





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.



Results Presentation

4Q21

2021

Highlights

Comparing 2021 to 2020, the financial indicators presented the following variations:



Increase of 74.6 thousand water connections



Increase of 71.5 thousand sewage connections



Service Index
Water 100% | Sewage 77.3%



EBITDA Margin
2020 \Rightarrow 40.3% | 2021 \Rightarrow 43.7%



CAPEX Increase: 36.3%
2020 BRL 968.9 MM \rightarrow 2021 BRL 1,320.2 MM



11th Debenture issuing: BRL 500 MM



Moody's Aa2.br \Rightarrow AAA.br



Fitch Ratings – AA(bra) \Rightarrow AAA (bra)

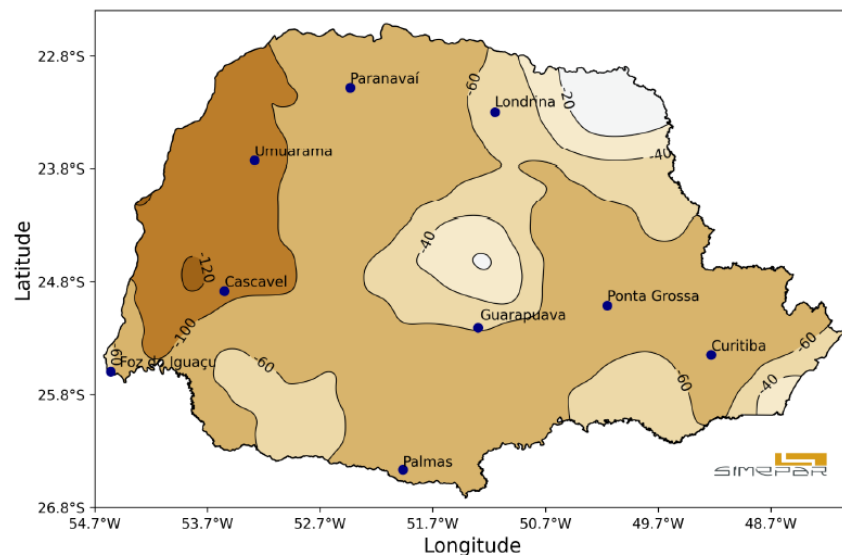
2021 Transparency Trophy

1st place Valor Inovação Brasil 2021 -
Infrastructure Sector

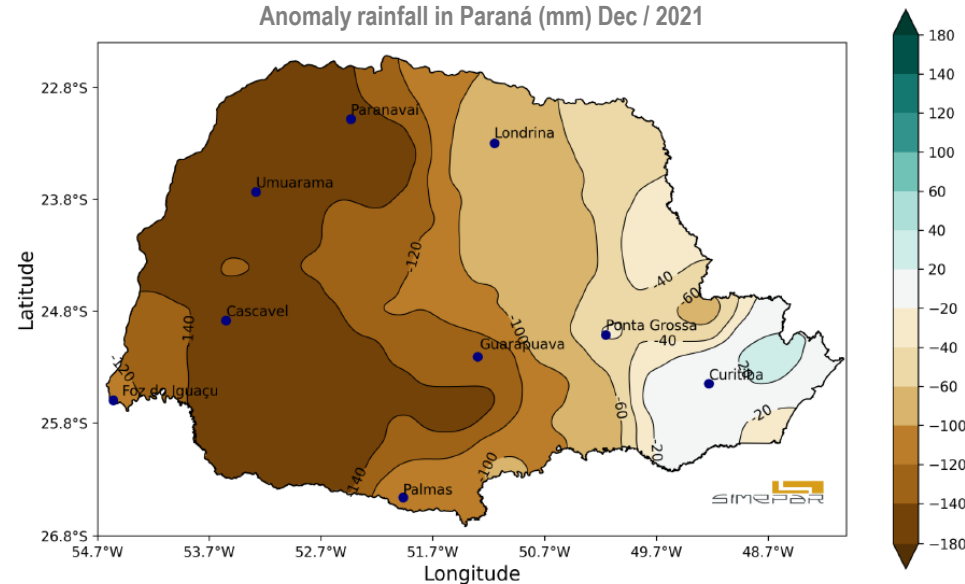
	2019	2020	Var %	2021	Var %
WATER					
Measured Volume ('000)	511,736	503,306	(1.6)	498,193	(1.0)
Billed Volume ('000)	532,830	525,791	(1.3)	521,515	(0.8)
Connections Increase	56,777	79,274	39.6	74,630	(5.9)
Total Connections	3,194,537	3,273,811	2.5	3,348,441	2.3
Economic Units Increase	77,646	86,645	11.6	82,694	(4.6)
Total Economic Units	4,001,074	4,087,719	2.2	4,170,413	2.0
SEWAGE					
Measured Volume ('000)	382,115	377,327	(1.3)	375,587	(0.5)
Billed Volume ('000)	399,225	396,232	(0.7)	396,455	0.1
Connections Increase	90,077	77,011	(14.5)	71,558	(7.1)
Total Connections	2,231,127	2,308,138	3.5	2,379,696	3.1
Economic Units Increase	122,720	95,447	(22.2)	95,309	(0.1)
Total Economic Units	3,019,303	3,114,750	3.2	3,210,059	3.1
DEFAULT	1.7%	2.8%	1.1 p.p	3.3%	0.5 p.p
OP. EFFICIENCY (Liters/Connections/Day)	230.5	220.2	(4.5)	210.8	(4.3)

Draught in Paraná

Anomaly rainfall in Paraná (mm) Nov / 2021



Anomaly rainfall in Paraná (mm) Dec / 2021

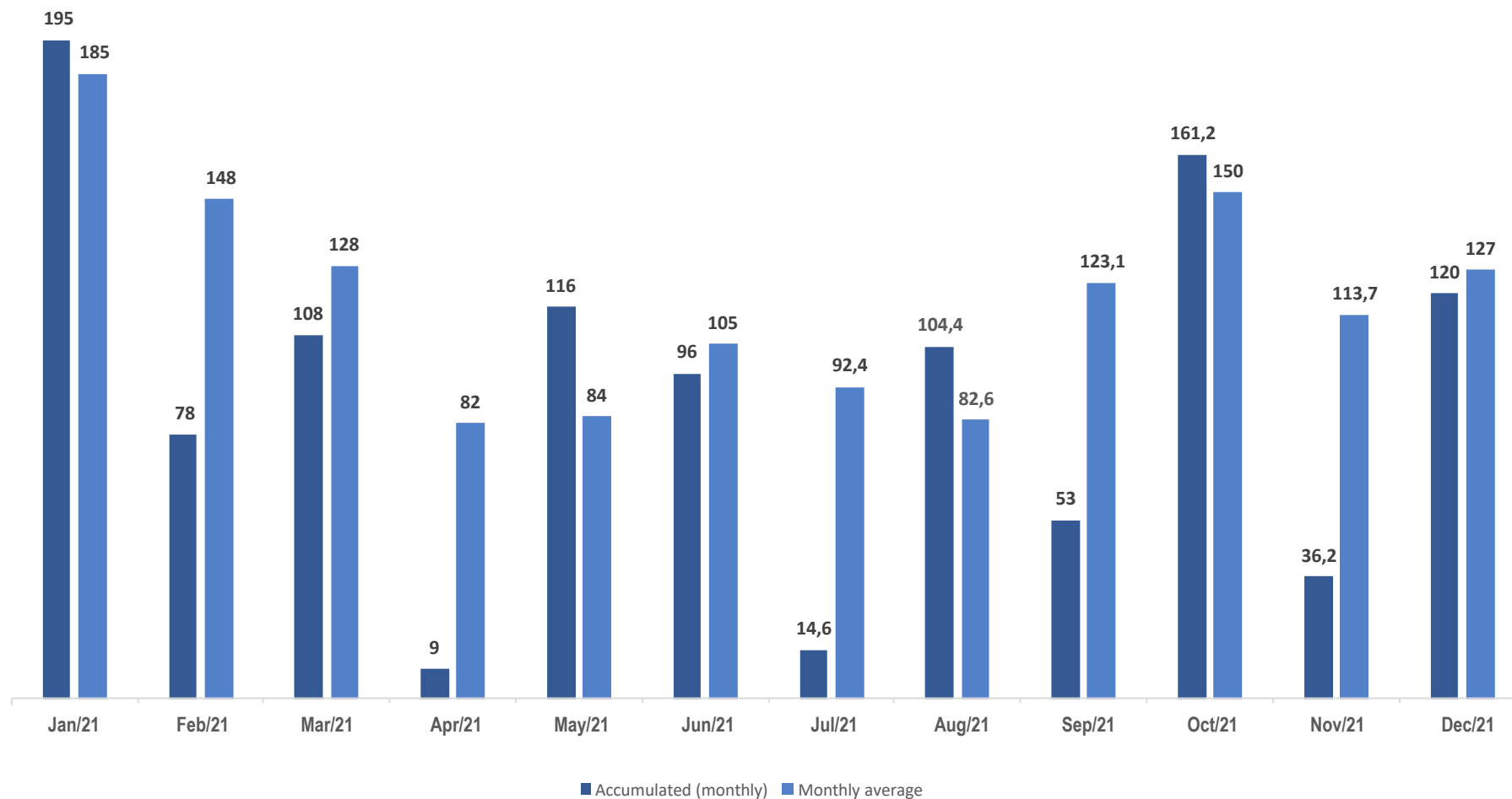


In December, the precipitation in the Paraná occurred in an aligned way in practically all regions. A part of Curitiba Metropolitan Region was the only one that observed values above the expected. This result was due to rainfall in the last two days of the month. The driest regions of the state were northwest, west and southeast of Paraná. Thus, the behavior of the monthly accumulated precipitation in the state occurred in line with the global climate scenario.

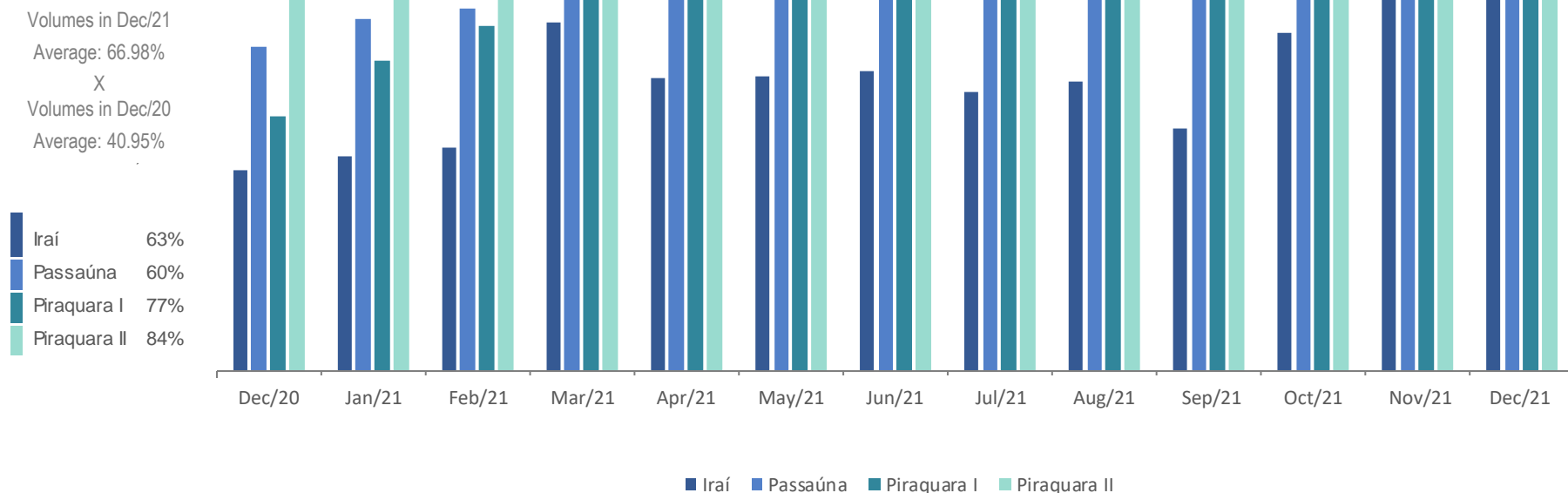
Source: SIMEPAR

Rainfall precipitation (mm)

Curitiba



Reservoir Levels



Performance Indicators



COVENANTS

2019

2020

2021

Debentures: 8th, 9th 10th & 11th issues & CCB

Net Bank Debt / Adjusted EBITDA ≤ 3.0 1.33 1.39 1.31

Net Financial Expense Coverage Index ≥ 1.5 11.73 9.72 8.73

BNDES / Debentures: 2nd, 4th & 7th issues

Net Bank Debt / EBITDA ≤ 3.0 1.42 1.44 1.38

EBITDA / Debt Service Coverage Ratio ≥ 1.5 2.63 3.41 2.92

Other Onerous Debts / EBITDA ≤ 1.0 0.63 0.61 0.51

CAIXA Contracts

Adjusted EBITDA / Net Financial Expense ≥ 1.5 11.73 9.72 8.73

Net Bank Debt / Adjusted EBITDA ≤ 3.0 1.33 1.39 1.31

Other Onerous Debts / Adjusted EBITDA ≤ 1.0 0.58 0.59 0.48

COVENANTS / RATIOS

2019

2020

2021

KfW Contracts



EBITDA / Debt Service Coverage Ratio

≥ 1.5

2.63

3.41

2.92

Net Bank Debt / EBITDA

≤ 3.0

1.42

1.44

1.38

Other Onerous Debts / EBITDA

≤ 1.0

0.63

0.61

0.51

Debt Level

≤ 0.60

48.3%

47.4%

46.5%

RATIOS

EBITDA Margin

41.8%

40.3%

43.7%

ROIC

13.5%

11.7%

12.7%

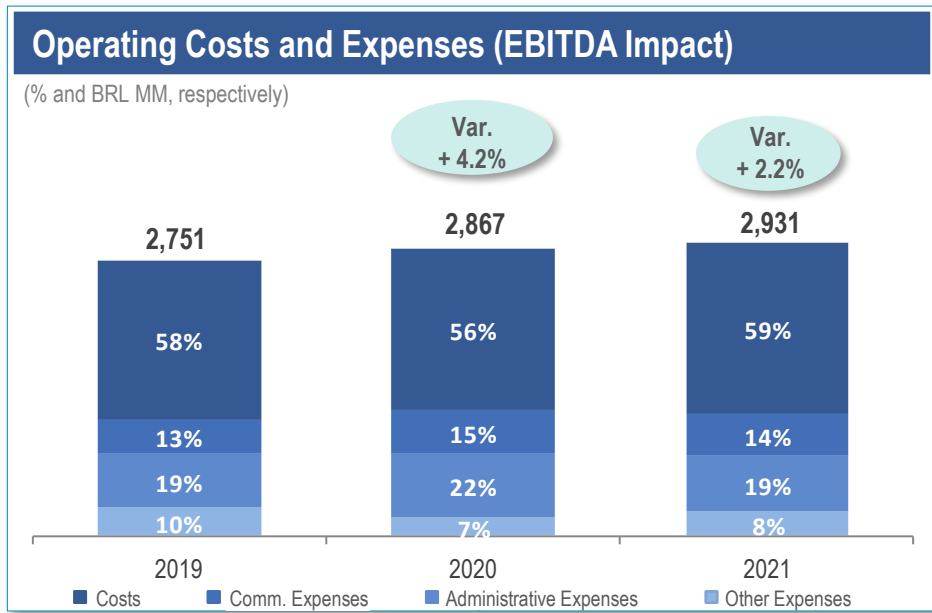
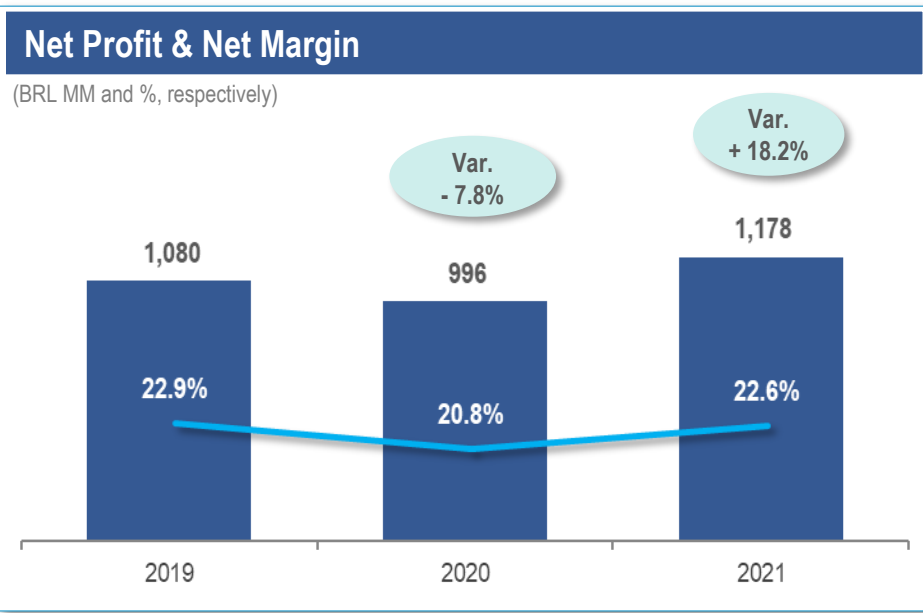
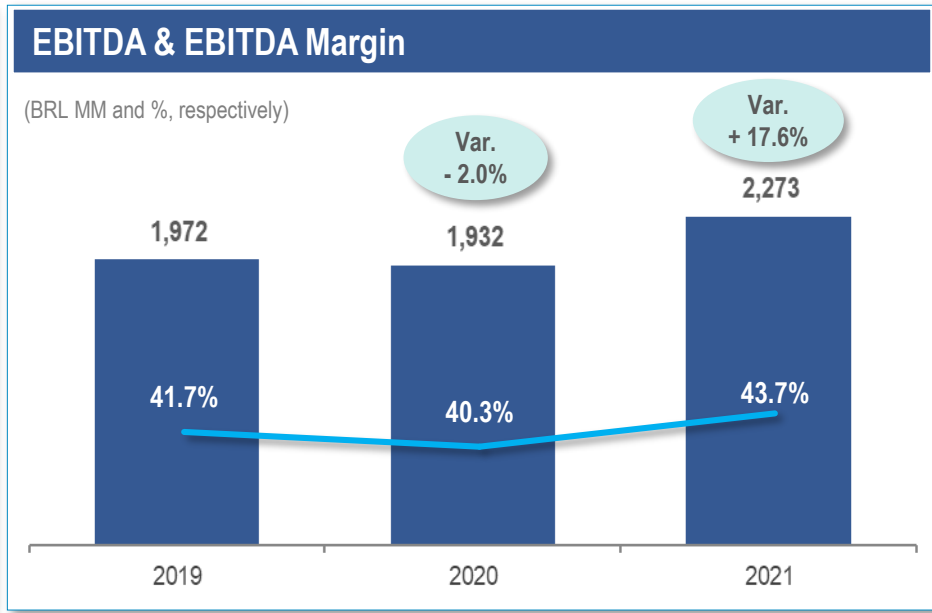
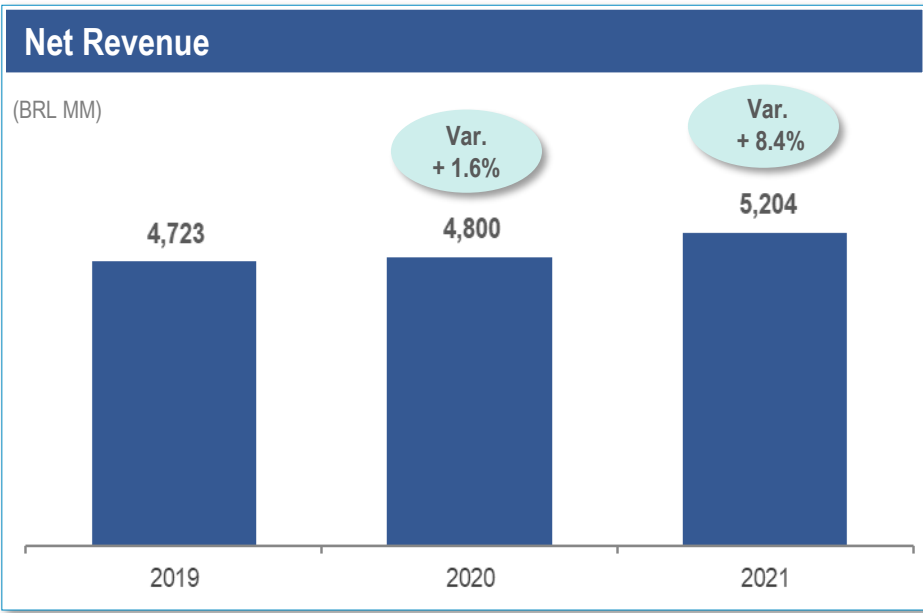
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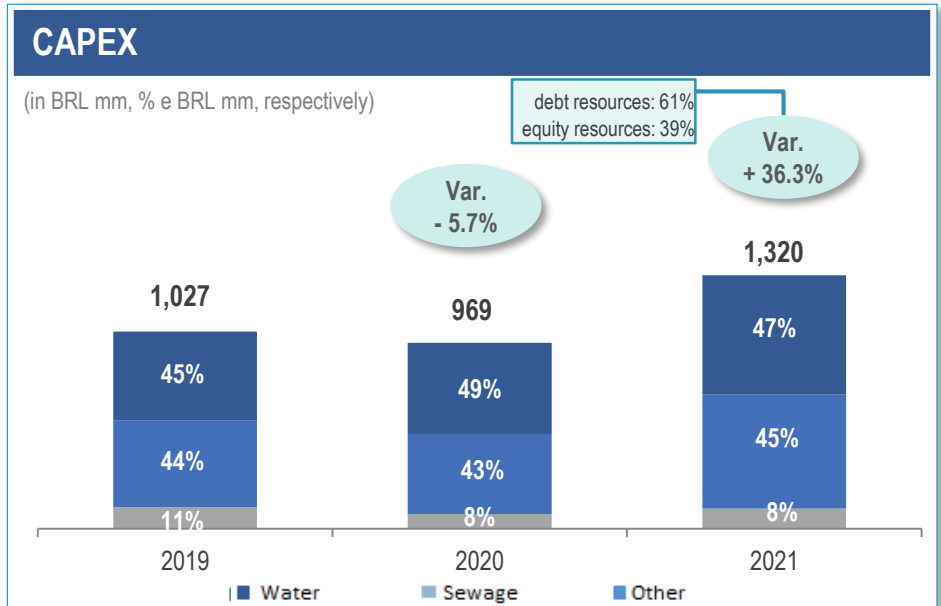
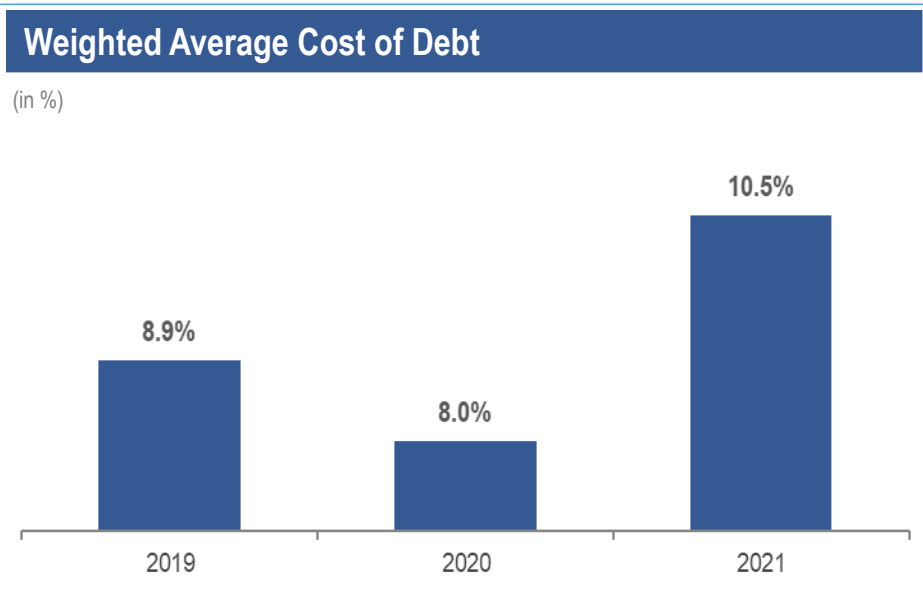
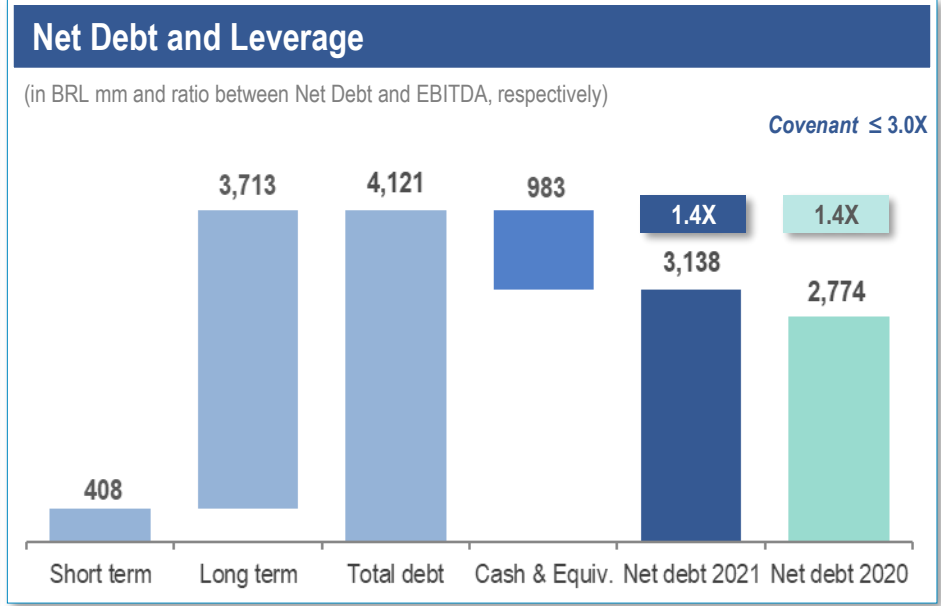
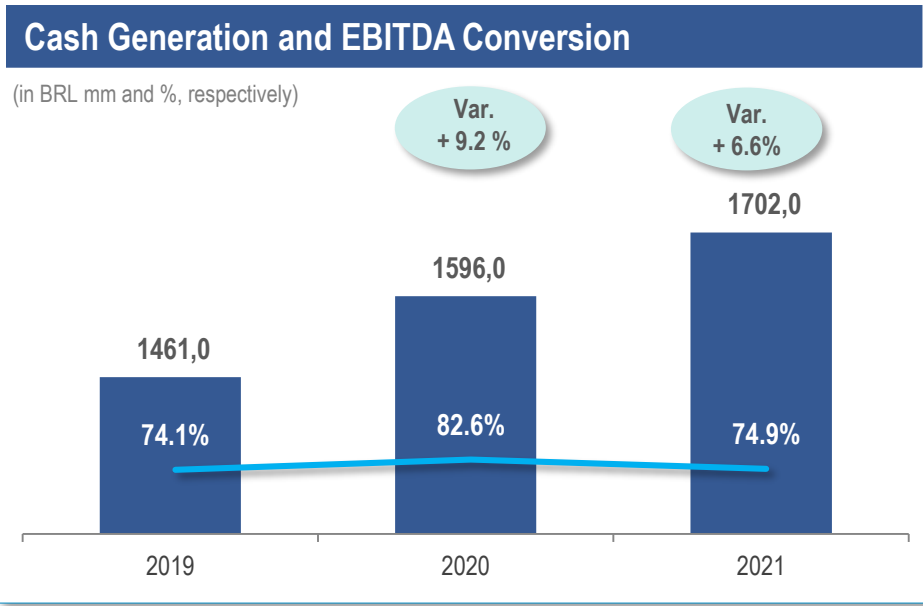
18.2%

15.2%

15.9%

Financial Performance





Income Statement (quarterly)



Quarterly Results	4Q19	4Q20	Var %	4Q21	Var %
NET REVENUE	1,339,618	1,236,789	(7.7)	1,383,187	11.8
Personnel	290,716	258,824	(11.0)	271,503	4.9
PPR	213	31,877	14,865.7	20,579	(35.4)
Material	61,193	58,913	(3.7)	63,741	8.2
Electricity	124,200	106,913	(13.9)	182,222	70.4
Third Party Services	172,271	168,839	(2.0)	177,468	5.1
General and Tax	40,074	35,200	(12.2)	42,056	19.5
Civil, Work, Environ., Fiscal, Tax Provisions	(292)	(8,368)	2,765.8	14,027	(267.5)
Health Care and Social Security Provisions	15,229	10,663	(30.0)	13,274	24.5
Financial Expenses (Revenues)	45,954	62,826	36.7	66,603	6.0
Other Costs and Expenses	90,921	120,757	32.8	123,498	2.3
TOTAL COSTS AND EXPENSES	840,479	846,444	0.7	974,971	15.2
Income Tax and Social Contribution	112,818	98,993	(12.3)	76,233	(23.0)
NET RESULT	386,321	291,352	(24.6)	331,983	13.9
Net Margin %	28.8%	23.6%	-5.4 p.p	24.0%	0.4 p.p
EBITDA	631,198	547,168	(13.3)	576,463	5.4
EBITDA Margin %	47.1%	44.2%	-2.9 p.p	41.7%	-2.5 p.p
EBIT	545,093	453,171	(16.9)	474,819	4.8
EBIT Margin %	40.7%	36.6%	-4.1 p.p	34.3%	-2.3 p.p

Income Statement (accumulated)



Accumulated Results	2019	2020	Var %	2021	Var %
NET REVENUE	4,722,826	4,799,655	1.6	5,204,412	8.4
Personnel	1,094,751	1,212,196	10.7	1,074,986	(11.3)
PPR	76,627	74,422	(2.9)	80,197	7.8
Material	204,043	216,870	6.3	226,423	4.4
Electricity	474,455	449,262	(5.3)	568,995	26.7
Third Party Services	622,327	649,616	4.4	666,400	2.6
General and Tax	151,948	145,210	(4.4)	154,695	6.5
Civil, Work, Environ., Fiscal, Tax Provisions	84,875	(1,995)	(102.4)	70,948	(3,656.3)
Health Care and Social Security Provisions	60,084	60,784	1.2	57,425	(5.5)
Financial Expenses (Revenues)	180,401	204,775	13.5	275,182	34.4
Other Costs and Expenses	319,431	422,760	32.3	425,595	0.7
TOTAL COSTS AND EXPENSES	3,268,942	3,433,900	5.0	3,600,846	4.9
Income Tax and Social Contribution	373,850	369,412	(1.2)	425,935	15.3
NET RESULT	1,080,034	996,343	(7.7)	1,177,631	18.1
Net Margin %	22.9%	20.8%	-2.1 p.p	22.6%	1.9 p.p
EBITDA	1,971,727	1,932,397	(2.0)	2,273,214	17.6
EBITDA Margin %	41.8%	40.3%	-1.5 p.p	43.7%	3.4 p.p
EBIT	1,634,285	1,570,530	(3.9)	1,878,748	19.6
EBIT Margin %	34.6%	32.7%	-1.9 p.p	36.1%	3.4 p.p

Non-recurring Items



Non-recurring Items	4Q21	4Q20	2020	2021
Net Profit	331,983	291,352	1,177,631	996,343
Incentive Retirement Program ("PAI")	-	5,085	-	132,760
IBAMA Installments	-	18,951	-	18,951
NPV expenses on contractual financial assets	-	-	-	11,057
Econ. & Financ. Balance - Consortium DM/LFM/SEF	-	-	-	15,184
Operation "Ductos" provision	2,015	-	2,015	-
Extraordinary losses - Operation "Ductos"	6,518	-	10,686	-
Tax Effects	(685)	(1,729)	(685)	(45,138)
Non-recurring adjusted Net Profit	339,831	313,659	1,189,647	1,129,157
Realized Net Profit	331,983	291,352	1,177,631	996,343
Recurring variation x Realized	2.4%	7.7%	1.0%	13.3%
Non-recurring adjusted Net Margin	24.6%	25.4%	22.9%	23.5%
Realized Net Margin	24.0%	23.6%	22.6%	20.8%
Recurring variation x Realized	0.6 p.p	1.7 p.p	0.2 p.p	2.8 p.p
Non-recurring adjusted EBITDA	584,996	571,204	2,285,915	2,110,349
Realized EBITDA	576,463	547,168	2,273,214	1,932,397
Recurring variation x Realized	1.5%	4.4%	0.6%	9.2%
Non-recurring adjusted EBITDA Margin	42.3%	46.2%	43.9%	44.0%
Realized EBITDA Margin	41.7%	44.2%	43.7%	40.3%
Recurring variation x Realized	0.6 p.p	2 p.p	0.2 p.p	3.7 p.p

Adjusted EBITDA with non-manageable items

(in BRL MM)	2021
EBITDA	2,273.2
(+) Non-manageable items	102.3
Electricity	118.8
Treatment material	7.5
Fees and Charges	(24.0)
(=) Adjusted EBITDA with non-manageable items	2,375.5
EBITDA Margin (non-manageable items adjustment)	45.6%
Real EBITDA Margin	43.7%

Balance Sheet



	2019	2020	Var %	2021	Var %
Net Debt	(3,035,713)	(2,979,501)	(1.9)	(3,380,989)	13.5
Cash and Cash Equivalent	16,878	5,127	(69.6)	40,823	696.2
Financial Investments	257,181	869,196	238.0	942,304	8.4
Loans, Financing and Debentures	(3,080,431)	(3,647,588)	18.4	(4,120,565)	13.0
Dividends and Interest on Equity	(229,341)	(206,236)	(10.1)	(243,551)	18.1
Operating Working Capital	448,388	370,721	(17.3)	594,043	60.2
Accounts Receivable from Customers, net	829,562	799,603	(3.6)	1,023,029	27.9
Stocks for Operation	46,146	53,857	16.7	57,680	7.1
Contractors and Suppliers	(214,445)	(213,820)	(0.3)	(272,226)	27.3
Salaries and Social Charges	(212,875)	(268,919)	26.3	(214,440)	(20.3)
Other Assets / Liabilities	804,754	854,541	6.2	1,158,734	35.6
Provisions	(546,672)	(544,677)	(0.4)	(615,625)	13.0
Retirement and Health Care Plans	(1,236,602)	(1,171,352)	(5.3)	(1,160,116)	(1.0)
Contract Assets	1,756,714	1,634,802	(6.9)	1,869,743	14.4
Other Assets / Liabilities	831,314	935,768	12.6	1,064,732	13.8
Fixed Assets	7,956,485	8,697,402	9.3	9,454,554	8.7
Net Equity	(6,173,914)	(6,943,163)	12.5	(7,826,342)	12.7
Operating Working Capital Turnover	24	35		41	

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

	2019	2020	Var %	2021	Var %
Operating Activities	1,460,551	1,595,544	9.2	1,701,536	6.6
Net Profit of the Adjusted Financial Year	1,797,158	1,711,641	(4.8)	2,158,737	26.1
Decrease (Increase) of Assets	(273,492)	(85,397)	(68.8)	(414,893)	385.8
Increase (Decrease) of Liabilities	(63,115)	(30,700)	(51.4)	(42,307)	37.8
Investment Activities	(1,029,604)	(970,024)	(5.8)	(1,321,112)	36.2
Financing Activities	(483,512)	(25,256)	(94.8)	(271,620)	975.5
Loans and Financing	659,830	860,789	30.5	799,220	(7.2)
Dividends / Interest on Equity Payment	(394,600)	(303,649)	(23.0)	(267,575)	(11.9)
Financing Payment	(667,982)	(487,127)	(27.1)	(700,415)	43.8
Leasing Payment	(81,555)	(78,746)	(3.4)	(78,591)	(0.2)
Other Variations	795	(16,523)	(2,178.4)	(24,259)	46.8
Increase (Decrease)	(52,565)	600,264	(1,241.9)	108,804	(81.9)
At the beginning of the period	326,624	274,059	(16.1)	874,323	219.0
At the end of the period	274,059	874,323	219.0	983,127	12.4

Financial and Investor Relations Office

