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## Disclaimer

This presentation may contain forward-looking statements regarding Sanepar's business prospects, estimates of operating and financial results, and growth prospects. These are only projections and, as such, are based solely on Sanepar management's expectations regarding the future of the business and its continued access to capitals in order to finance the Company's business plan. Forward-looking statements are no guarantee of performance. Such forward-looking statements substantially depend on changes in market conditions, governmental rules, the performance of the industry and the Brazilian economy, among other factors, in addition to the risks presented in the disclosure documents filed by Sanepar and are therefore subject to change without prior notice.

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# Earnings Presentation

4Q23

FY 2023

# Highlights

The financial indicators presented demonstrate variations comparing the same period in the last year:

Net Revenue	EBITDA	Net Profit
4Q23 ⇒ + 15.0%	4Q23 ⇒ + 18.4%	4Q23 ⇒ + 4.0%
2023 ⇒ + 10.9%	2023 ⇒ + 27.3%	2023 ⇒ + 30.6%



2023  
Increase of 38.2K water connections



2023  
Increase of 72.3K sewage connections



Service Index  
Water 100% | Sewage 80.2%



EBITDA Margin  
4Q22 ⇒ 41.4% | 4Q23 ⇒ 42.6%  
2022 ⇒ 39.2% | 2023 ⇒ 44.9%



CAPEX  
4Q22 BRL 482.1 MM → 4Q23 BRL 554.4 MM  
2022 BRL 1,744.1 MM → 2023 BRL 1,926.1 MM



Sanepar reaches the top of the Valor 1000 ranking of 2023 in the Water, Environmental Services and Sanitation sector.



2023 Transparency Award

# Operating Result

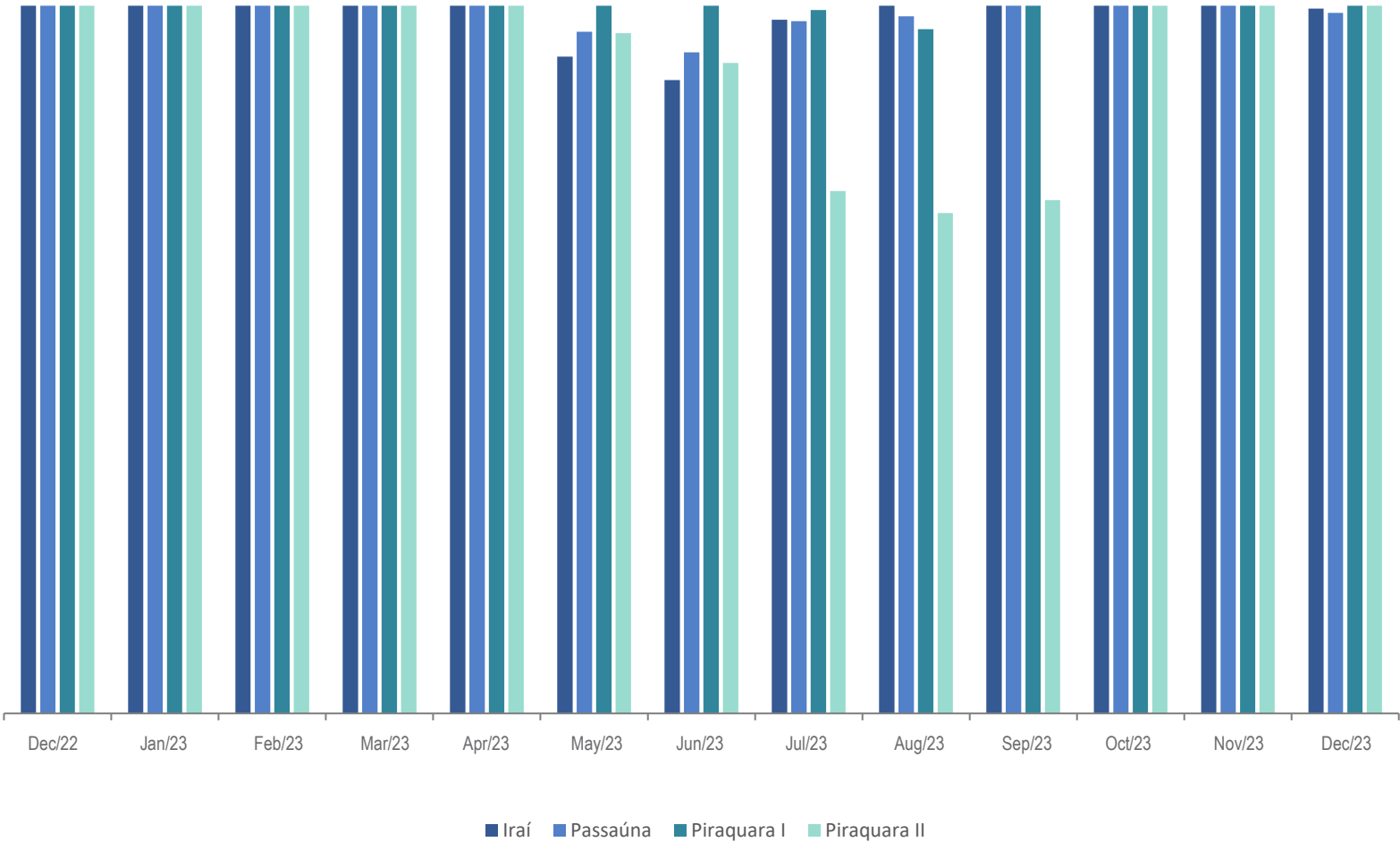


	2021	2022	Var %	2023	Var %
<b>WATER</b>					
Measured Volume ('000)	498,193	508,640	2.1	535,948	5.4
Billed Volume ('000)	521,485	534,594	2.5	559,577	5.7
Connections Increase	74,630	62,245	(16.6)	38,214	(38.6)
Total Connections	3,348,441	3,410,686	1.9	3,448,900	1.1
Economic Units Increase	82,694	66,315	(19.8)	41,229	(37.8)
Total Economic Units	4,170,413	4,236,728	1.6	4,277,957	1.0
<b>SEWAGE</b>					
Measured Volume ('000)	375,587	390,688	4.0	419,869	7.5
Billed Volume ('000)	396,455	412,909	4.2	441,056	6.8
Connections Increase	71,558	65,892	(7.9)	72,297	9.7
Total Connections	2,379,696	2,445,588	2.8	2,517,885	3.0
Economic Units Increase	95,309	86,615	(9.1)	97,747	12.9
Total Economic Units	3,210,059	3,296,674	2.7	3,394,421	3.0
<b>DEFAULT</b>	<b>3.3%</b>	<b>3.4%</b>	<b>0.1 p.p</b>	<b>-2.4%</b>	<b>-5.8 p.p</b>
<b>OP. EFFICIENCY (Liters/Connections/Day)</b>	<b>211.2</b>	<b>222.7</b>	<b>5.4</b>	<b>217.6</b>	<b>(2.3)</b>

## Reservoir Levels

Average volumes  
Dec/ 23: 99.92% vs.  
Dec/ 22: 99.65%

- Iraí 100%
- Passaúna 99%
- Piraquara I 100%
- Piraquara II 100%



COVENANTS		2021	2022	2023
<b>Debentures: 9th, 10th, 11th, 12th &amp; 13th issues</b> 				
Net Bank Debt / Adjusted EBITDA	≤ 3.0	1.31	1.64	1.48
Adjusted EBITDA / Net Financial Expense	≥ 1.5	8.73	9.75	9.43
<b>BNDES / Debentures: 2nd, 4th &amp; 7th issues</b> 				
Net Bank Debt / EBITDA	≤ 3.0	1.38	1.74	1.59
EBITDA / Debt Service Coverage Ratio	≥ 1.5	2.92	2.99	2.90
Other Onerous Debts / EBITDA	≤ 1.0	0.51	0.46	0.39
<b>CAIXA Contracts</b> 				
Adjusted EBITDA / Net Financial Expense	≥ 1.5	8.73	9.75	9.43
Net Bank Debt / Adjusted EBITDA	≤ 3.0	1.31	1.64	1.48
Other Onerous Debts / Adjusted EBITDA	≤ 1.0	0.48	0.43	0.36

# Performance Indicators

## COVENANTS / RATIOS

2021

2022

2023

### KfW Contracts



EBITDA / Debt Service

≥ 1.5

2.92

2.99

2.90

Net Bank Debt / EBITDA

≤ 3.0

1.38

1.74

1.59

Other Onerous Debts / EBITDA

≤ 1.0

0.51

0.46

0.39

Debt Level

≤ 0.6

46.5%

47.2%

48.2%

## RATIOS

EBITDA Margin

43.7%

39.2%

44.9%

ROIC (annualized)

12.7%

10.7%

12.4%

ROE (annualized)

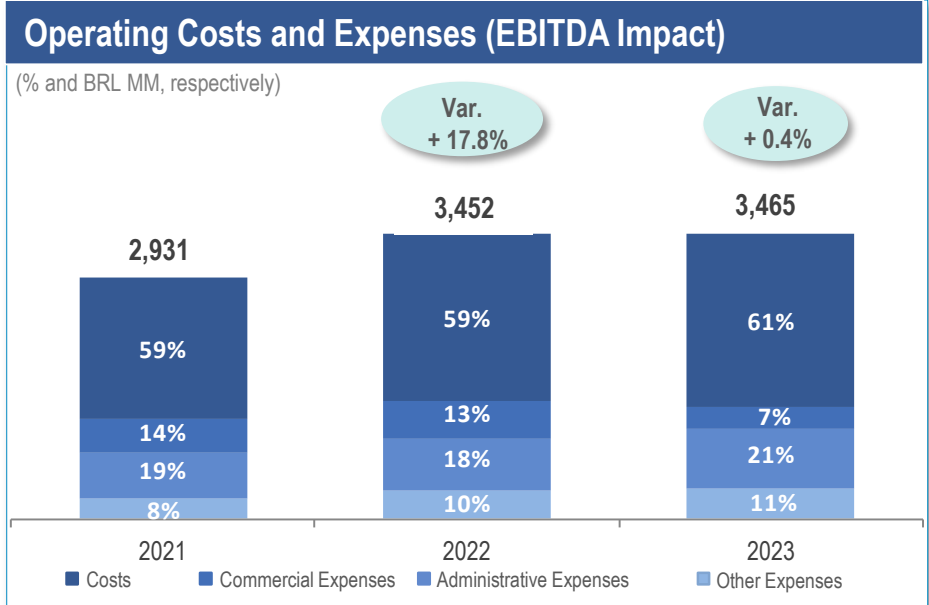
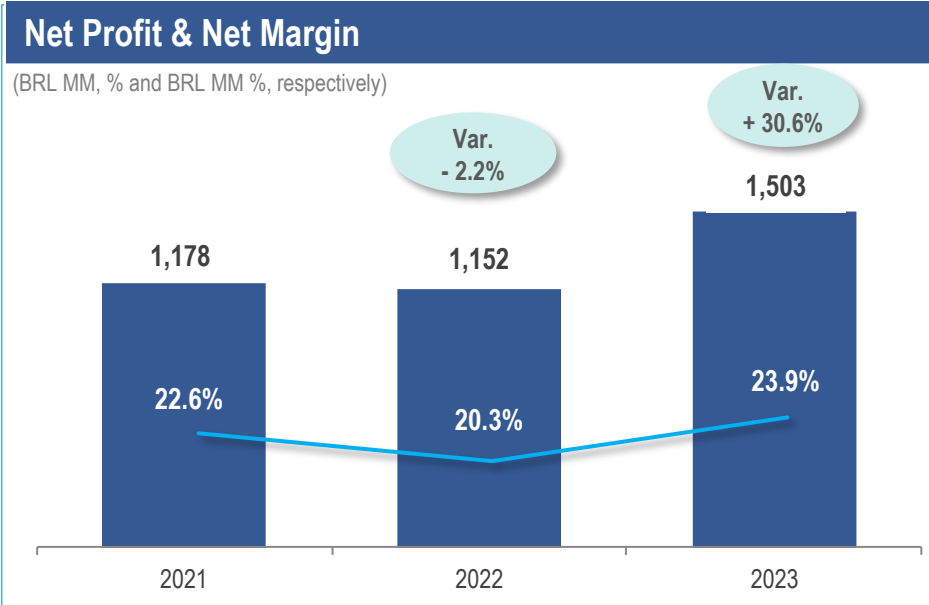
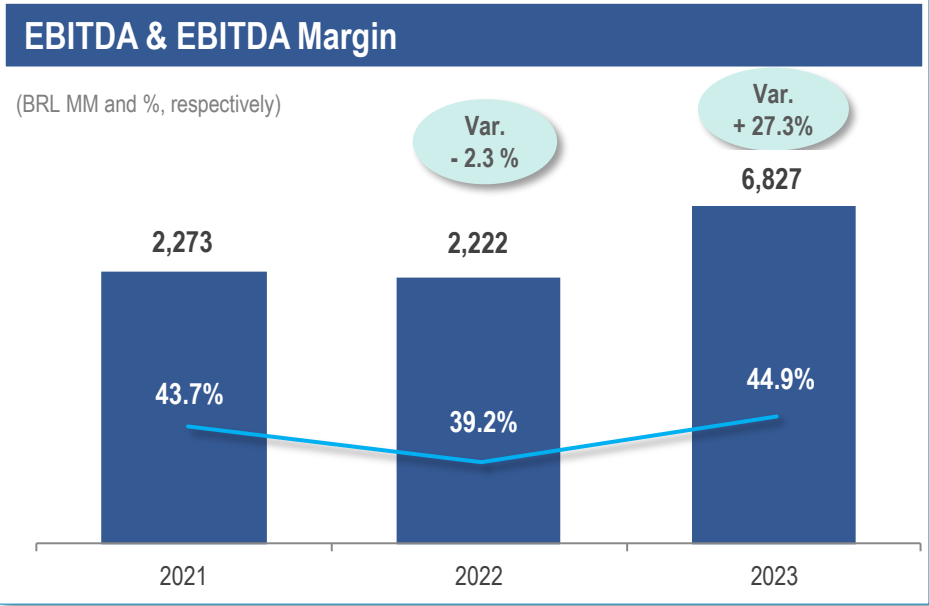
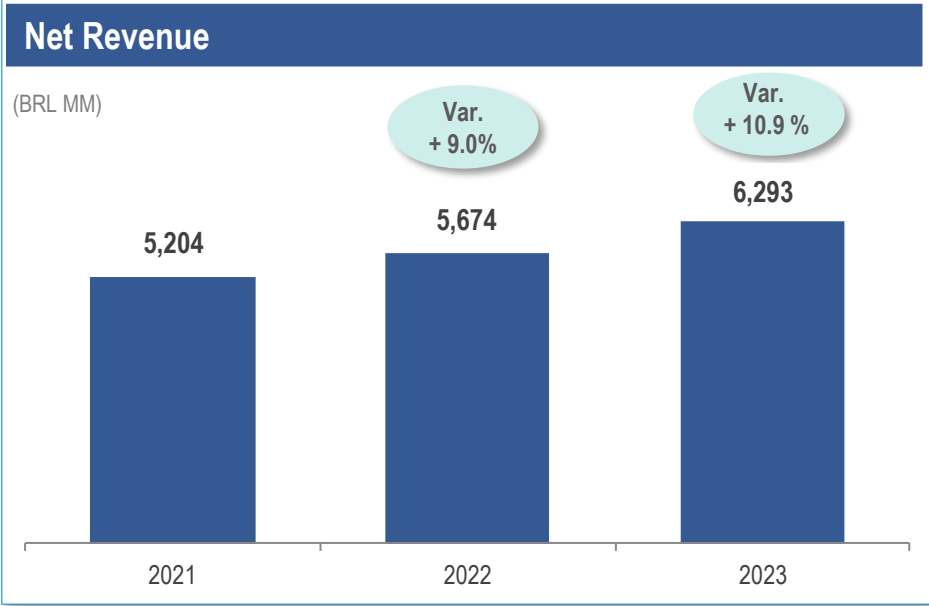
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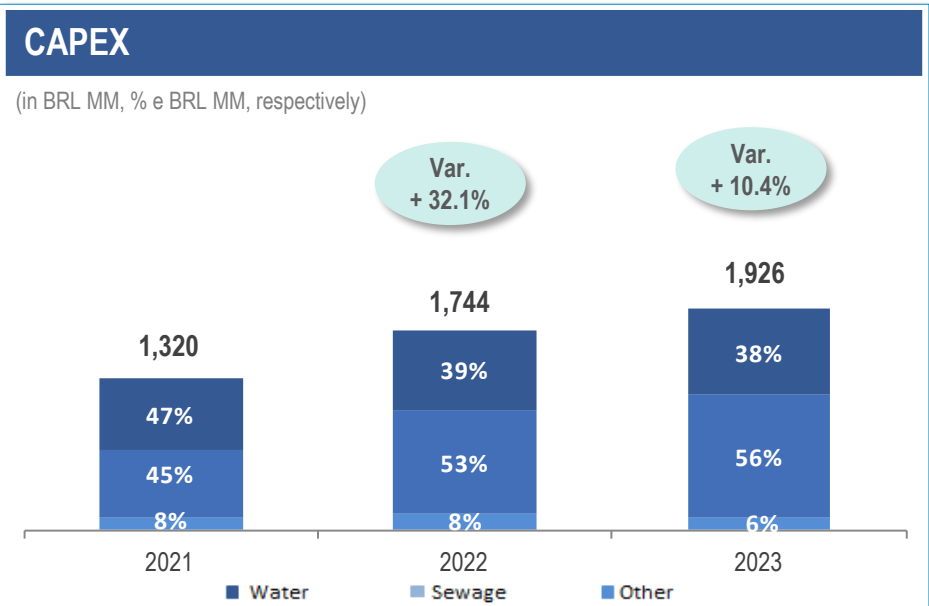
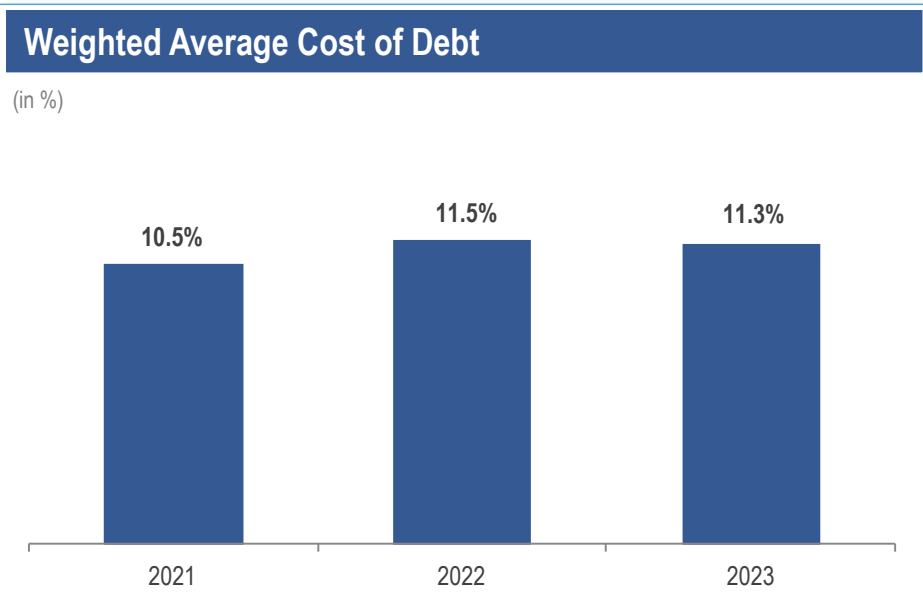
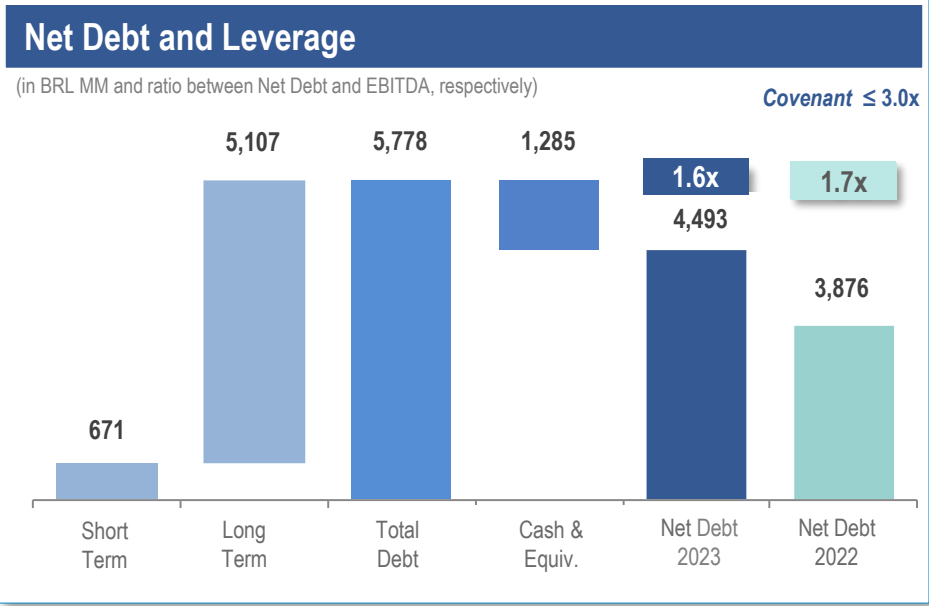
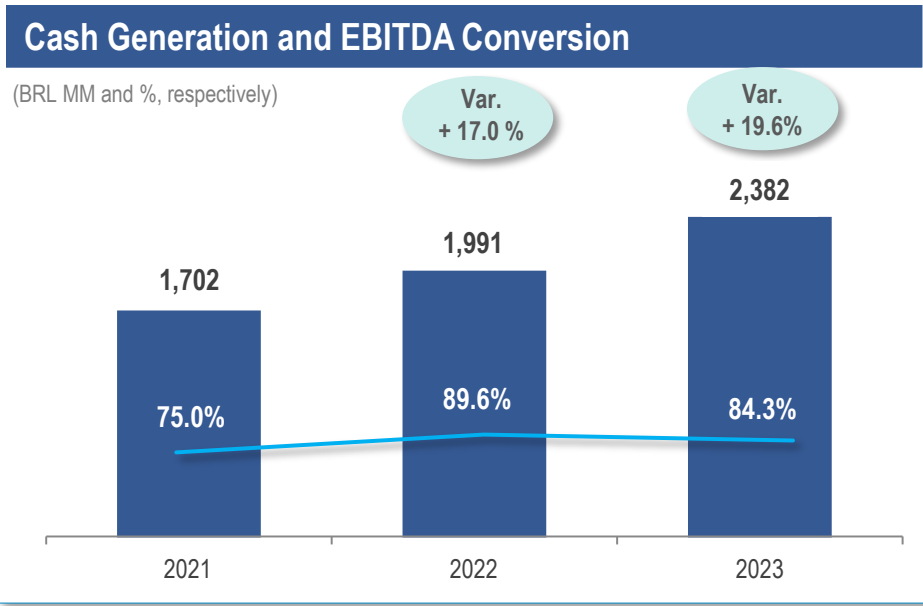
13.9%

16.2%



# Financial Performance





# Income Statement



Quarterly Results	4Q21	4Q22	Var %	4Q23	Var %
<b>NET REVENUE</b>	<b>1,383,187</b>	<b>1,475,228</b>	<b>6.7</b>	<b>1,696,968</b>	<b>15.0</b>
Personnel	271,503	327,705	20.7	367,620	12.2
PPR	20,579	33,574	63.1	27,909	(16.9)
Material	63,741	81,944	28.6	85,644	4.5
Electricity	182,222	103,174	(43.4)	138,583	34.3
Third Party Services	177,468	180,217	1.5	238,245	32.2
General and Tax	42,056	51,431	22.3	64,150	24.7
Civil, Work, Environ., Fiscal, Tax Provisions	14,027	(21,089)	(250.3)	29,791	(241.3)
Health Care and Social Security Provisions	13,274	12,195	(8.1)	13,942	14.3
Financial Expenses (Revenues)	66,603	67,150	0.8	141,598	110.9
Other Costs and Expenses	123,498	209,786	69.9	132,992	(36.6)
<b>TOTAL COSTS AND EXPENSES</b>	<b>974,971</b>	<b>1,046,087</b>	<b>7.3</b>	<b>1,240,474</b>	<b>18.6</b>
Income Tax and Social Contribution	76,233	78,182	2.6	91,673	17.3
<b>NET RESULT</b>	<b>331,983</b>	<b>350,959</b>	<b>5.7</b>	<b>364,821</b>	<b>4.0</b>
Net Margin %	24.0%	23.8%	-0.2 p.p	21.5%	-2.3 p.p
<b>EBITDA</b>	<b>576,463</b>	<b>610,309</b>	<b>5.9</b>	<b>722,507</b>	<b>18.4</b>
EBITDA Margin %	41.7%	41.4%	-0.3 p.p	42.6%	1.2 p.p
<b>EBIT</b>	<b>474,819</b>	<b>496,290</b>	<b>4.5</b>	<b>598,092</b>	<b>20.5</b>
EBIT Margin %	34.3%	33.6%	-0.7 p.p	35.2%	1.6 p.p

# Income Statement



Accumulated Results	2021	2022	Var %	2023	Var %
<b>NET REVENUE</b>	<b>5,204,412</b>	<b>5,673,647</b>	<b>9.0</b>	<b>6,292,736</b>	<b>10.9</b>
Personnel	1,074,986	1,257,673	17.0	1,351,454	7.5
PPR	80,197	88,093	9.8	115,007	30.6
Material	226,423	300,109	32.5	329,607	9.8
Electricity	568,995	532,543	(6.4)	510,131	(4.2)
Third Party Services	666,400	714,450	7.2	849,111	18.8
General and Taxes	154,695	233,238	50.8	243,050	4.2
Civil, Work, Environ., Fiscal, Tax Provisions	70,948	73,375	3.4	169,385	130.8
Health Care and Social Security Provisions	57,425	72,703	26.6	48,233	(33.7)
Financial Expenses (Revenues)	275,182	242,998	(11.7)	322,969	32.9
Other Costs and Expenses	425,595	612,918	44.0	329,468	(46.2)
<b>TOTAL COSTS AND EXPENSES</b>	<b>3,600,846</b>	<b>4,128,100</b>	<b>14.6</b>	<b>4,268,415</b>	<b>3.4</b>
Income Tax and Social Contribution	425,935	394,009	(7.5)	520,958	32.2
<b>NET RESULT</b>	<b>1,177,631</b>	<b>1,151,538</b>	<b>(2.2)</b>	<b>1,503,363</b>	<b>30.6</b>
Net Margin %	22.6%	20.3%	-2.3 p.p	23.9%	3.6 p.p
<b>EBITDA</b>	<b>2,273,214</b>	<b>2,221,965</b>	<b>(2.3)</b>	<b>2,827,398</b>	<b>27.2</b>
EBITDA Margin %	43.7%	39.2%	-4.5 p.p	44.9%	5.7 p.p
<b>EBIT</b>	<b>1,878,748</b>	<b>1,788,545</b>	<b>(4.8)</b>	<b>2,347,290</b>	<b>31.2</b>
EBIT Margin %	36.1%	31.5%	-4.6 p.p	37.3%	5.8 p.p

# Balance Sheet



	2021	2022	Var %	2023	Var %
<b>Net Debt</b>	<b>(3,380,989)</b>	<b>(4,102,647)</b>	<b>21.3</b>	<b>(4,801,323)</b>	<b>17.0</b>
Cash and Cash Equivalent	40,823	38,762	(5.0)	36,766	(5.1)
Financial Investments	942,304	1,169,170	24.1	1,248,392	6.8
Loans, Financing and Debentures	(4,120,565)	(5,083,244)	23.4	(5,777,660)	13.7
Dividends and Interest on Equity	(243,551)	(227,335)	(6.7)	(308,821)	35.8
<b>Operating Working Capital</b>	<b>594,043</b>	<b>744,769</b>	<b>25.4</b>	<b>960,345</b>	<b>28.9</b>
Accounts Receivable from Customers, net	1,023,029	1,211,913	18.5	1,531,727	26.4
Stocks for Operation	57,680	76,943	33.4	69,305	(9.9)
Contractors and Suppliers	(272,226)	(298,122)	9.5	(354,897)	19.0
Salaries and Social Charges	(214,440)	(245,965)	14.7	(285,790)	16.2
<b>Other Assets / Liabilities</b>	<b>1,158,734</b>	<b>2,143,119</b>	<b>85.0</b>	<b>2,155,232</b>	<b>0.6</b>
Provisions	(615,625)	(689,000)	11.9	(858,613)	24.6
Retirement and Health Care Plans	(1,160,116)	(1,011,056)	(12.8)	(1,104,527)	9.2
Contract Assets	1,869,743	2,746,449	46.9	2,761,013	0.5
Other Asses / Liabilities	1,064,732	1,096,726	3.0	1,357,359	23.8
<b>Fixed Assets</b>	<b>9,454,554</b>	<b>10,001,646</b>	<b>5.8</b>	<b>11,429,946</b>	<b>14.3</b>
<b>Net Equity</b>	<b>(7,826,342)</b>	<b>(8,786,887)</b>	<b>12.3</b>	<b>(9,744,200)</b>	<b>10.9</b>
<b>Operating Working Capital Turnover</b>	<b>41</b>	<b>47</b>		<b>55</b>	

Note: Other assets / liabilities consider recoverable and deferred taxes, restricted deposits and judicial deposits, other assets, concession contracts, contractual guarantees and retentions and other liabilities. Fixed assets consider intangible assets, fixed assets, investments and contractual financial assets.

# Cash Flow



	2021	2022	Var %	2023	Var %
<b>Operating Activities</b>	<b>1,701,536</b>	<b>1,991,254</b>	<b>17.0</b>	<b>2,382,264</b>	<b>19.6</b>
Net Profit of the Adjusted Financial Year	2,158,737	2,380,911	10.3	2,645,593	11.1
Decrease (Increase) of Assets	(414,893)	(523,558)	26.2	(315,504)	(39.7)
Increase (Decrease) of Liabilities	(42,308)	133,901	(416.5)	52,175	(61.0)
<b>Investment Activities</b>	<b>(1,321,112)</b>	<b>(1,749,322)</b>	<b>32.4</b>	<b>(1,914,714)</b>	<b>9.5</b>
<b>Financing Activities</b>	<b>(271,620)</b>	<b>(17,127)</b>	<b>(93.7)</b>	<b>(390,324)</b>	<b>2,179.0</b>
Loans and Financing	799,220	1,073,339	34.3	1,025,541	(4.5)
Dividends / Interest on Equity Payment	(267,575)	(309,347)	15.6	(385,542)	24.6
Financing Payment	(700,415)	(655,131)	(6.5)	(865,312)	32.1
Leasing Payment	(78,591)	(87,578)	11.4	(109,755)	25.3
Other Variations	(24,259)	(38,410)	58.3	(55,256)	43.9
<b>Increase (Decrease)</b>	<b>108,804</b>	<b>224,805</b>	<b>106.6</b>	<b>77,226</b>	<b>(65.6)</b>
<b>At the beginning of the period</b>	<b>874,323</b>	<b>983,127</b>	<b>12.4</b>	<b>1,207,932</b>	<b>22.9</b>
<b>At the end of the period</b>	<b>983,127</b>	<b>1,207,932</b>	<b>22.9</b>	<b>1,285,158</b>	<b>6.4</b>

