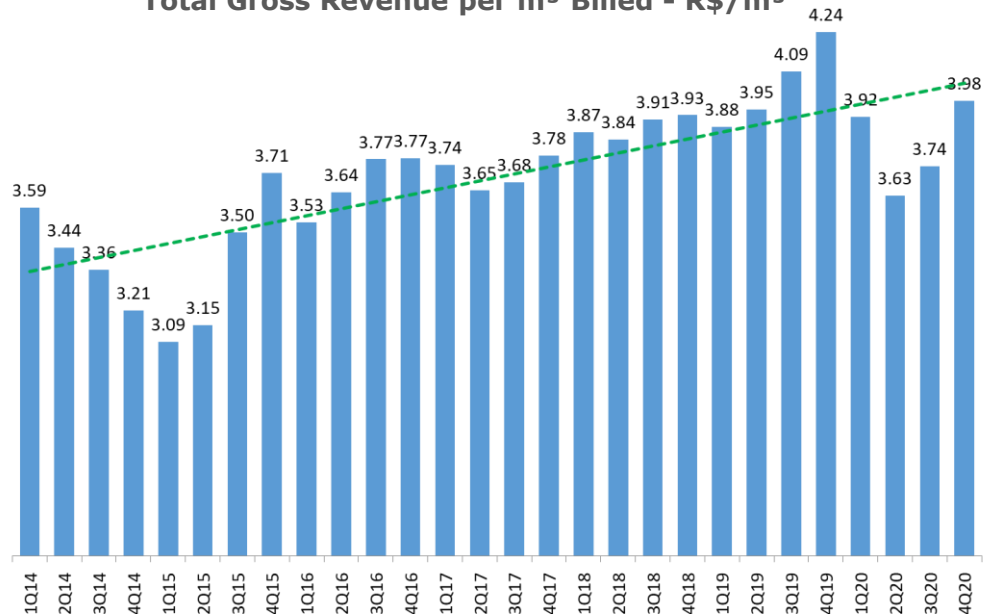


	2020	2019	Variation
<b>Net Income 2019</b>			<b>3.367.5</b>
Net Operating Revenue	17,797.5	17,983,6	<b>(186.1)</b>
Costs & Expenses	(13,426.9)	(12,257.0)	<b>(1,169.9)</b>
Other Revenue & Expenses (*)	(121.8)	(15.0)	<b>136.8</b>
Net Financial Result	(3,166.4)	(1,033.7)	<b>(2,132.7)</b>
Income Tax & Social Contribution	(352.7)	(1,310.4)	<b>957.7</b>
<b>Net Income 2020</b>			<b>973.3</b>

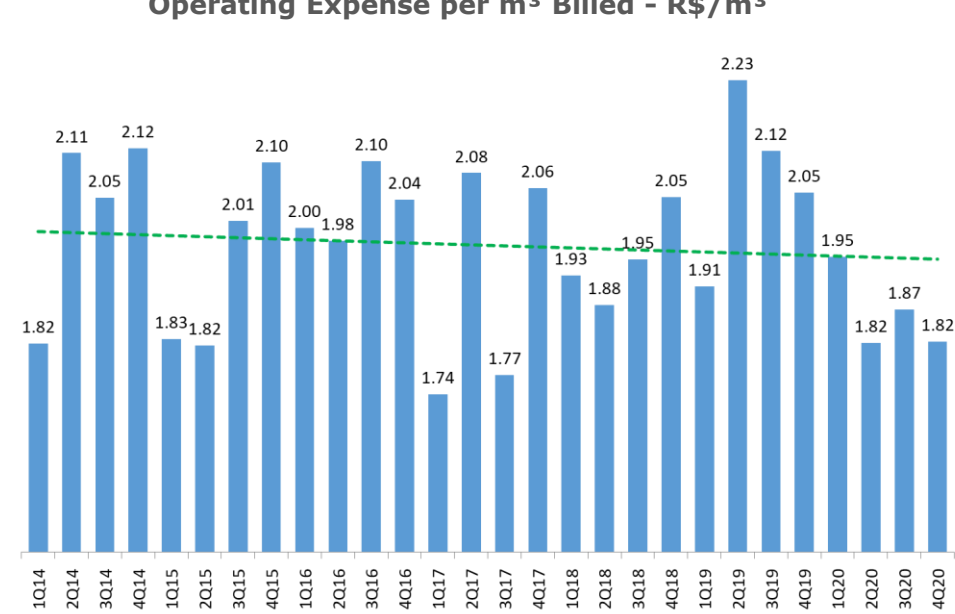
(\*) Includes equity results

# MANAGEMENT'S INDICATORS (UPDATED BY IPCA)

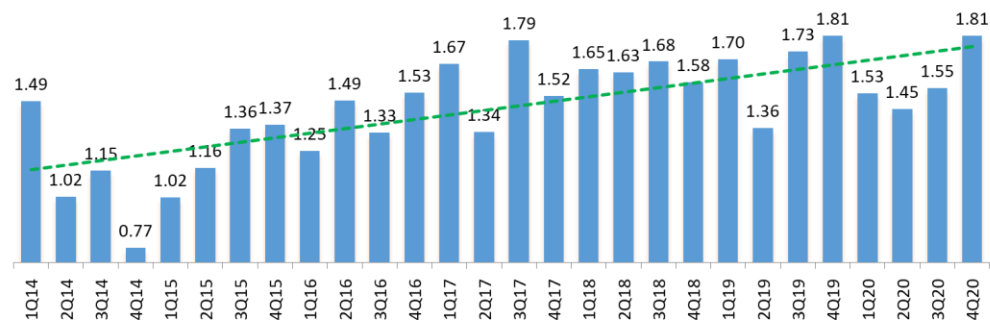
**Total Gross Revenue per m<sup>3</sup> Billed - R\$/m<sup>3</sup>**



**Operating Expense per m<sup>3</sup> Billed - R\$/m<sup>3</sup>**



**EBITDA per m<sup>3</sup> Billed - R\$/m<sup>3</sup>**



In the graph **Total Gross Revenue per m<sup>3</sup> billed** and **EBITDA per billed m<sup>3</sup>** were not considered the following non-recurring events:

- 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
- R\$195 million referring to agreement with Mauá in 2Q20

In the graph **Operating Expense per m<sup>3</sup> Billed**, were considered: personnel, general supplies, treatment materials, services, electricity, general expenses and tax

In the graph **EBITDA per billed m<sup>3</sup>**, were also not considered the following reversal of expenses:

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

## CAPEX – ACCOUNTING X CASH (R\$ MILLION)

CAPEX – ACCOUNTING	2020	2019	VAR.	CAPEX – CASH	2020	2019	VAR.
Executed	4,380	5,068	(688)	Executed	3,300	3,195	105
Agreement with Santo André	-	1,337	(1,337)	Projected	3,481	3,505	(24)
Agreement with Mauá	281	-	281	<b>Difference</b>	<b>(181)</b>	<b>(310)</b>	<b>-</b>
<b>Total Executed Adjusted</b>	<b>4,099</b>	<b>3,731</b>	<b>368</b>				

### 2021 – 2025 CAPEX PLAN (Cash)

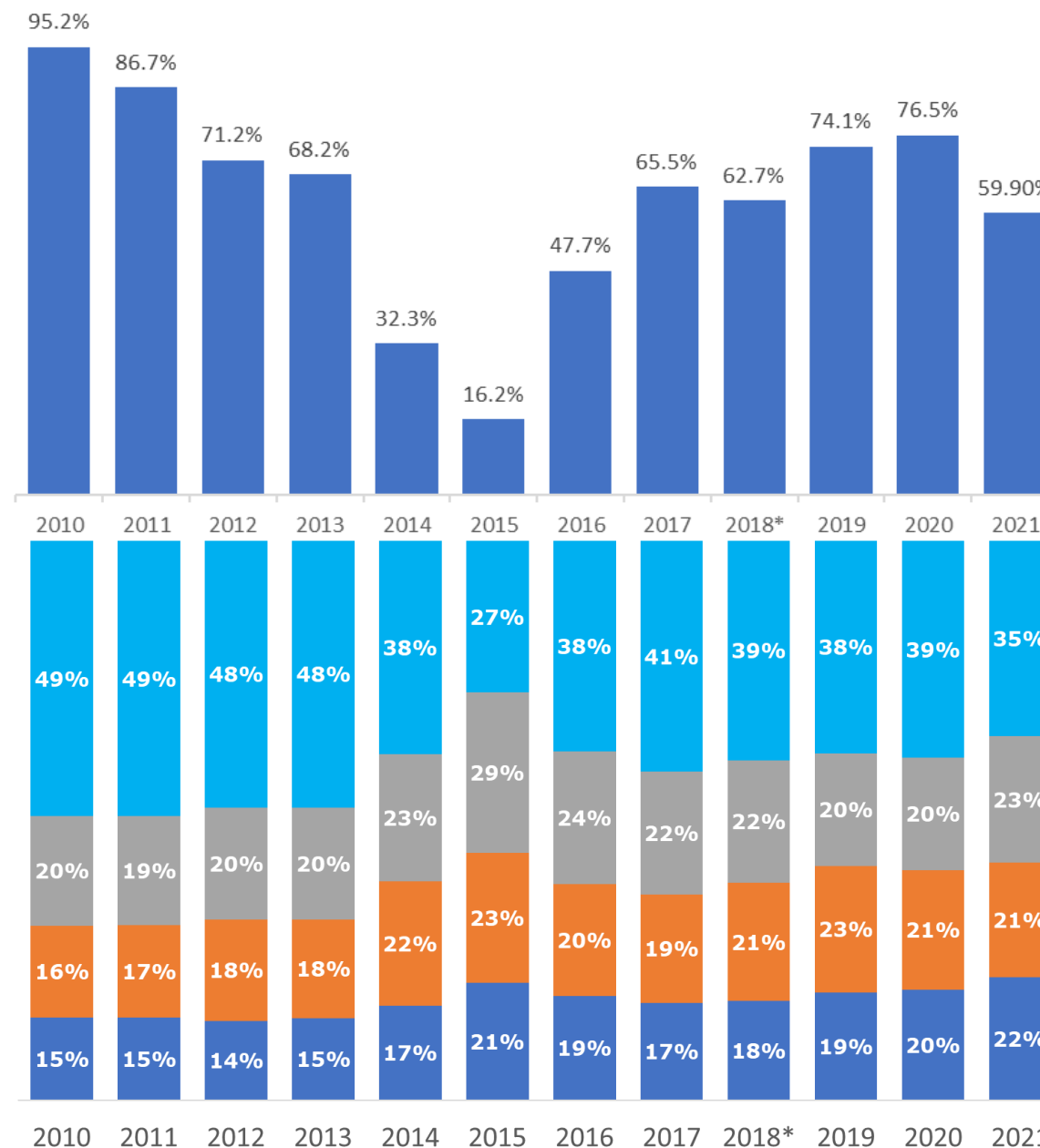
	2021	2022	2023	2024	2025	TOTAL
Water Supply	1,753	1,555	1,516	1,694	1,648	8,166
Sewage Collection	1,831	2,084	2,197	2,079	1,874	10,065
Sewage Treatment	587	561	472	405	712	2,737
<b>Total</b>	<b>4,171</b>	<b>4,200</b>	<b>4,185</b>	<b>4,178</b>	<b>4,234</b>	<b>20,968</b>

# 3rd ORDINARY TARIFF REVISION AND REVISION OF THE TARIFF STRUCTURE

✓ Release of the Preliminary Technical Note: Calculation of P0 / X Factor and Tariff Structure Proposal	February 09
✓ Public Hearing - Calculation of P0/ X Factor	February 25
✓ Public Hearing - Tariff Structure Proposal	March 08
✓ Sabesp's Contribution - Calculation of P0 / X Factor	March 08
✓ Sabesp's Contribution - Tariff Structure Proposal	March 10
Release of the Detailed Report, Final Technical Note and Resolution of the P0 and of the Tariff Structure	<b>April 09</b>

# RESERVOIRS VOLUME

## Volume (%) of SPMR's Reservoirs in March



## Average Production (%) per Water Systems

\*Start-up of operation of São Lourenço Production System and Jaguari-Atibainha interconnection

Source: Boletim Diário dos Mananciais – MAR (<http://mananciais.sabesp.com.br/Boletins>)

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