



sabesp

CONFERENCE

1Q21

Economic-Financial and Investor Relations Office

MAY 18, 2020



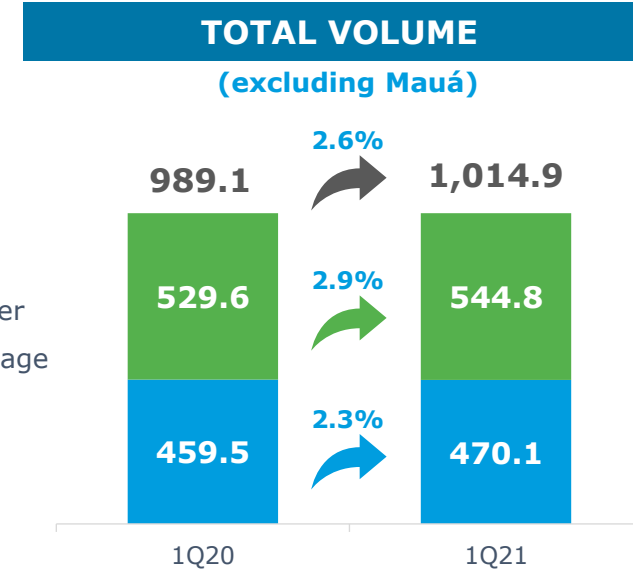
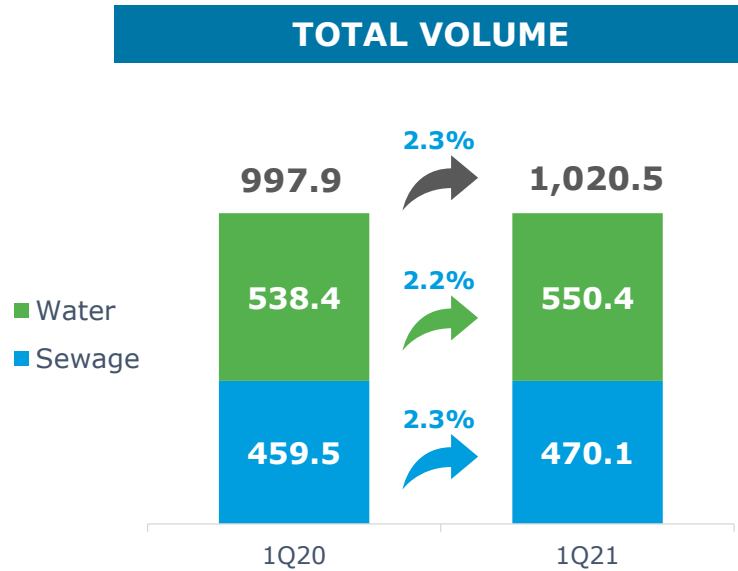


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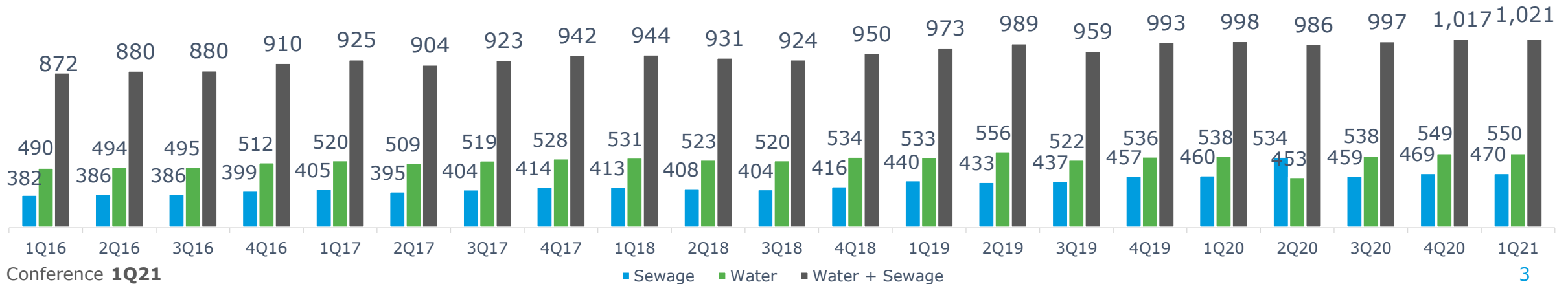


This presentation may contain forward-looking statements referring to Sabesp's business outlook, operating and financial estimates and growth prospects. These are only projections and, as such, they are exclusively based on the expectation of Sabesp's management team in relation to the future of the 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.

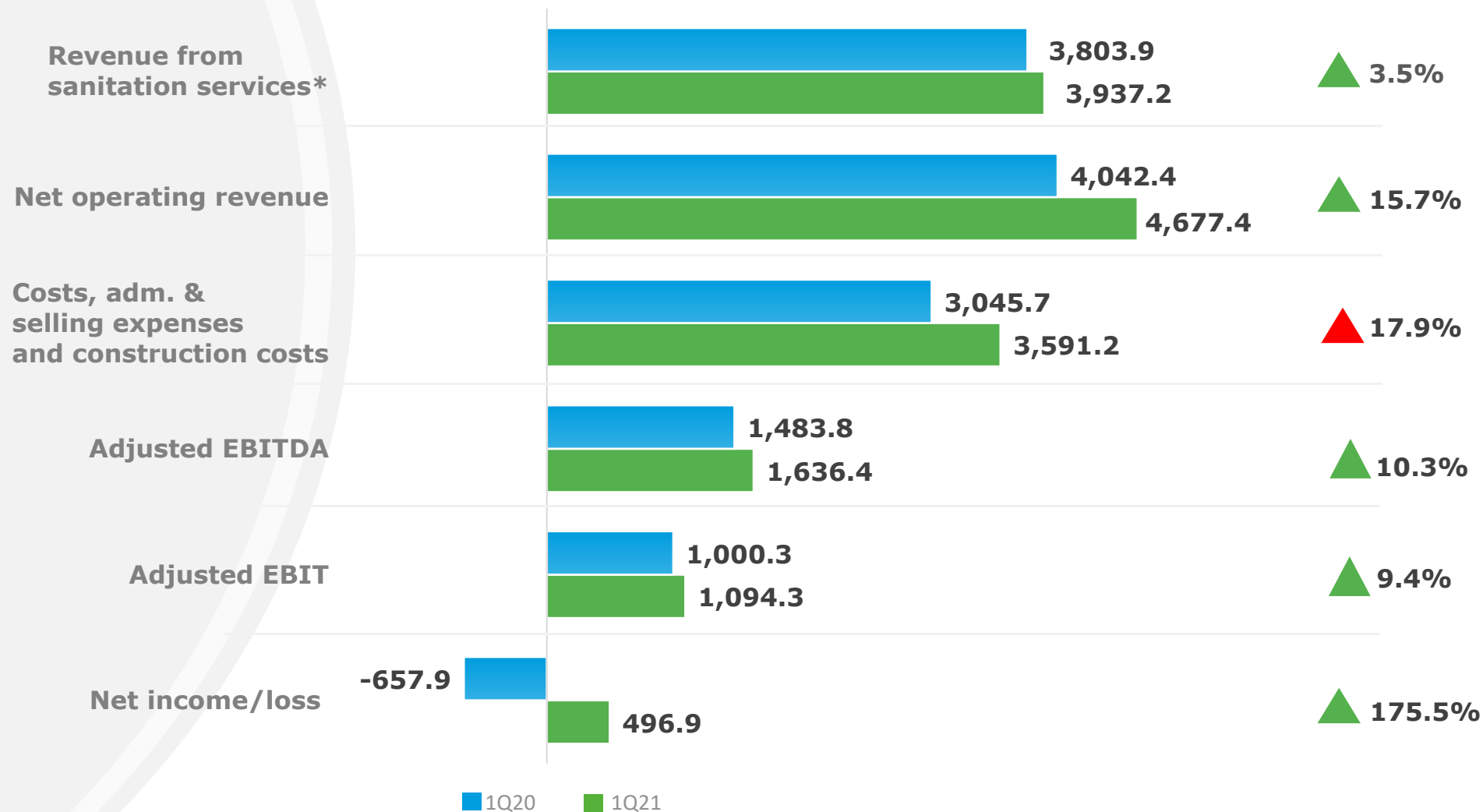
BILLED VOLUME INCLUDING WHOLESALÉ (MILLION M³)



HISTORICAL BILLED VOLUME



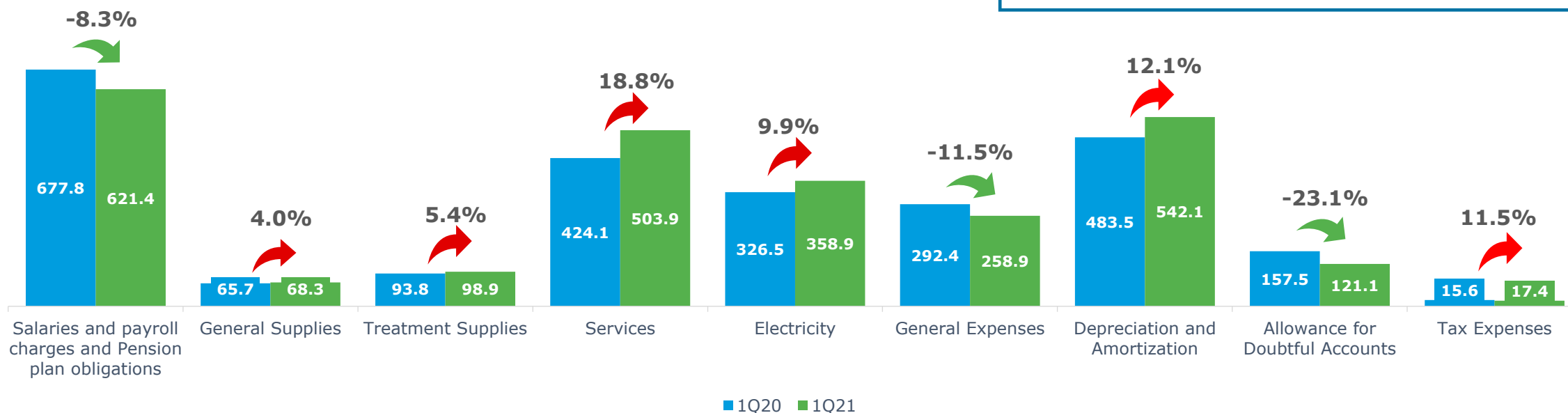
FINANCIAL HIGHLIGHTS (R\$ MILLION)



(*) Does not include construction revenue

COSTS AND EXPENSES (R\$ MILLION)

Costs and expenses in 1Q20*: R\$ 2,536.9
 Costs and expenses in 1Q21*: R\$ 2,590.9 ↑ 2.1%
 *Excluding construction costs



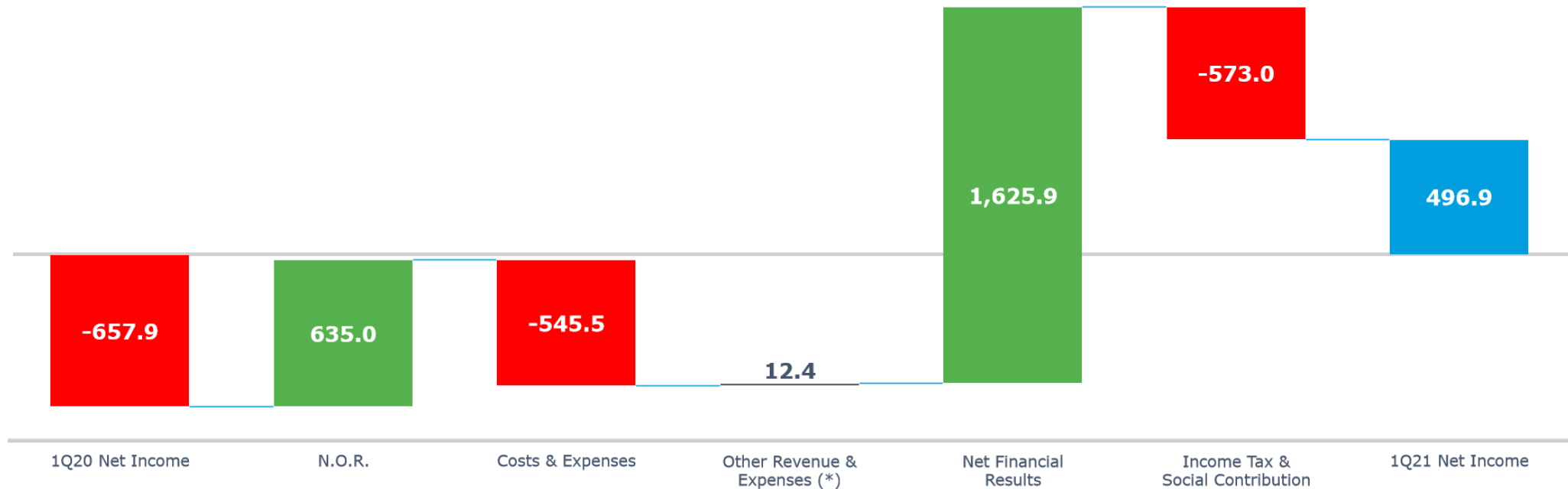
%Net Revenue in 1Q20

16.8% 1.6% 2.3% 10.5% 8.1% 7.2% 12.0% 3.9% 0.4%

%Net Revenue in 1Q21

13.3% 1.5% 2.1% 10.8% 7.7% 5.5% 11.6% 2.6% 0.3%

FINANCIAL PERFORMANCE (R\$ MILLION)

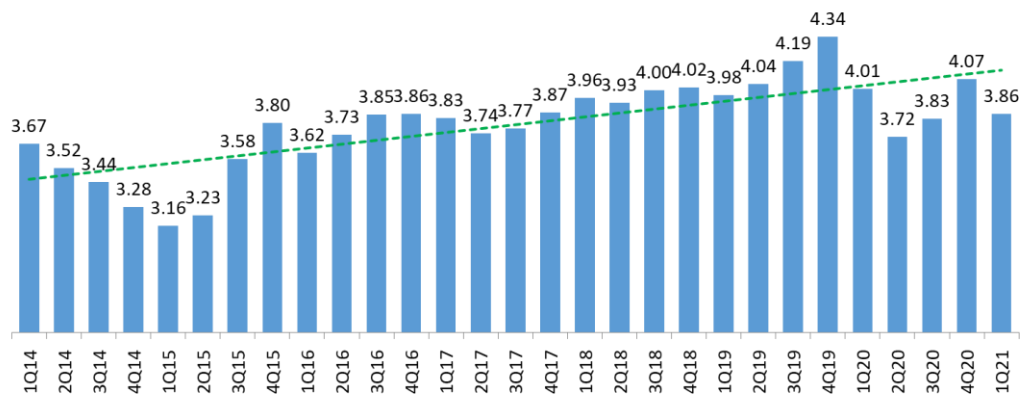


	1Q21	1Q20	Variation
Net Income 1Q20			(657.9)
Net Operating Revenue	4,677.4	4,042.4	635.0
Costs & Expenses	(3,591.2)	(3,045.7)	(545.5)
Other Revenue & Expenses (*)	18.8	6.4	12.4
Net Financial Result	(354.4)	(1,980.3)	1,625.9
Income Tax & Social Contribution	(253.7)	319.3	(573.0)
Net Income 1Q21			496.9

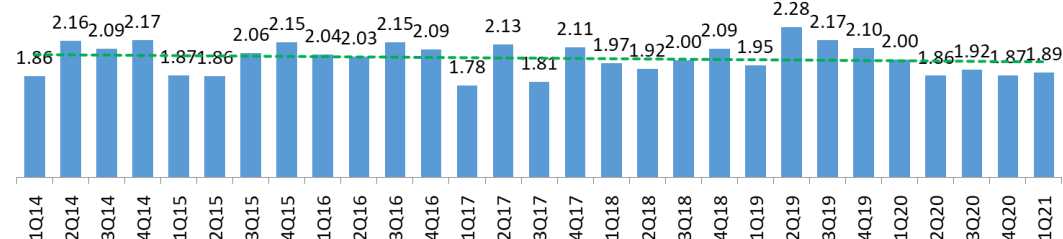
(*) Includes equity results

MANAGEMENT'S INDICATORS (UPDATED BY IPCA)

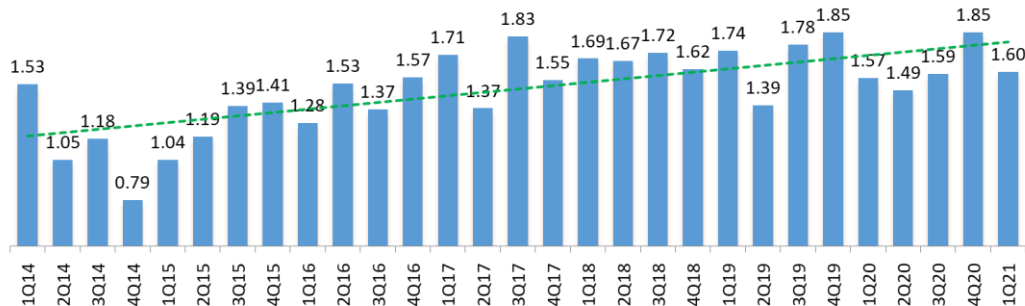
Total revenue from sanitation services per m³ billed - R\$/m³



Operating Expense per m³ billed - R\$/m³



EBITDA per m³ billed - R\$/m³



In the graph **Total revenue from sanitation services per m³ billed** and **EBITDA per billed m³** 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 m³ Billed**, were considered: personnel, general supplies, treatment materials, services, electricity, general expenses and tax

In the graph **EBITDA per billed m³**, 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

3RD ORDINARY TARIFF REVISION AND TARIFF STRUCTURE REVISION

3rd OTR

- ◆ Tariff readjustment in 2021: for residential and non-residential customers (7.6%), social residential (-1.0%) and wholesale (5.45%)

PO

- ◆ Final PO was set at R\$ 5.12/m³ at February 2021 figures

Regulatory Asset Base

- ◆ R\$ 55.9 billion → includes the municipality of Santo André in the amount of R\$ 1 billion and the reversal of R\$ 3.2 billion written off in the 1st ORT

Tariff Structure will be adopt from 2022

ARSESP defined a 2.5% variation limit for annual revenue (upwards or downwards)


- ◆ the amounts that exceed this limit will be compensated in the following annual tariff readjustment
- ◆ this mechanism brings security considering the unpredictable revenue

Tariff Revision
and Tariff
Structure
Revision

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