



Presentation of Results 4Q23

2023

A vertical photograph on the left side of the slide showing a park scene with a lake, green grass, and trees under a blue sky with some clouds.

Disclaimer

This report may contain forward-looking statements regarding Saneago's growth and business outlook, as well as estimates of operating and financial results.

These are analyses only and are based exclusively on the company's accounting, financial, and operating information.

Forward-looking statements are not guarantees of performance. Such considerations depend substantially on changes in market conditions, government regulations, performance of the sector and the Brazilian economy, among other factors, in addition to the risks presented in release statements filed by Saneago and are therefore subject to change without prior notice.



Chapters

01 Highlights

02 Operating

03 Financial Performance



01 2023 Highlights

+ BRL 305 million 

+ 11.04% of increase in Revenue compared to 2022

+ BRL 182 million 

+ 45% increase in profit compared to 2022

+7.27 p.p. 

Classic EBITDA reaching 32.46%

25.00% 

Decreased Loss Ratio in 1.21 p.p. compared to 2022

98.04% 

Of Water Supply Ratio

73.33% 

Of Sewage Service Ratio

Accrued in 2023 versus the same period in 2022



02

Operating





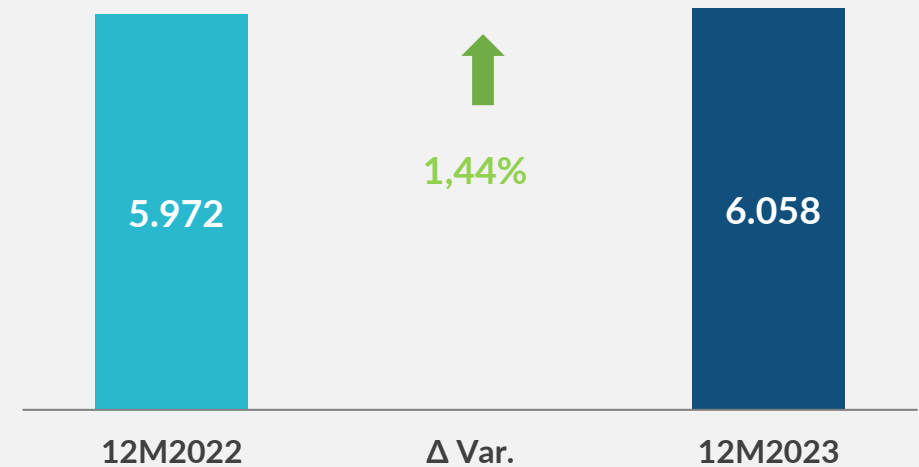
Water Operating Data

Operating Indicators - Water

Service Ratio



Urban Population Served



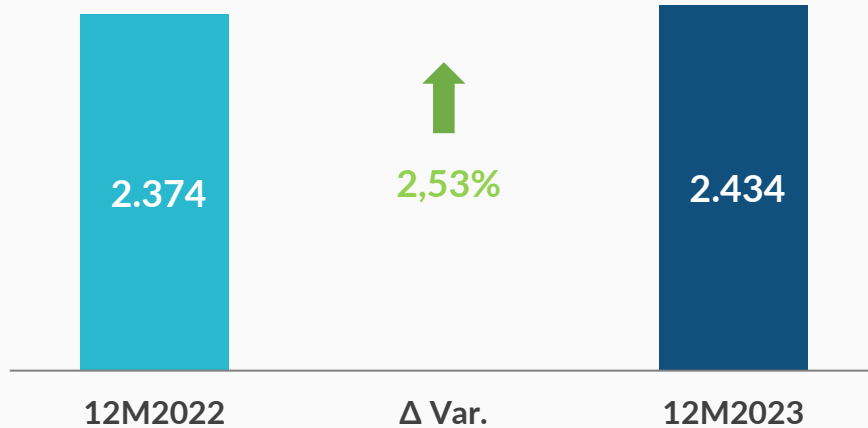


Water Operating Data

Operating Indicators - Water

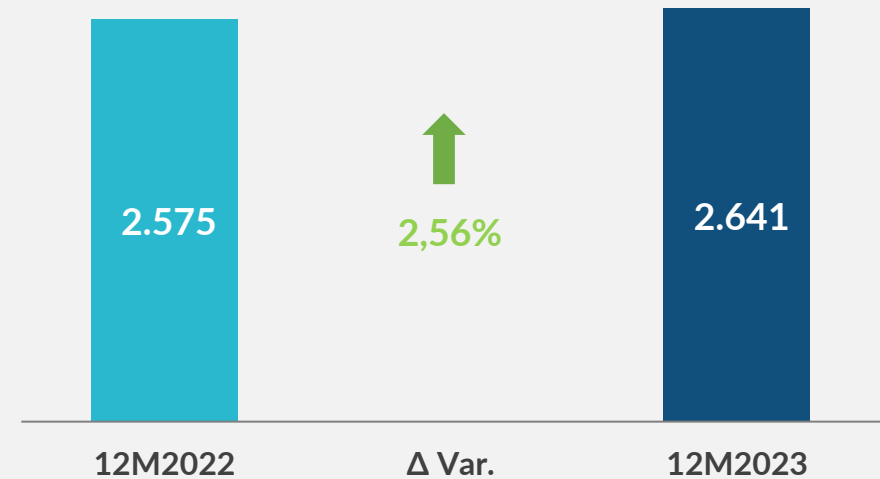
Number of Installations

(Accrued)



Savings

(Accrued)



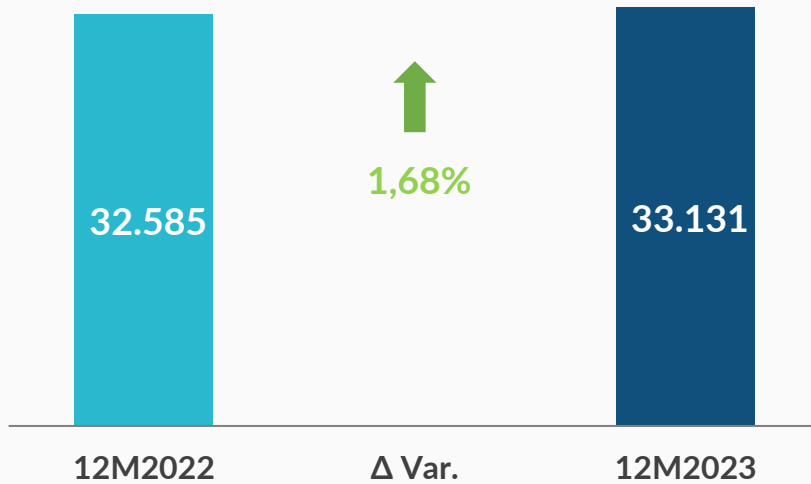


Water Operating Data

Operating Indicators - Water

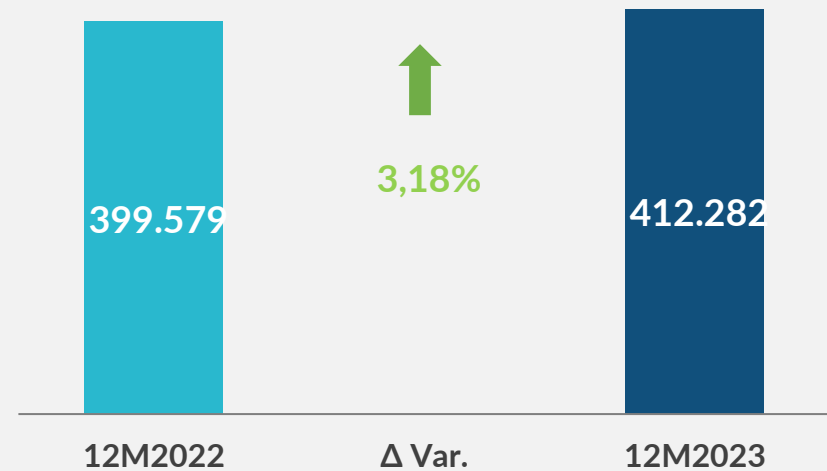
Line Expansion

(Accrued)



Volume of Water Produced

(Accrued)

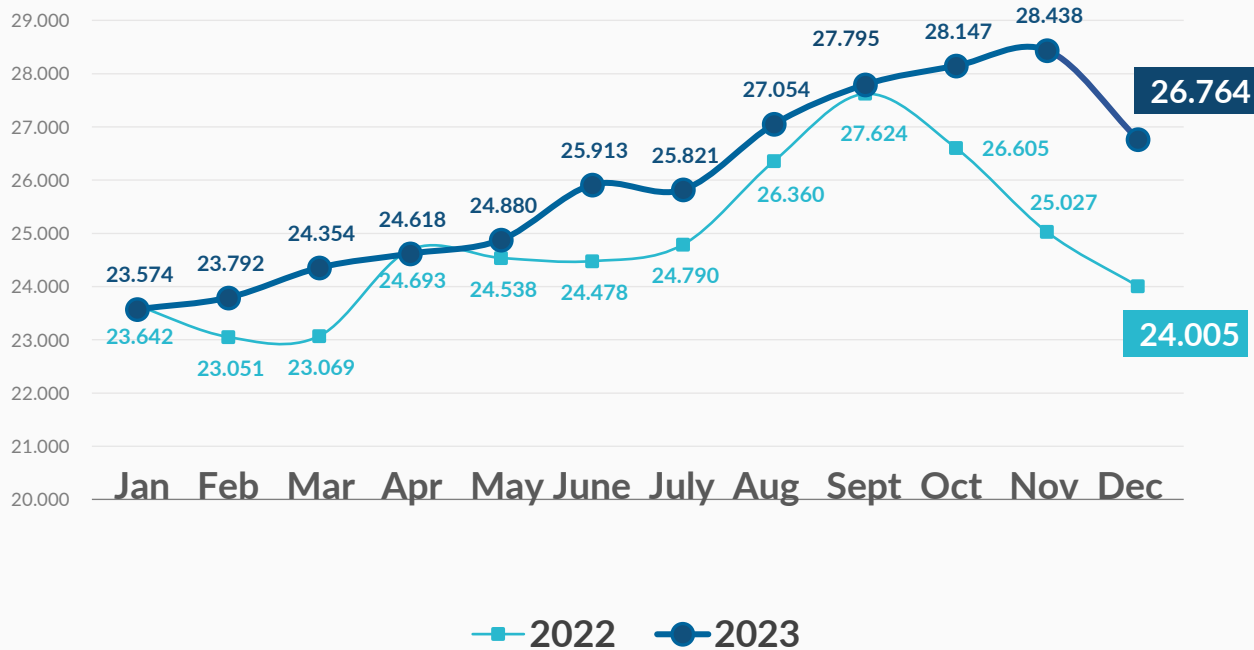




Water Operating Data

Billed Volume (m³)

Monthly



Accrued

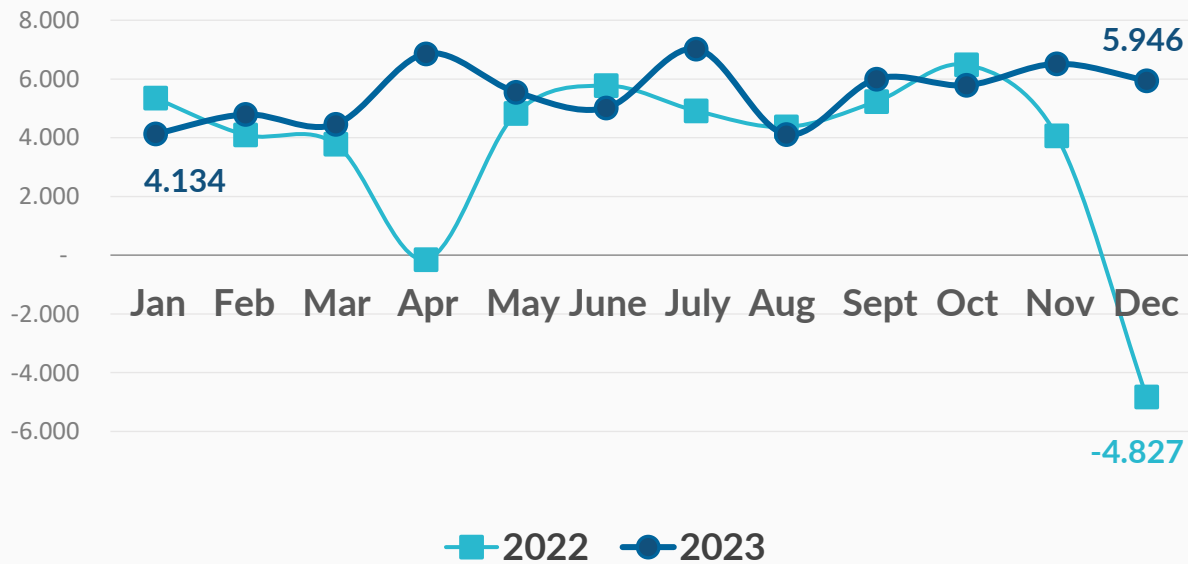




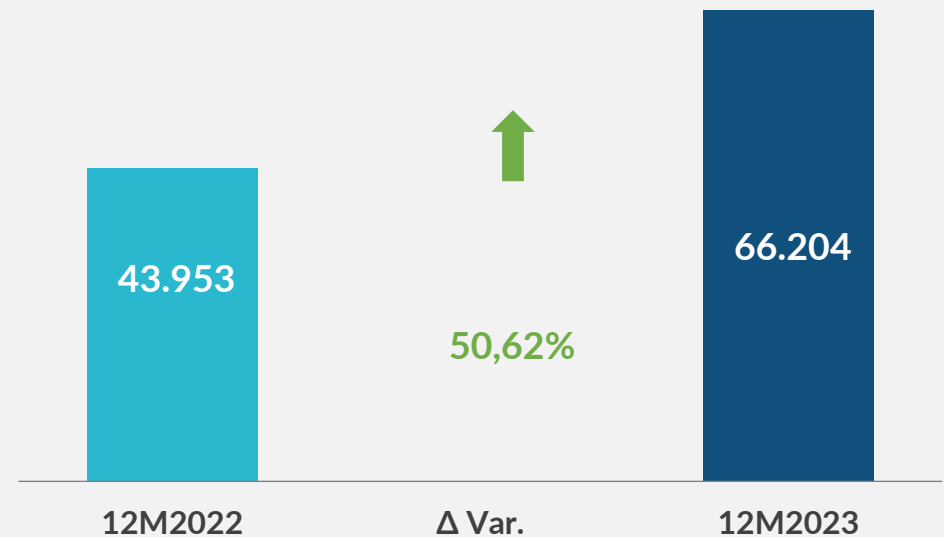
Water Operating Data

Increase in Savings

Monthly



Accrued



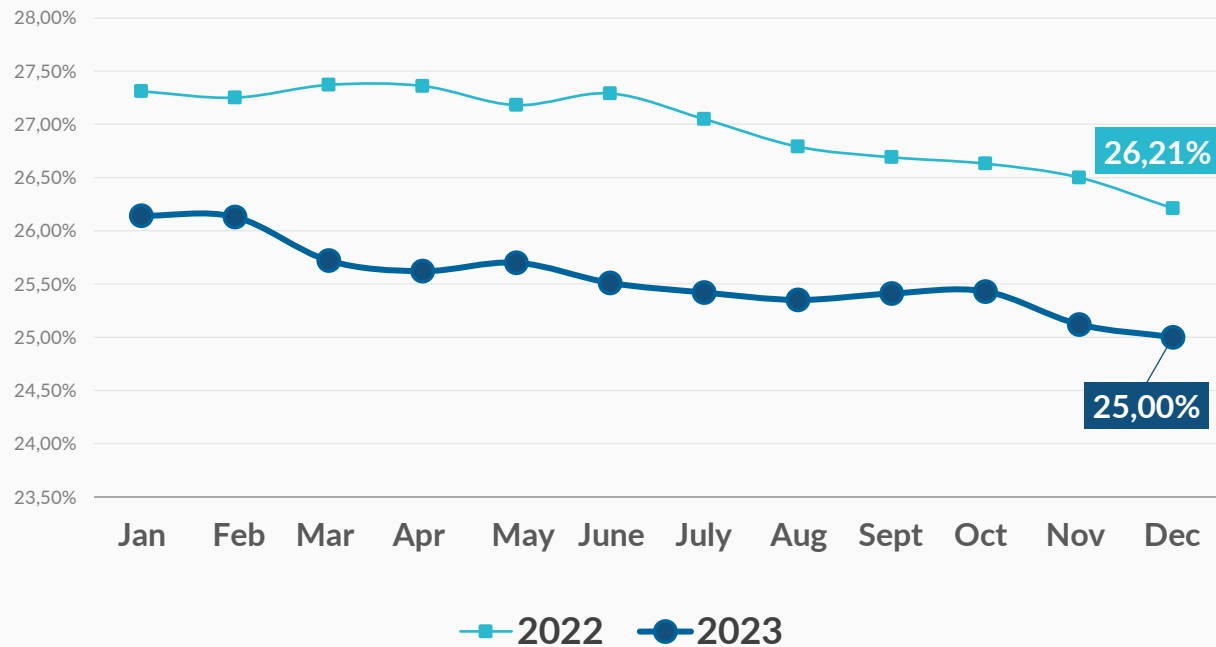
In April and December 2023, and August 2023, the Buriti Alegre, Ipameri and Leopoldo de Bulhões system was resumed by the municipalities and the provision of services by Saneago was discontinued.



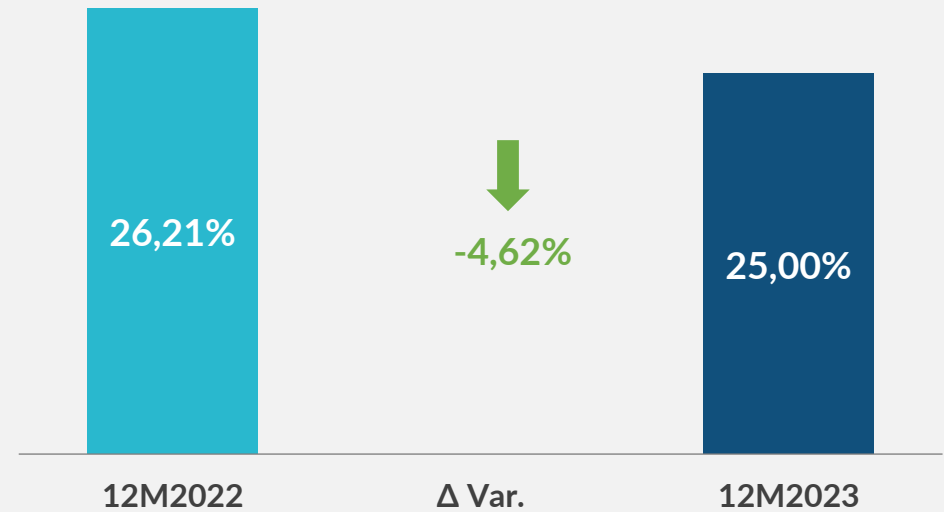
Water Operating Data

Loss Ratio

Accrued



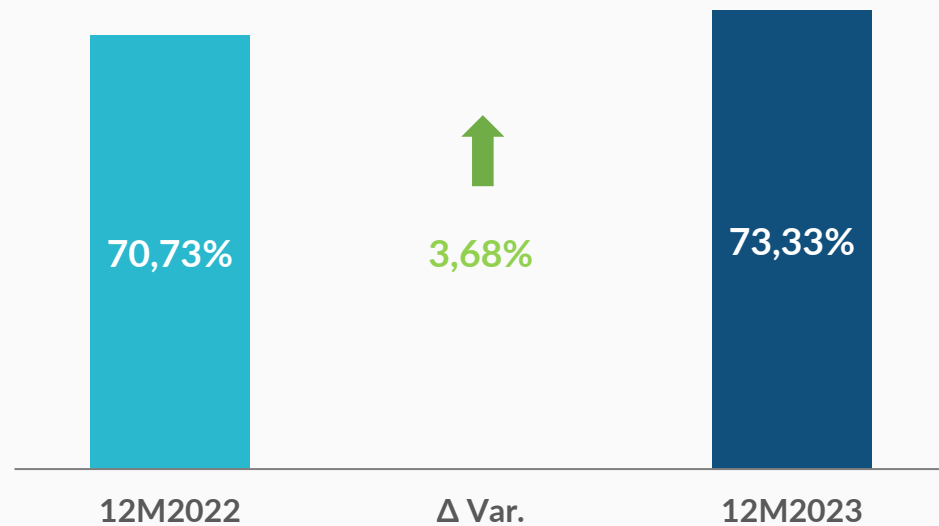
Accrued



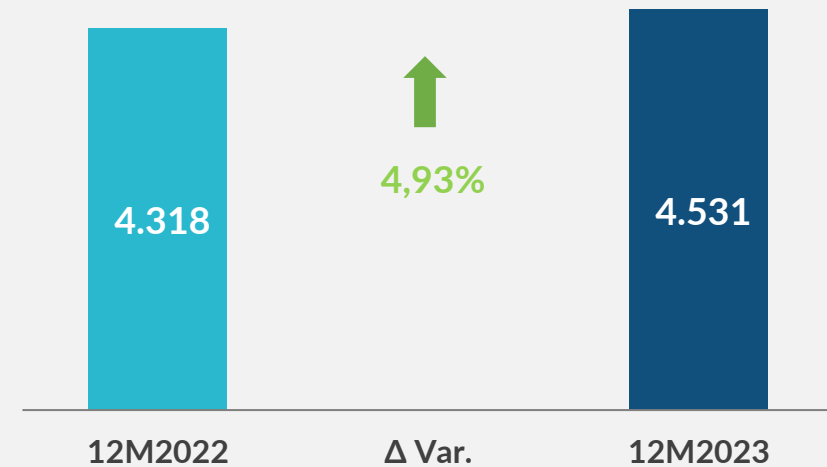
Sewage Operating Data

Operating Indicators - Sewage

Service Ratio



Urban Population Served



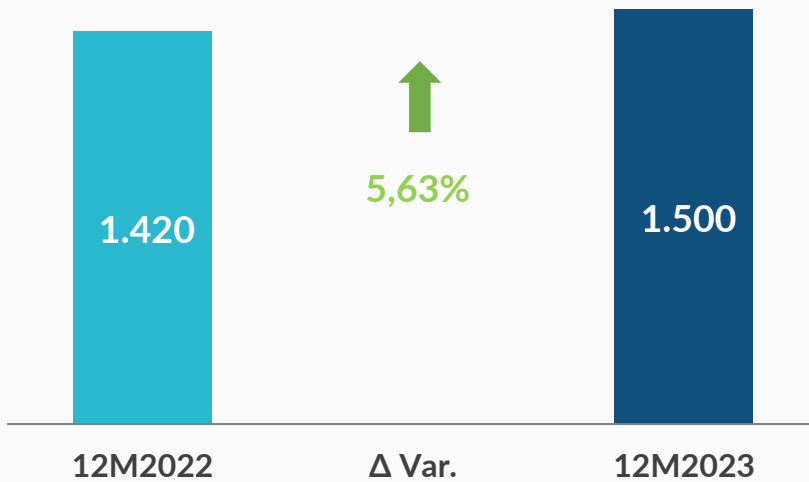


Sewage Operating Data

Operating Indicators - Sewage

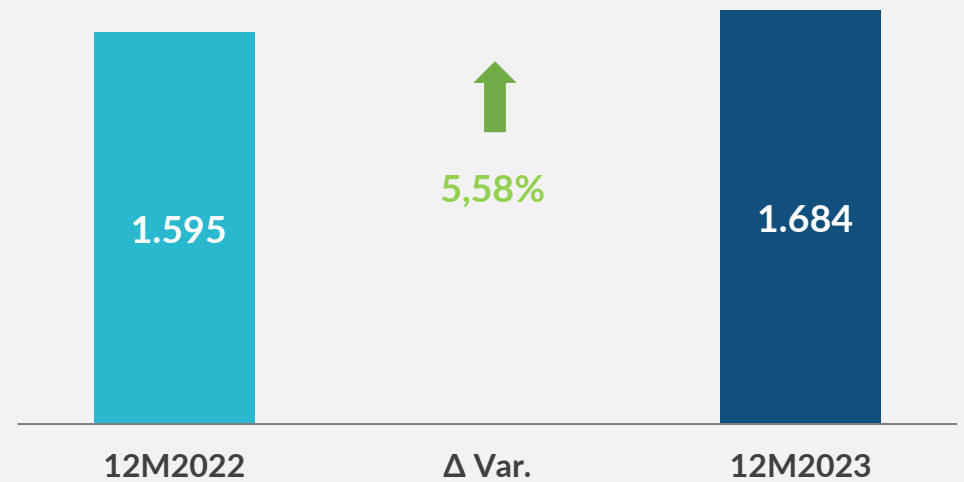
Number of Installations

(Accrued)



Savings

(Accrued)



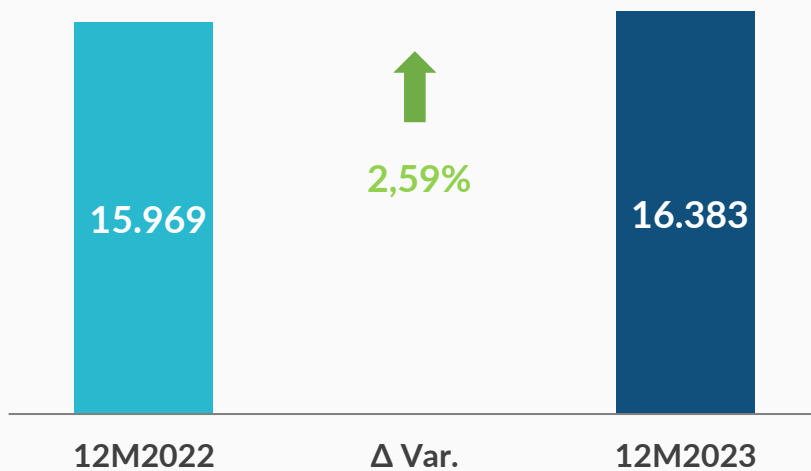


Sewage Operating Data

Operating Indicators - Sewage

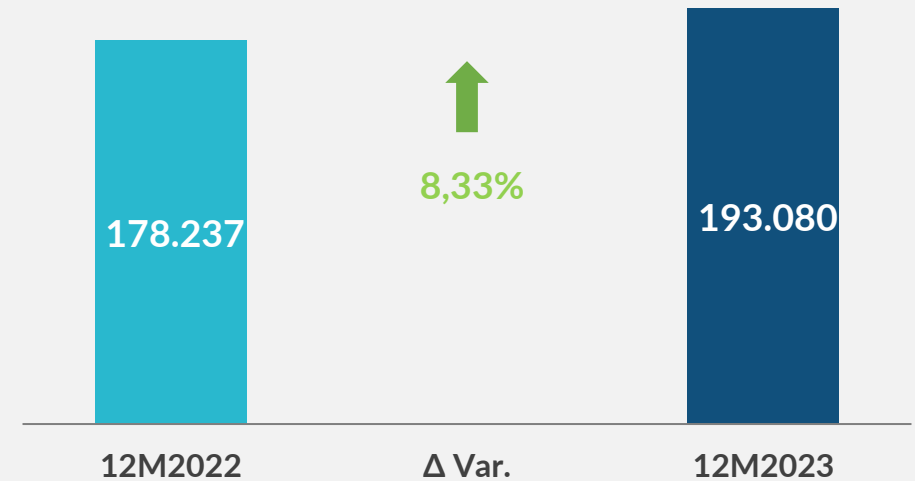
Line Expansion

(Accrued)



Volume of Sewage Treated

(Accrued)

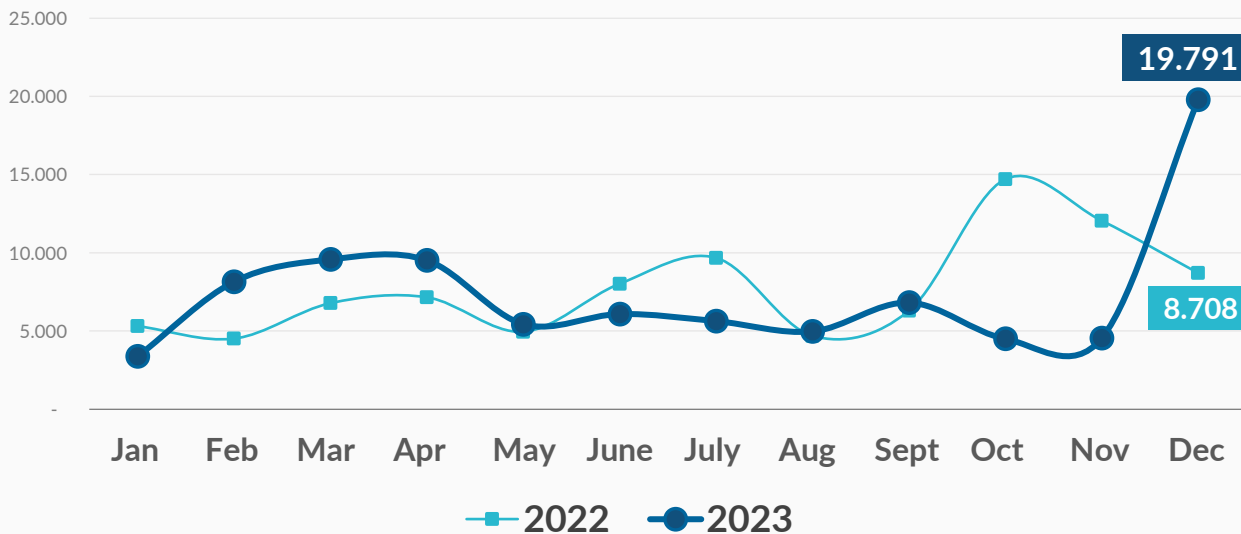




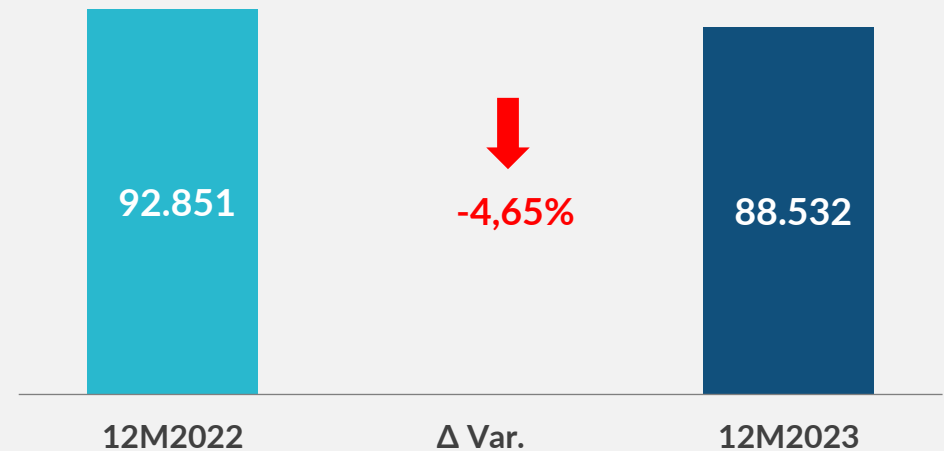
Sewage Operating Data

Increase in Savings

Monthly



Accrued

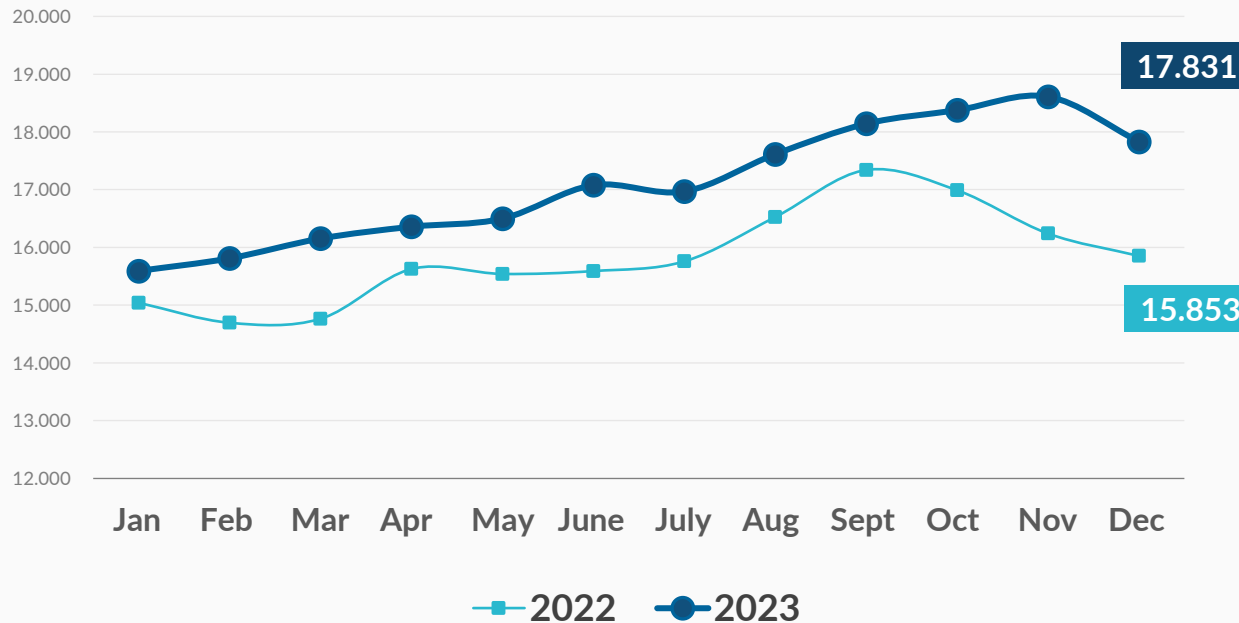




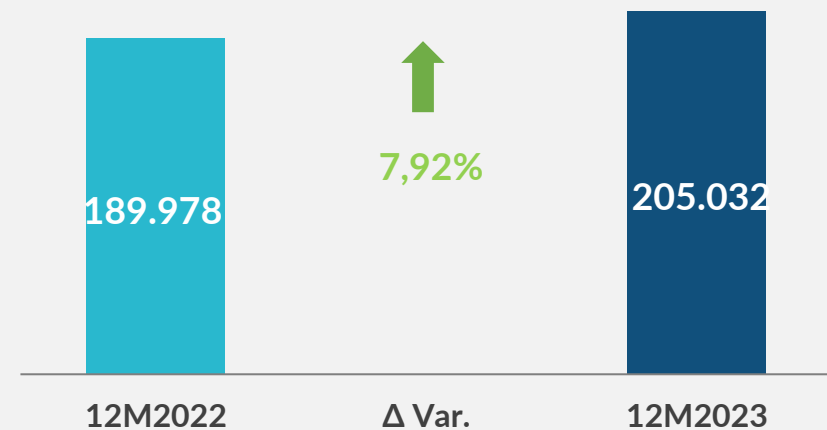
Sewage Operating Data

Billed Volume (m³)

Monthly



Accrued





Operating Data

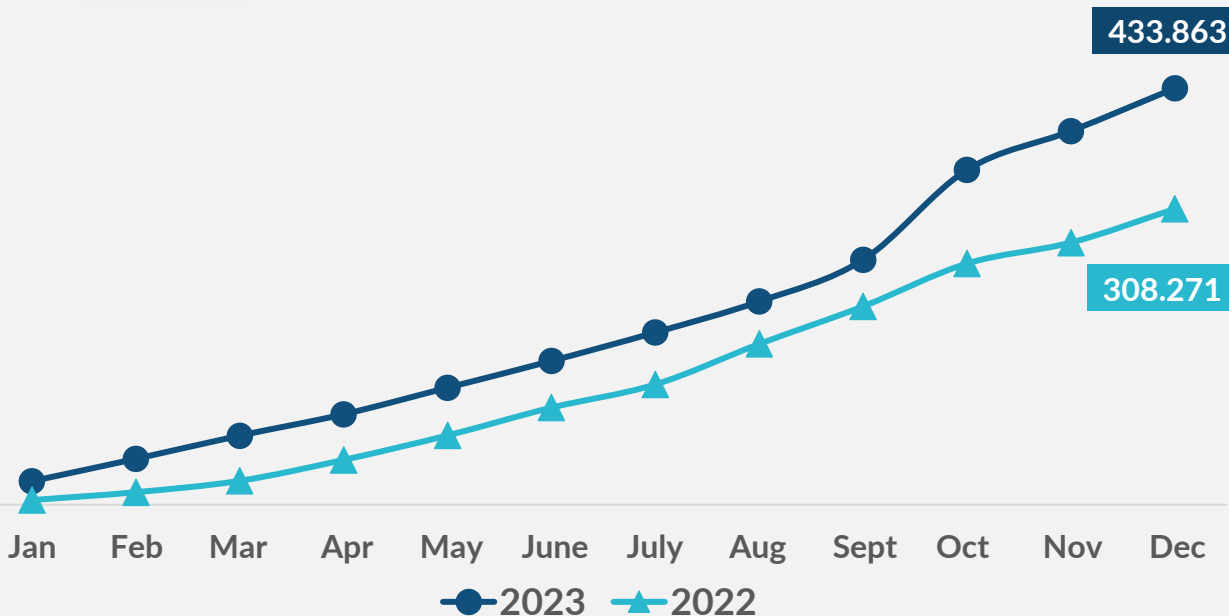
Investments Made | Accrued

(Amounts expressed in thousands of Reais)

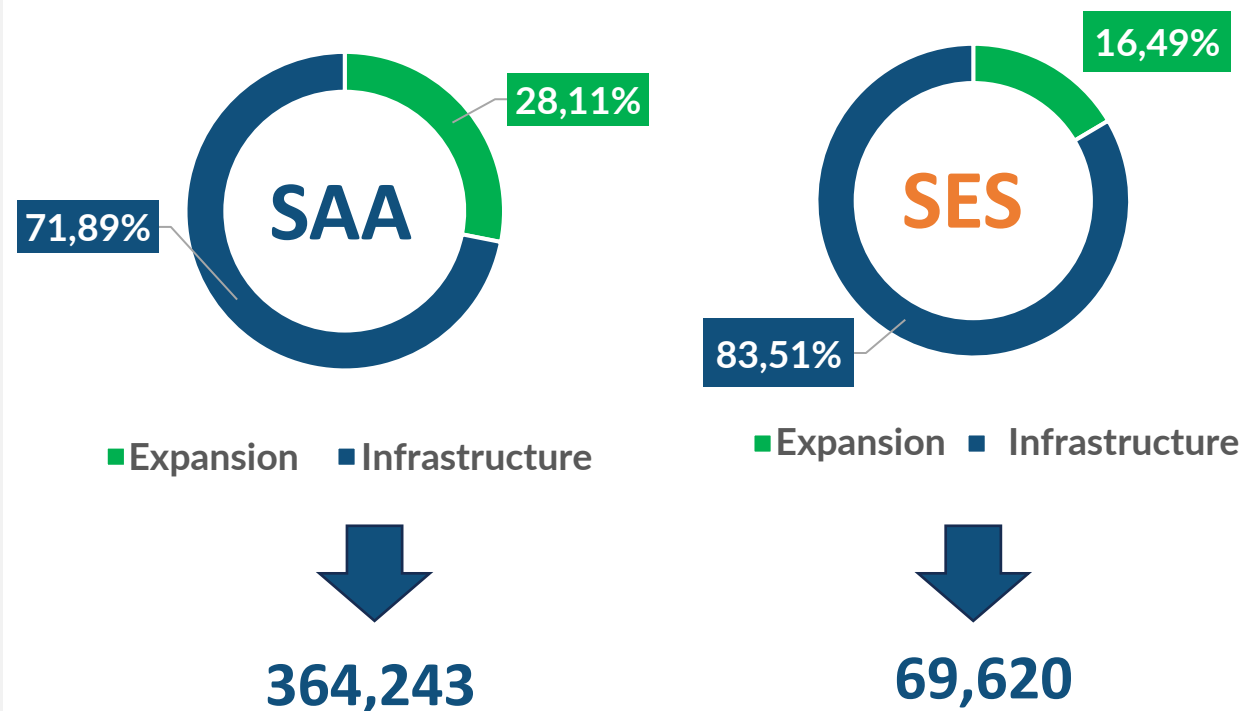
(Values accrued month by month)

CAPEX (Water - SAA and Sewage - SES)

+41%
execution



CAPEX Expansion and Infrastructure Water (SAA) and Sewage (SES)



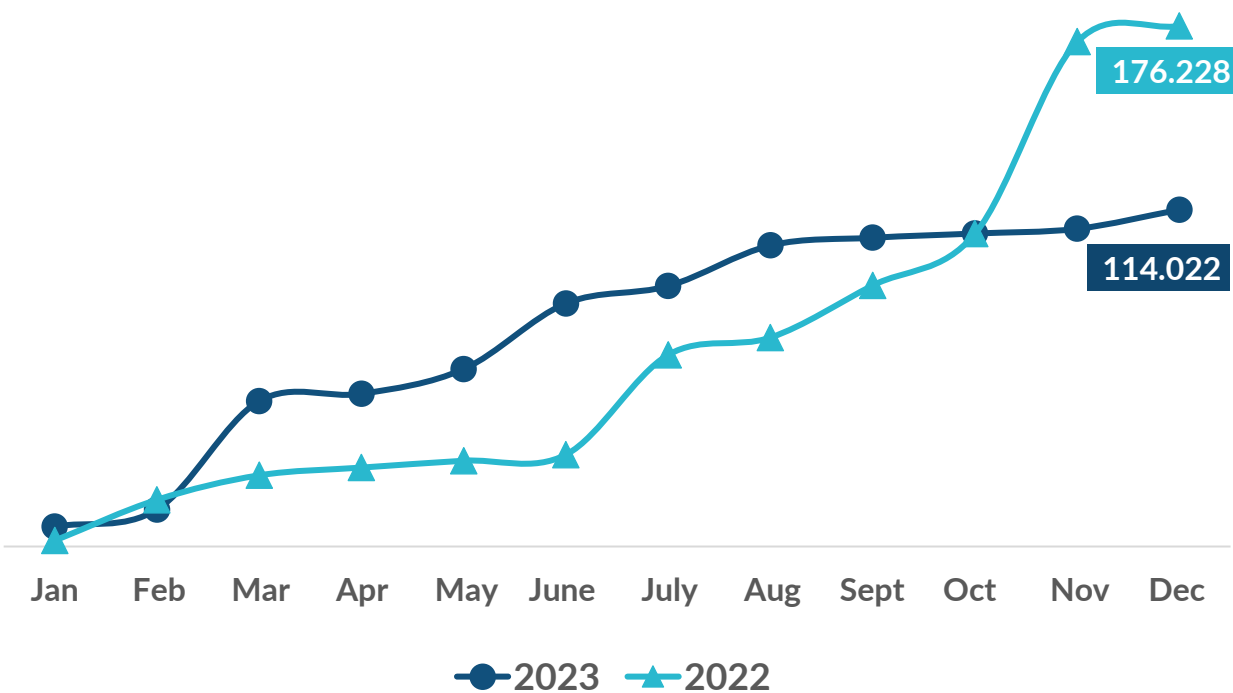


Operating Data

Investments Made | Accrued

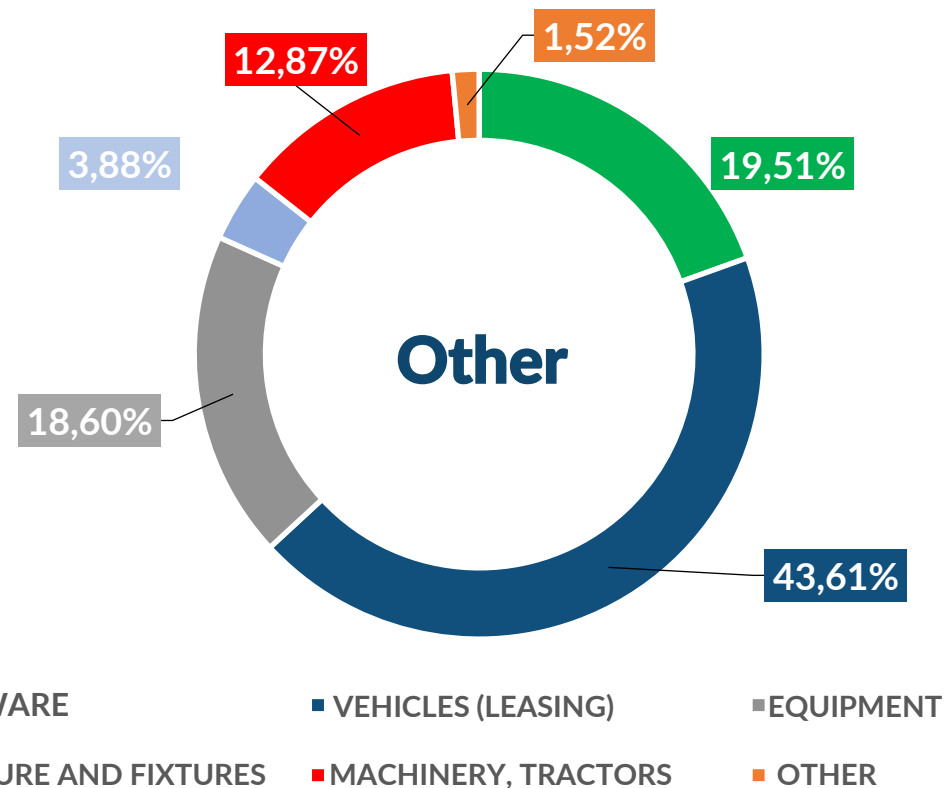
(Amounts expressed in thousands of Reais)

Other



(Values accrued month by month)

CAPEX Breakdown



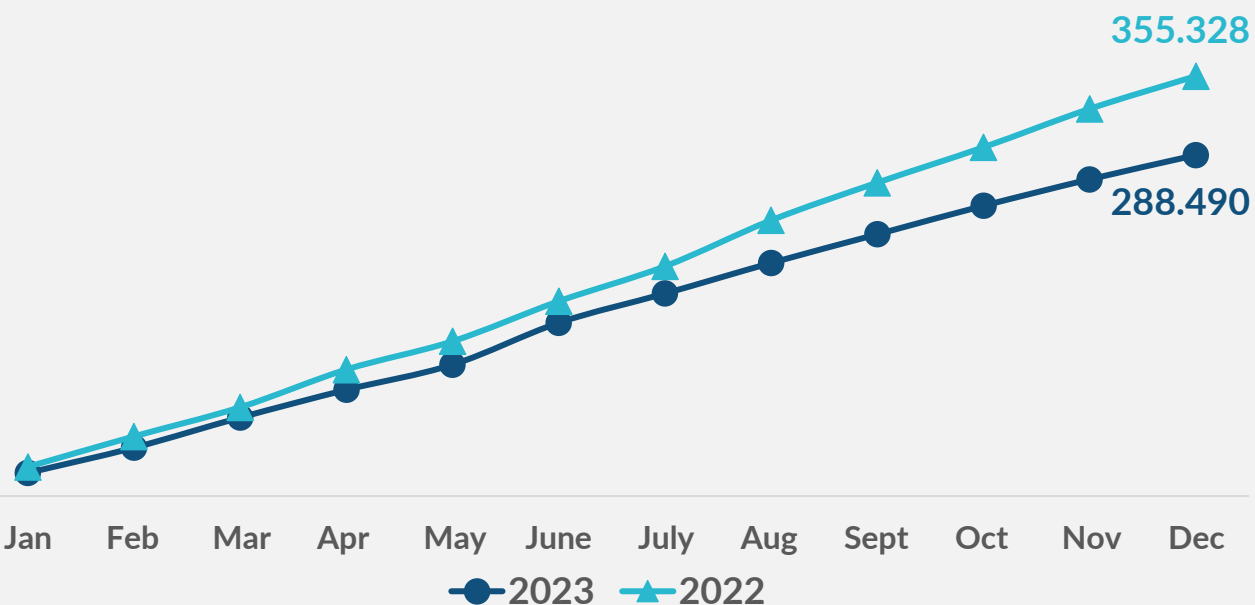


Operating Data

Investments Made | Accrued

(Amounts expressed in thousands of Reais)

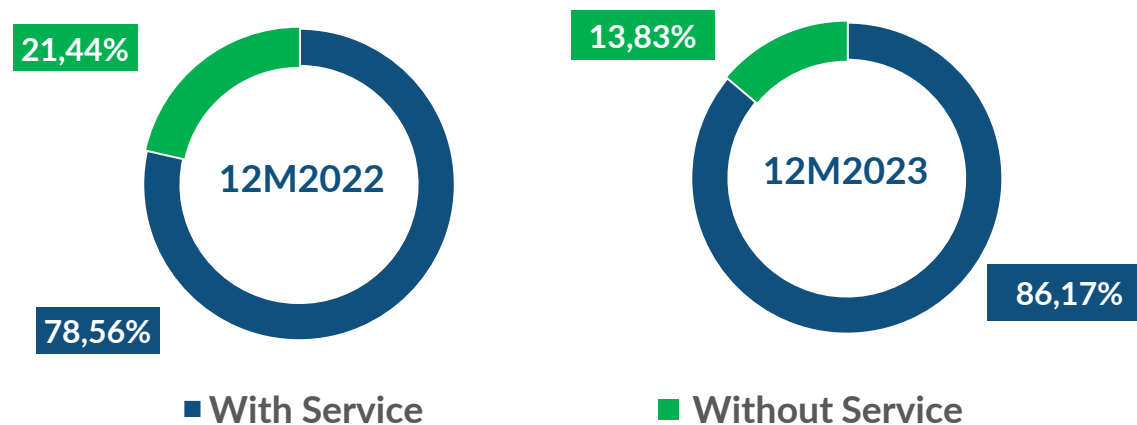
Strategic Partnerships



(Values accrued month by month)

DESCRIPTION	1Q2023	2Q2023	3Q2023	4Q2023
Strategic Partnerships	66,542	80,173	74,818	66,957
TOTAL	66,542	80,173	74,818	66,957

Customer Service - Cities Attended by Partnerships





Operating Data

Investments Made | Accrued

(Amounts expressed in thousands of Reais)

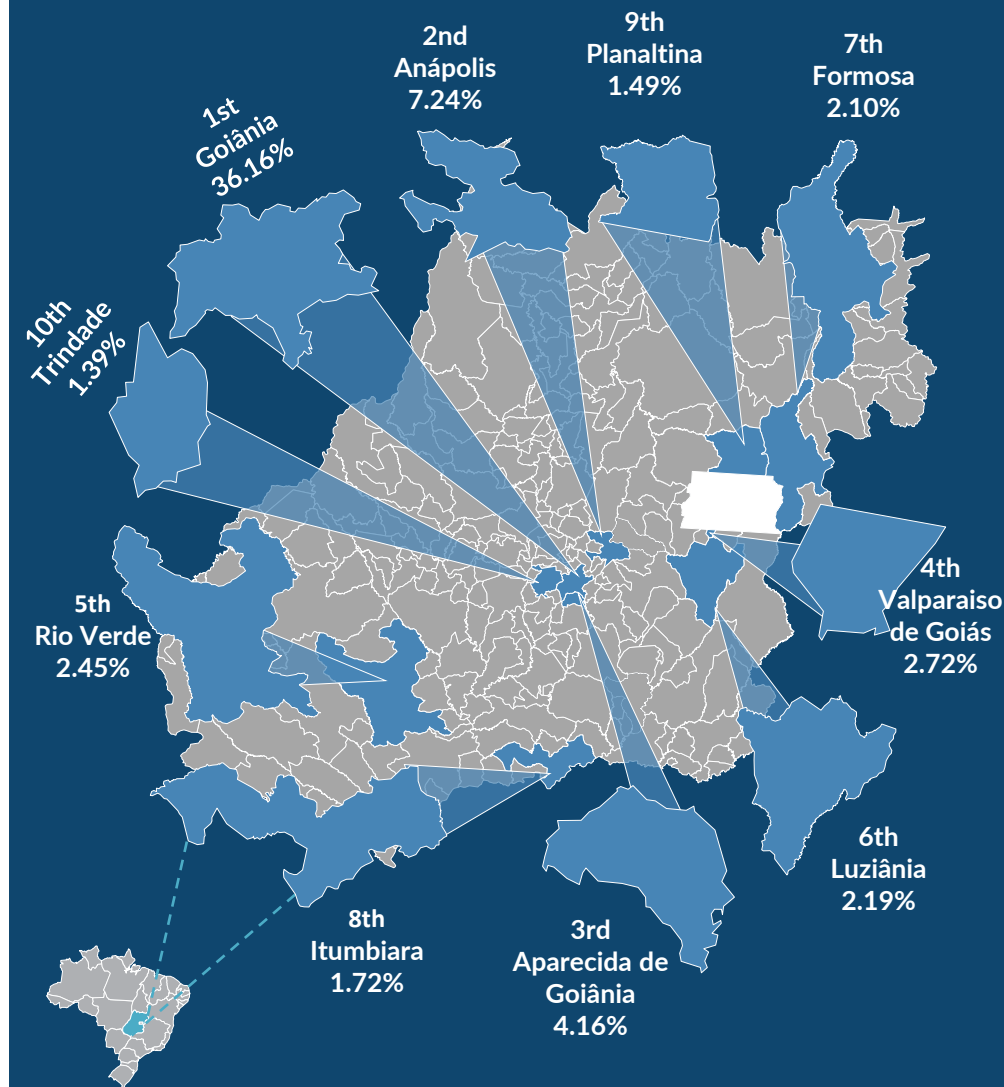
Total Investment "Water, Sewage, Other, and Strategic Partnerships"

System	12M2022	12M2023	Var.
(I) Water	205,339	364,243	77.39%
(II) Sewage	102,932	69,620	-32.36%
Total (I+II)	308,271	433,863	40.74%
(III) Other	176,228	114,022	-35.30%
Total (I+II+III)	484,499	547,886	13.08%
(IV) Strategic Partnerships	355,328	288,490	-18.81%
Total (I+II+III+IV)	839,827	836,376	-0.41%

Top 10 Agreements

Major Net Revenues

Classification	Municipalities	(%) Revenue
1 st	Goiânia	36.16%
2 nd	Anápolis	7.24%
3 rd	Aparecida de Goiânia	4.16%
4 th	Valparaíso de Goiás	2.72%
5 th	Rio Verde	2.45%
6 th	Luziânia	2.19%
7 th	Formosa	2.10%
8 th	Itumbiara	1.72%
9 th	Planaltina	1.49%
10 th	Trindade	1.39%
Total		61.62%





03

Performance Finance





Quarter Financial Performance

(Amounts expressed in thousands of Reais)

Description	4Q2022	4Q2023	VAR. IN BRL	VAR. IN %
(I) Total Net Revenue (+)	697,723	826,212	128.489	18.42%
Personnel (-)	291,586	325,593	34,007	11.66%
Material (-)	25,440	32,324	6,884	27.06%
Third-Party Services (-)	58,752	69,526	10,774	18.34%
Electricity (-)	59,392	64,318	4,925	8.29%
General (-)	7,590	10,379	2,789	36.75%
Concession Remuneration / Indemnification (-)	23,746	27,515	3,769	15.87%
Amortization and Depreciation (-)	34,954	42,171	7,212	20.63%
Tax Expenses (-)	2,922	4,404	1,482	50.71%
Provisions and Reversals (+/-)	34,696	-6,259	-40,955	-118.04%
Other Revenues/Expenses (+/-)	-839	-462	377	-44.91%
(II) Total Costs and Expenses (=)	538,239	569,507	31.264	5.81%
Financial Income (+/-)	4,411	1,186	-3,226	-73.12%
CORPORATE INCOME TAX (IRPJ)/SOCIAL CONTRIBUTION ON NET INCOME (CSLL):	41,428	77,972	36,543	88.21%
(III) Net Income (=)	113.645	177.547	63,907	56.24%



Accumulated Financial Performance

(Amounts expressed in thousands of Reais)

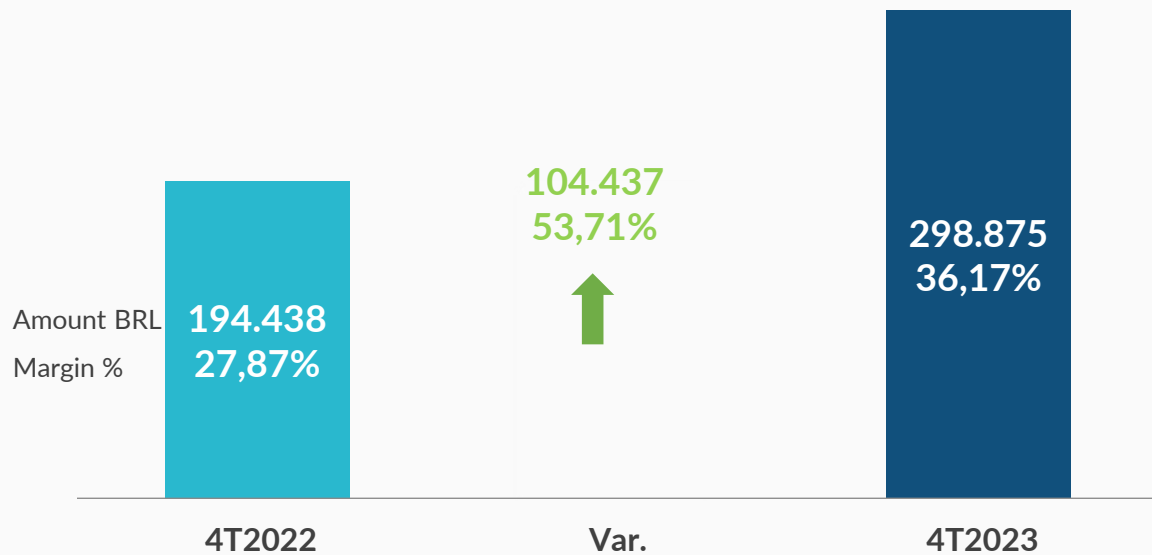
Description	12M2022	12M2023	VAR. IN BRL	VAR. IN %
(I) Total Net Revenue (+)	2,762,876	3,067,874	304.998	11.04%
Personnel (-)	1,259,590	1,206,144	-53,446	-4.24%
Material (-)	97,913	118,963	21,050	21.50%
Third-Party Services (-)	225,366	246,742	21,376	9.48%
Electricity (-)	261,758	239,588	-22,169	-8.47%
General (-)	26,589	29,249	2,660	10.00%
Concession Remuneration / Indemnification (-)	90,875	100,675	9,800	10.78%
Amortization and Depreciation (-)	124,460	157,652	33,188	26.66%
Tax Expenses (-)	17,465	35,062	17,597	100.76%
Provisions and Reversals (+/-)	36,124	48,099	11,976	33.15%
Other Revenues/Expenses (+/-)	51,128	47,450	-3,678	-7.19%
(II) Total Costs and Expenses (=)	2,191,267	2,229,623	38,352	1.75%
Financial Income (+/-)	18,480	20,227	1,747	9.45%
CORPORATE INCOME TAX (IRPJ)/SOCIAL CONTRIBUTION ON NET INCOME (CSLL):	151,492	234,167	82,675	54.57%
(III) Net Income (=)	401,635	583,856	182.223	45.37%



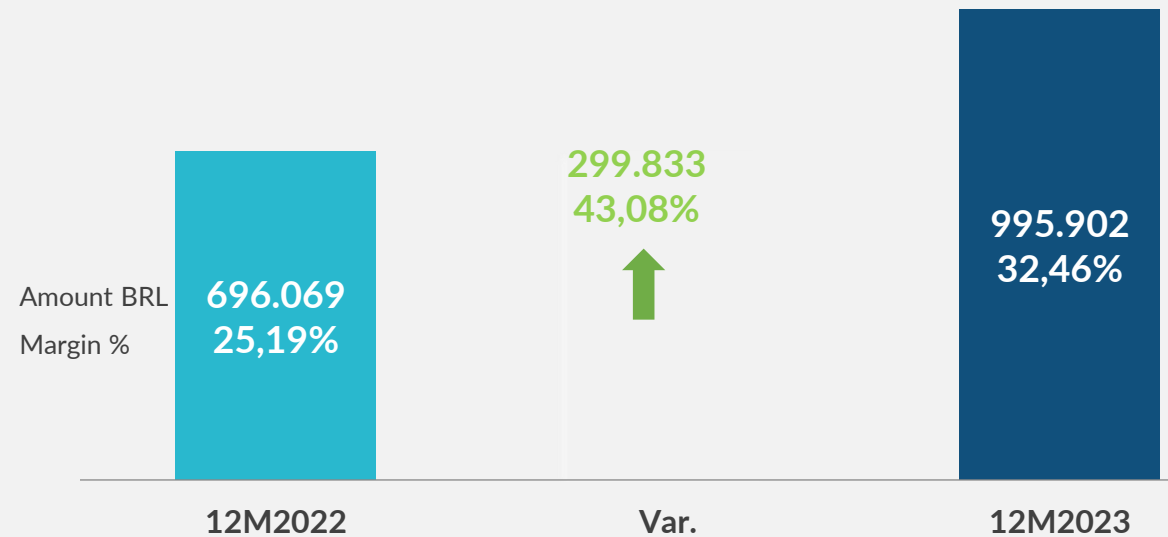
Financial Performance

Classic EBITDA

Quarterly



Accrued

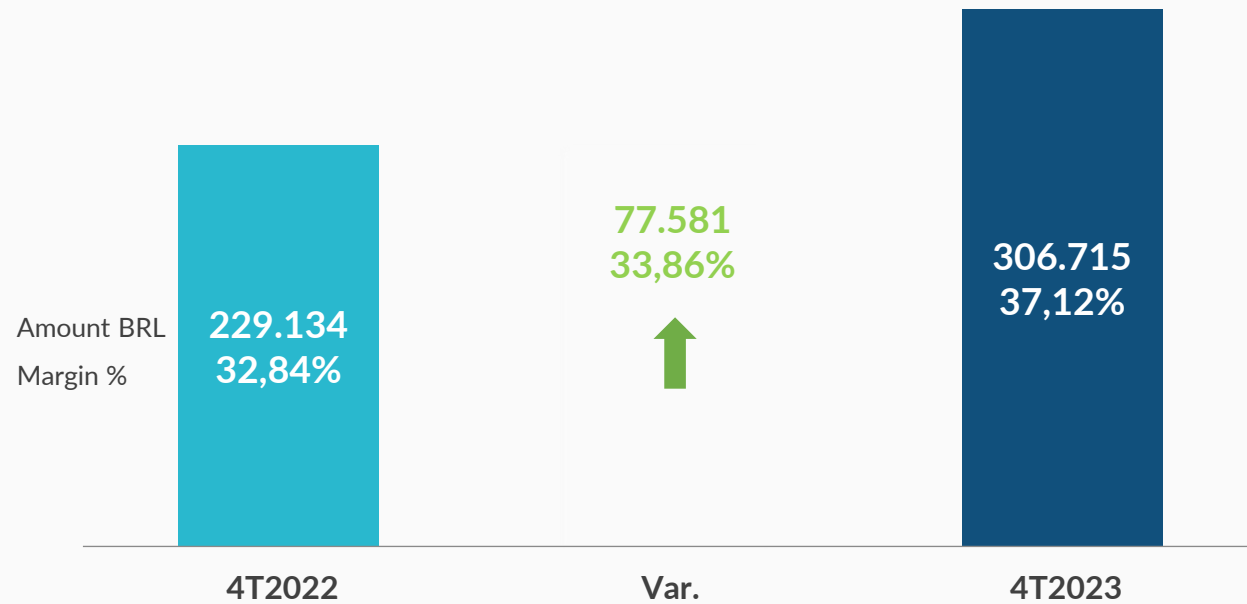




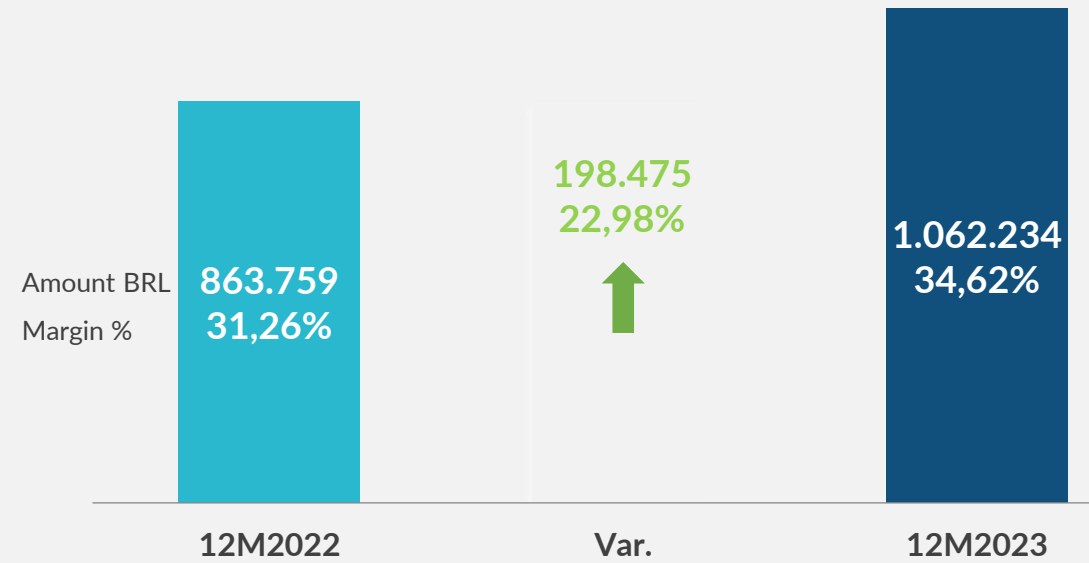
Financial Performance

Adjusted EBITDA

Quarterly



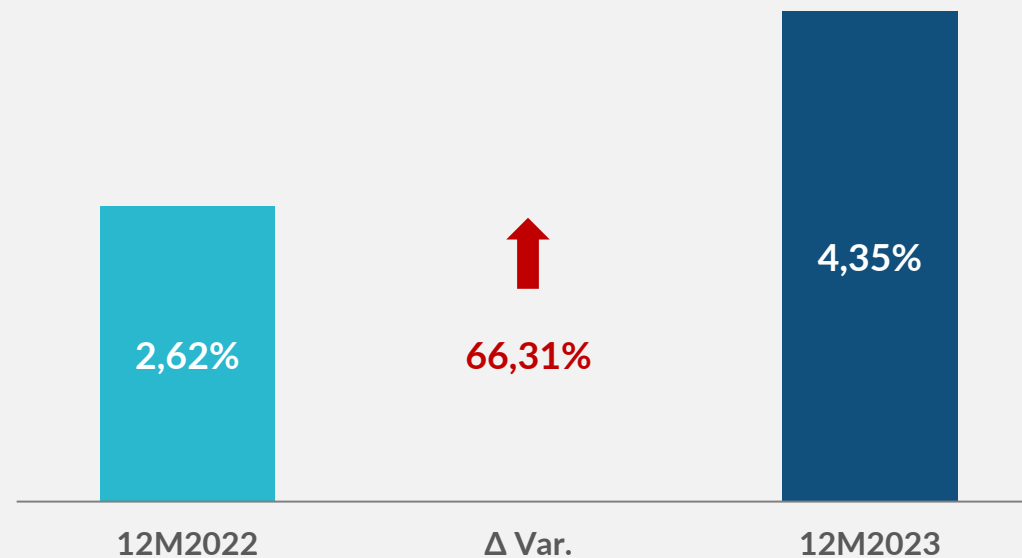
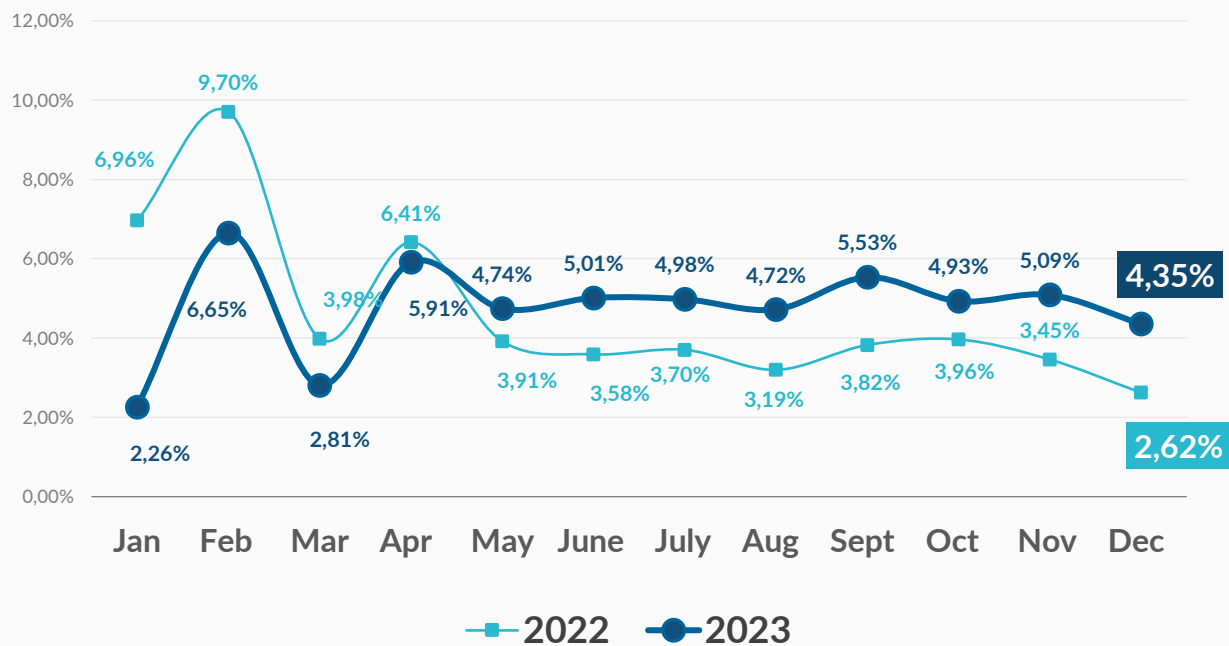
Accrued





Default Rate

Accrued



Assets	4Q2022	4Q2023	Variation %
Current Assets	1,381,935	1,664,116	20.42%
Cash and Cash Equivalents	81,606	59,266	-27.38%
Financial Investments	615,746	815,781	32.49%
Trade Receivables	264	271	2.65%
Inventories	517,470	602,855	16.50%
Recoverable Taxes	80,995	109,034	34.62%
Prepaid Expenses	22,132	24,913	12.57%
Sub-delegation	17,275	19,444	12.56%
Bonds and Securities	11,334	11,858	4.62%
Other Accounts Receivable	35,113	20,694	-41.06%
Non-Current Assets	5,794,411	6,378,868	10.09%
Non-Current Receivables	1,770,355	2,009,040	13.48%
Fixed Assets	4,024,056	4,369,828	8.59%
Total Assets	7,176,346	8,042,984	11.86%

Liabilities	4Q2022	4Q2023	Variation %
Current Liabilities	796,430	914,887	14.87%
Loans and Financing	27,868	23,280	-16.46%
Bonds	213,499	225,490	5.62%
Lease-Purchase Agreement	21,900	36,468	66.52%
Suppliers	177,458	205,653	15.89%
Labor Obligations	140,074	141,657	1.13%
Provision for Employees' Profit-sharing Distribution	39,324	57,117	45.25%
Tax Obligations	57,189	65,801	15.06%
Payment in Installments	2,018	3,500	73.44%
Contractual Obligations	4,349	-	-
Consortia	736	3,480	372.83%
Other Accounts Payable	13,789	13,322	-3.39%
Sub-delegation	349	976	179.66%
Dividends and Interest on Equity Payable	95,388	135,654	42.21%
Contractual advance	2,489	2,489	0.00%
Non-Current Liabilities	2,702,733	3,042,650	12.58%
Actuarial Obligations	-	56,711	-
Total Liabilities	3,499,163	3,957,537	13.10%
Equity	3,677,183	4,085,447	11.10%
Total Liabilities	7,176,346	8,042,984	12.08%

Financial Performance

Debt

(Amounts expressed in thousands of Reais)

Indebtedness Breakdown	
Debt Type	4Q2023
Debt Principal	1,072,865
(+) Interest and Charges ¹	4,247
(-) Transaction Costs	-6,381
Gross Debt²	1,070,732
(-) Cash and Cash Equivalents	59,266
(-) Financial Investments	815,781
Net Debt	195.685

¹Interest calculated from the due dates of the installments until the end of December 2023.

² Divided into Loans and Financing (176,749) and Bonds (900,364).

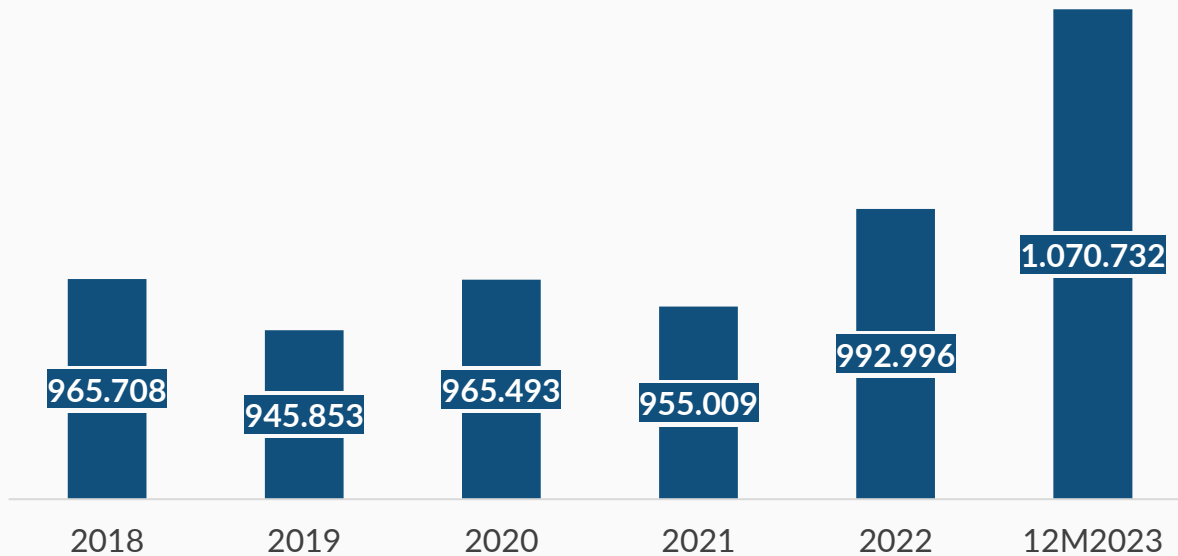




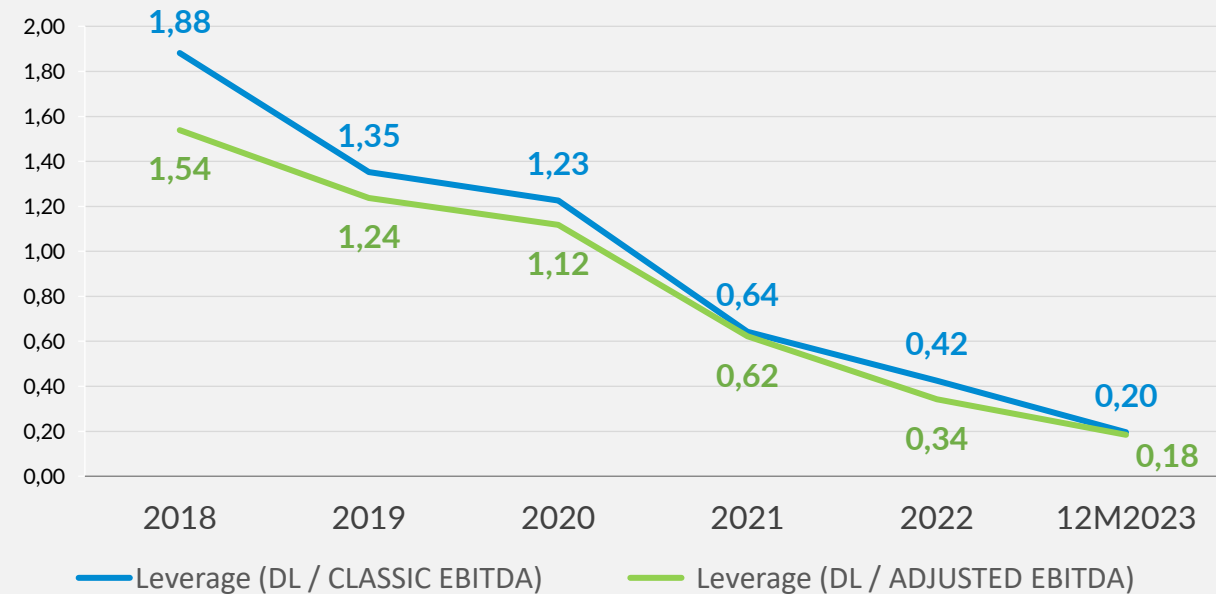
Financial Performance

Indebtedness \ Leverage

Gross Debt (BRL)



Leverage



Financial Performance

Debt

(Amounts expressed in thousands of Reais)

Onerous Financial Debt	Parameter	2023
Net Debt / EBITDA (YTD)	3.0 or less	0.20
Debt Service Coverage Ratio - ICSD ¹	Parameter	2023
Debt Service Coverage Ratio - ICSD	Greater than 1.50	2,90
Weighted Average Cost of Debt	Parameter	Current Spread ¹
Weighted Average Cost of Debt	CDI p.a. 11.65%	1.64%

¹Weighted Average Cost of Debt is 13.48%.





Saneamento de Goiás S.A.



Avenida Fued José Sebba, 1.245

Bairro Jardim Goiás

Zip Code (CEP) 74805-100 | Goiânia
- State of Goiás

+55 (62) 3243-3112



+55 (62) 3243-3166

+55 (62) 3243-3108



ri.saneago.com.br



ri@saneago.com.br