

COMPANHIA DE SANEAMENTO BASICO DO ESTADO DE SAO PAULO-SABESP

Form 6-K

March 29, 2017

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**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, DC 20549**

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**FORM 6-K**

**REPORT OF FOREIGN ISSUER**  
**PURSUANT TO RULE 13a-16 OR 15d-16 OF THE**  
**SECURITIES EXCHANGE ACT OF 1934**

**For March, 2017**  
**(Commission File No. 1-31317)**

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**Companhia de Saneamento Básico do Estado de São Paulo - SABESP**  
*(Exact name of registrant as specified in its charter)*

**Basic Sanitation Company of the State of Sao Paulo - SABESP**  
*(Translation of Registrant's name into English)*

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**Rua Costa Carvalho, 300**  
**São Paulo, S.P., 05429-900**  
**Federative Republic of Brazil**  
*(Address of Registrant's principal executive offices)*

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Indicate by check mark whether the registrant files or will file  
annual reports under cover Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K  
in paper as permitted by Regulation S-T Rule 101(b)(1) .

Indicate by check mark if the registrant is submitting the Form 6-K  
in paper as permitted by Regulation S-T Rule 101(b)(7) .

Indicate by check mark whether the registrant by furnishing the  
information contained in this Form is also thereby furnishing the  
information to the Commission pursuant to Rule 12g3-2(b) under  
the Securities Exchange Act of 1934.

Yes  No

If "Yes" is marked, indicated below the file number assigned to the  
registrant in connection with Rule 12g3-2(b):

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CIA. DE SANEAMENTO BÁSICO DO ESTADO DE SÃO PAULO - SABESP  
Rui de Britto Álvares Affonso  
Chief Financial Officer and Investor Relations Officer  
Mario Azevedo de Arruda Sampaio  
Head of Capital Markets and Investor Relations

SBSP3: R\$  
31.60/share

SBS: US\$ 10.06  
(ADR=1 share)

**SABESP announces 2016 results**

Total shares:  
683,509,869

Market value: R\$  
21.6 billion

Closing quote:  
03/27/2017

São Paulo, March 27, 2017 - **Companhia de Saneamento Básico do Estado de São Paulo - SABESP** (BM&FBovespa: SBSP3; NYSE: SBS), one of the largest water and sewage services providers in the world based on the number of costumers, announces today its **4Q16 and FY2016 results**. The Company's operating and financial information, except when indicated otherwise is presented in Brazilian Reais, in accordance with the Brazilian Corporate Law. All comparisons in this release, unless otherwise stated, refer to the same period of 2015.

**1. Financial highlights**

|  |           |           |           |         |           |
|--|-----------|-----------|-----------|---------|-----------|
| Gross operating revenue  | 11,122.2  | 8,946.8   | 2,175.4   | 24.3    | 2,974.3   |
| Construction revenue   | 3,732.9   | 3,336.7   | 396.2     | 11.9    | 1,112.2   |
| COFINS and PASEP taxes   | (756.9)   | (571.9)   | (185.0)   | 32.3    | (200.0)   |
| (=) Net operating revenue  | 14,098.2  | 11,711.6  | 2,386.6   | 20.4    | 3,885.3   |
| Costs and expenses   | (7,026.6) | (5,550.1) | (1,476.5) | 26.6    | (1,878.0) |
| Construction costs   | (3,651.4) | (3,263.8) | (387.6)   | 11.9    | (1,088.0) |
| Equity result  | 4.7       | 2.5       | 2.2       | 88.0    | 2.2       |
| Other operating revenue (expenses), net                                  | 4.7       | 143.8     | (139.1)   | (96.7)  | (23.0)    |
| (=) Earnings before financial result, income tax and social contribution | 3,429.6   | 3,044.0   | 385.6     | 12.7    | 898.0     |
| Financial result   | 699.4     | (2,456.5) | 3,155.9   | (128.5) | 163.4     |
| (=) Earnings before income tax and social contribution                   | 4,129.0   | 587.5     | 3,541.5   | 602.8   | 1,061.4   |
| Income tax and social contribution                                       | (1,181.9) | (51.2)    | (1,130.7) | 2,208.4 | (114.8)   |
| (=) Net income   | 2,947.1   | 536.3     | 2,410.8   | 449.5   | 946.6     |
| Earnings per share* (R\$)  | 4.31      | 0.78      |           |         | 1.5       |

\* Total shares = 683,509,869

**Adjusted EBITDA Reconciliation (Non-accounting measures)**

|  | <i>R\$ million</i> |         |           |         |         |        |         |         |
|--|--------------------|---------|-----------|---------|---------|--------|---------|---------|
| Net income                               | 2,947.1            | 536.3   | 2,410.8   | 449.5   | 946.9   | 460.9  | 486.0   | 105.4   |
| Income tax and social contribution       | 1,181.9            | 51.2    | 1,130.7   | 2,208.4 | 114.8   | 189.8  | (75.0)  | (39.5)  |
| Financial result                         | (699.4)            | 2,456.5 | (3,155.9) | (128.5) | (163.4) | 86.7   | (250.1) | (288.5) |
| Other operating revenues (expenses), net | (4.7)              | (143.8) | 139.1     | (96.7)  | 23.2    | (45.6) | 68.8    | (150.9) |
| (=) Adjusted EBIT*                       | 3,424.9            | 2,900.2 | 524.7     | 18.1    | 921.5   | 691.8  | 229.7   | 33.2    |
| Depreciation and amortization            | 1,146.6            | 1,074.1 | 72.5      | 6.7     | 287.6   | 265.4  | 22.2    | 8.4     |
| (=) Adjusted EBITDA **                   | 4,571.5            | 3,974.3 | 597.2     | 15.0    | 1,209.1 | 957.2  | 251.9   | 26.3    |
| (%) Adjusted EBITDA margin               | 32.4               | 33.9    |           |         | 31.1    | 29.7   |         |         |

(\*) Adjusted EBIT is net income before: (i) other operating revenues/expenses, net; (ii) financial result; and (iii) income tax and social contribution.

(\*\*) Adjusted EBITDA is net income before: (i) depreciation and amortization expenses; (ii) income tax and social contribution; (iii) financial result; and (iv) other operating revenues/expenses, net.

In 2016, net operating revenue, including construction revenue, reached R\$ 14,098.2 million; a 20.4% increase compared to 2015.

Costs and expenses, including construction costs, totaled R\$ 10,678.0 million, 21.1% higher than in 2015.

Adjusted EBIT, in the amount of R\$ 3,424.9 million, grew 18.1% from R\$ 2,900.2 million recorded in 2015.

Adjusted EBITDA, in the amount of R\$ 4,571.5 million, increased 15.0% from R\$ 3,974.3 million recorded in 2015.

The adjusted EBITDA margin was 32.4% in 2016 against 33.9% in 2015. Excluding construction revenues and construction costs, the adjusted EBITDA margin was 43.3% in 2016 (46.6% in 2015).

In 2016 the Company recorded a net income of R\$ 2,947.1 million, in comparison to a net income of R\$ 536.3 million in 2015.

## **2. Gross operating revenue**

Gross operating revenue from water and sewage, not including construction revenue, totaled R\$ 11,122.2 million, an increase of R\$ 2,175.4 million or 24.3%, when compared to the R\$ 8,946.8 million recorded in 2015.

The main factors that led to this variation were:

- Tariff increase of 15.2% (7.8% ordinary tariff adjustment and 6.9% extraordinary tariff revision) since June 2015;
- Tariff increase of 8.4% since May 2016;
- Increase of 4.4% in the Company's total billed volume (4.0% in water and 4.8% in sewage); and
- Bonus granted within the Water Consumption Reduction Incentive Program, concluded in April 2016, was lower in 2016, amounting to R\$ 187.4 million (R\$ 926.1 million in 2015).

The increase resulting from the above mentioned factors was partially offset by the suspension of the Contingency Tariff in April 2016, in the amount of R\$ 224.7 million in 2016 (R\$ 499.7 million in 2015).

### 3. Construction revenue

Construction revenue increased R\$ 396.2 million or 11.9%, when compared to 2015. The variation was mainly due to higher investments in the municipalities served by the Company.

### 4. Billed volume

The following tables show the water and sewage billed volume, on quarter-on-quarter and annual basis, per customer category and region.

#### WATER AND SEWAGE BILLED VOLUME <sup>(1)</sup> PER CUSTOMER CATEGORY - million m<sup>3</sup>

|                          |              |              |            |              |              |            |              |              |            |
|--------------------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|
| Residential              | 392.0        | 374.9        | 4.6        | 332.7        | 316.0        | 5.3        | 724.7        | 690.9        | 4.9        |
| Commercial               | 41.2         | 40.5         | 1.7        | 39.3         | 38.5         | 2.1        | 80.5         | 79.0         | 1.9        |
| Industrial               | 7.9          | 8.0          | (1.3)      | 9.6          | 9.7          | (1.0)      | 17.5         | 17.7         | (1.1)      |
| Public                   | 10.3         | 9.8          | 5.1        | 9.1          | 8.6          | 5.8        | 19.4         | 18.4         | 5.4        |
| <b>Total retail</b>      | <b>451.4</b> | <b>433.2</b> | <b>4.2</b> | <b>390.7</b> | <b>372.8</b> | <b>4.8</b> | <b>842.1</b> | <b>806.0</b> | <b>4.5</b> |
| Wholesale <sup>(3)</sup> | 60.2         | 50.7         | 18.7       | 7.8          | 6.1          | 27.9       | 68.0         | 56.8         | 19.7       |
| <b>Total</b>             | <b>511.6</b> | <b>483.9</b> | <b>5.7</b> | <b>398.5</b> | <b>378.9</b> | <b>5.2</b> | <b>910.1</b> | <b>862.8</b> | <b>5.5</b> |

|                          |                |                |            |                |                |            |                |                |            |
|--------------------------|----------------|----------------|------------|----------------|----------------|------------|----------------|----------------|------------|
| Residential              | 1,527.6        | 1,465.0        | 4.3        | 1,294.0        | 1,232.1        | 5.0        | 2,821.6        | 2,697.1        | 4.6        |
| Commercial               | 162.9          | 160.0          | 1.8        | 155.0          | 151.9          | 2.0        | 317.9          | 311.9          | 1.9        |
| Industrial               | 31.6           | 32.6           | (3.1)      | 38.3           | 38.9           | (1.5)      | 69.9           | 71.5           | (2.2)      |
| Public                   | 40.8           | 40.6           | 0.5        | 35.9           | 33.4           | 7.5        | 76.7           | 74.0           | 3.6        |
| <b>Total retail</b>      | <b>1,762.9</b> | <b>1,698.2</b> | <b>3.8</b> | <b>1,523.2</b> | <b>1,456.3</b> | <b>4.6</b> | <b>3,286.1</b> | <b>3,154.5</b> | <b>4.2</b> |
| Wholesale <sup>(3)</sup> | 227.4          | 215.5          | 5.5        | 29.0           | 24.4           | 18.9       | 256.4          | 239.9          | 6.9        |
| <b>Total</b>             | <b>1,990.3</b> | <b>1,913.7</b> | <b>4.0</b> | <b>1,552.2</b> | <b>1,480.7</b> | <b>4.8</b> | <b>3,542.5</b> | <b>3,394.4</b> | <b>4.4</b> |

#### WATER AND SEWAGE BILLED VOLUME <sup>(1)</sup> PER REGION - million m<sup>3</sup>

|                          |                |                |            |                |                |            |                |                |            |
|--------------------------|----------------|----------------|------------|----------------|----------------|------------|----------------|----------------|------------|
| Metropolitan             | 290.7          | 277.6          | 4.7        | 252.8          | 240.8          | 5.0        | 543.5          | 518.4          | 4.8        |
| Regional <sup>(2)</sup>  | 160.7          | 155.6          | 3.3        | 137.9          | 132.0          | 4.5        | 298.6          | 287.6          | 3.8        |
| <b>Total retail</b>      | <b>451.4</b>   | <b>433.2</b>   | <b>4.2</b> | <b>390.7</b>   | <b>372.8</b>   | <b>4.8</b> | <b>842.1</b>   | <b>806.0</b>   | <b>4.5</b> |
| Wholesale <sup>(3)</sup> | 60.2           | 50.7           | 18.7       | 7.8            | 6.1            | 27.9       | 68.0           | 56.8           | 19.7       |
| <b>Total</b>             | <b>511.6</b>   | <b>483.9</b>   | <b>5.7</b> | <b>398.5</b>   | <b>378.9</b>   | <b>5.2</b> | <b>910.1</b>   | <b>862.8</b>   | <b>5.5</b> |
| Metropolitan             | 1,136.7        | 1,084.3        | 4.8        | 987.8          | 939.1          | 5.2        | 2,124.5        | 2,023.4        | 5.0        |
| Regional <sup>(2)</sup>  | 626.2          | 613.9          | 2.0        | 535.4          | 517.2          | 3.5        | 1,161.6        | 1,131.1        | 2.7        |
| <b>Total retail</b>      | <b>1,762.9</b> | <b>1,698.2</b> | <b>3.8</b> | <b>1,523.2</b> | <b>1,456.3</b> | <b>4.6</b> | <b>3,286.1</b> | <b>3,154.5</b> | <b>4.2</b> |
| Wholesale <sup>(3)</sup> | 227.4          | 215.5          | 5.5        | 29.0           | 24.4           | 18.9       | 256.4          | 239.9          | 6.9        |
| <b>Total</b>             | <b>1,990.3</b> | <b>1,913.7</b> | <b>4.0</b> | <b>1,552.2</b> | <b>1,480.7</b> | <b>4.8</b> | <b>3,542.5</b> | <b>3,394.4</b> | <b>4.4</b> |

(1) Unaudited

(2) Including coastal and interior region

(3) Reused water volume and non-domestic sewage are included in

## 5. Costs, administrative, selling and construction expenses

In 2016, costs, administrative, selling and construction expenses, grew 21.1% (R\$ 1,864.1 million). Excluding construction costs, total costs and expenses increased by 26.6% (R\$ 1,476.5 million).

As a percentage of net revenue, costs and expenses were 75.7% in 2016 compared to 75.3% in 2015.

|   |                 |                |                |             |                |                |           |
|---|-----------------|----------------|----------------|-------------|----------------|----------------|-----------|
| Salaries and payroll charges and Pension plan obligations | 2,171.2         | 2,193.7        | (22.5)         | (1.0)       | 683.2          | 578.3          | 10        |
| General supplies  | 179.4           | 178.6          | 0.8            | 0.4         | 54.8           | 44.9           | 9         |
| Treatment supplies  | 279.2           | 269.3          | 9.9            | 3.7         | 73.8           | 70.5           | 3         |
| Services  | 1,278.8         | 1,162.6        | 116.2          | 10.0        | 333.0          | 300.1          | 32        |
| Electricity   | 935.0           | 817.5          | 117.5          | 14.4        | 227.1          | 230.1          | (3)       |
| General expenses  | 855.0           | 466.7          | 388.3          | 83.2        | 214.4          | 219.1          | (4)       |
| Tax expenses  | 91.0            | 81.5           | 9.5            | 11.7        | 24.5           | 23.6           | 0         |
| São Paulo state government reimbursement                  | -               | (696.3)        | 696.3          | -           | -              | -              |           |
| <b>Sub-total</b>  | <b>5,789.6</b>  | <b>4,473.6</b> | <b>1,316.0</b> | <b>29.4</b> | <b>1,610.8</b> | <b>1,466.6</b> | <b>14</b> |
| Depreciation and amortization                             | 1,146.6         | 1,074.1        | 72.5           | 6.7         | 287.6          | 265.4          | 22        |
| Allowance for doubtful accounts                           | 90.4            | 2.4            | 88.0           | 3,666.7     | (19.6)         | (7.0)          | (12)      |
| <b>Sub-total</b>  | <b>1,237.0</b>  | <b>1,076.5</b> | <b>160.5</b>   | <b>14.9</b> | <b>268.0</b>   | <b>258.4</b>   | <b>9</b>  |
| <b>Costs, administrative and selling expenses</b>         | <b>7,026.6</b>  | <b>5,550.1</b> | <b>1,476.5</b> | <b>26.6</b> | <b>1,878.8</b> | <b>1,725.0</b> | <b>15</b> |
| Construction costs  | 3,651.4         | 3,263.8        | 387.6          | 11.9        | 1,088.1        | 809.2          | 27        |
| <b>Costs, adm., selling and construction expenses</b>     | <b>10,678.0</b> | <b>8,813.9</b> | <b>1,864.1</b> | <b>21.1</b> | <b>2,966.9</b> | <b>2,534.2</b> | <b>43</b> |
| % of net revenue  | 75.7            | 75.3           |                |             | 76.4           | 78.6           |           |

### 5.1. Salaries and payroll charges and Pension plan obligations

There was a decrease of R\$ 22.5 million in 2016, mainly due to:

- Decrease of R\$ 307.4 million due to the migration of 3,572 participants from the Defined Benefit Plan (G1) to the Defined Contribution Plan (Sabesprev Mais), generating in advance a decrease of R\$ 334.2 million in the actuarial deficit, offset by the extraordinary contribution and incentive of R\$ 26.8 million;

The above mentioned decrease was partly compensated by the following factors:

- Increase of R\$ 126.8 million due to the 10.03% salary adjustment in May 2016;
- Increase of R\$ 129.9 million in provisions for severance pay (TAC), mainly due to the higher number of retired employees in 2016; and
- R\$ 27.6 million increase in provisions for supplementary payments for retirement plans and pensions under the G0 Plan, due to changes in actuarial assumptions.

## **5.2. Services**

Services expenses, in the amount of R\$ 1,278.8 million, grew R\$ 116.2 million or 10.0%, in comparison to R\$ 1,162.6 million in 2015. The main items that led to this increase were:

- Maintenance of networks and sewage and equipment connections, amounting to R\$ 28.8 million;
- Advertising campaigns totaling R\$ 19.5 million;
- Asphalt and pavement replacement amounting to R\$ 15.6 million;
- Reading water meters and delivering bills, R\$ 14.1 million;
- Surveillance contract, R\$ 7.9 million; and
- Credit recovery contracts totaling R\$ 7.7 million.



### 5.3. Electricity

Electricity expenses totaled R\$ 935.0 million in 2016, an increase of R\$ 117.5 million or 14.4% in comparison to the R\$ 817.5 million in 2015. The main factors that contributed to this increase were:

- Average increase of 15.4% in the free market tariffs, with an 2.3% increase in consumption;
- Average increase of 21.5% in the grid market tariff (TUSD), with a 5.0% rise in consumption; and
- Average increase of 1.5% in the regulated market tariffs, with consumption remaining stable.

In 2016, the regulated market accounted for 37.3% of the total electricity consumed by the Company, the free market accounted for 32.6% and the grid market accounted for 30.1% of total consumption.

### 5.4. General expenses

General expenses increased R\$ 388.3 million, or 83.2%, totaling R\$ 855.0 million in 2016, versus the R\$ 466.7 million recorded in 2015, mainly due to:

- Increase of R\$ 212.3 million, mainly due to increased provisions for court proceedings in 2016 and reversals in 2015, resulting from judicial decisions;
- Higher provision for the Municipal Fund for Environmental Sanitation and Infrastructure, in the amount of R\$ 101.1 million, as a result of the increase in revenues with the municipality of São Paulo;
- Provision of R\$ 38.1 million concerning the agreement entered into with EMAE – Empresa Metropolitana de Águas e Energia; and
- Reversal of provision in 2015, amounting to R\$ 17.9 million, due to the recovery of funds from the São Paulo State Government (GESP), due to employees assignment.

### **5.5. GESP Reimbursement**

In 2015, the Company entered into an Agreement with the São Paulo State Government (GESP) in order to receive the undisputed amount related to the state government's debt with the Company for the payment of the benefits related to State Law 4,819, of August 26, 1958, to former employees (G0), which generated a R\$ 696.3 million credit in the result.

### **5.6. Depreciation and amortization**

Depreciation and amortization increased R\$ 72.5 million or 6.7%, reaching R\$ 1,146.6 million in 2016 in comparison to the R\$ 1,074.1 million recorded in 2015, largely due to the beginning of operations of intangible assets, in the amount of R\$ 2.1 billion.

### **5.7. Allowance for doubtful accounts**

Increase of R\$ 88.0 million, mainly resulting from:

- Increase in default, causing a R\$165.4 million impact; and
- Lower recovery of funds, amounting to R\$ 34.5 million.

This increase was partially offset by the higher receipt of court-ordered debt payments, especially from the city of Guarulhos, amounting to R\$ 110.9 million.



## 6. Other operating revenues (expenses), net

Other net operational revenues and expenses reported a negative variation of R\$ 139.1 million, mainly due to the following events:

- Reduction of R\$ 47.4 million in revenue from the sale of properties;
- Decline of R\$ 42.8 million in revenue from the sale of surplus electricity; and
- Decrease of R\$ 23.2 million in the amount received from REAGUA - Programa Estadual de Apoio à Recuperação de Águas (State Program to Support Water Recovery).

## 7. Financial result

|                                     | <i>R\$ million</i> |                  |                |                |
|-------------------------------------|--------------------|------------------|----------------|----------------|
| Financial expenses, net of income   | (332.8)            | (435.4)          | 102.6          | (23.6)         |
| Net monetary and exchange variation | 1,032.2            | (2,021.1)        | 3,053.3        | (151.1)        |
| <b>Financial result</b>             | <b>699.4</b>       | <b>(2,456.5)</b> | <b>3,155.9</b> | <b>(128.5)</b> |

### 7.1. Financial income and expenses

*R\$ million*

|   |                |                |              |               |
|---|----------------|----------------|--------------|---------------|
| Financial expenses  |                |                |              |               |
| Interest and charges on domestic loans and financing      | (317.4)        | (326.3)        | 8.9          | (2.7)         |
| Interest and charges on international loans and financing | (113.3)        | (127.3)        | 14.0         | (11.0)        |
| Other financial expenses                                  | (198.6)        | (210.1)        | 11.5         | (5.5)         |
| <b>Total financial expenses</b>                           | <b>(629.3)</b> | <b>(663.7)</b> | <b>34.4</b>  | <b>(5.2)</b>  |
| Financial income  | 296.5          | 228.3          | 68.2         | 29.9          |
| <b>Financial expenses net of income</b>                   | <b>(332.8)</b> | <b>(435.4)</b> | <b>102.6</b> | <b>(23.6)</b> |

### 7.1.1. Financial expenses

Decrease of R\$ 34.4 million, mainly due to the following events:

- Interest and charges on domestic loans and financing: reduction of R\$ 8.9 million, due to increased capitalization of interests in 2016, as a result of an upturn in work in progress; and
- Interest and charges on international loans and financing: decrease of R\$ 14.0 million, due to the reduction in the total debt amount, as a result of the depreciation of the dollar and the yen in 2016 (16.5% and 13.9%, respectively), versus an appreciation in 2015 (47.0% and 45.9%, respectively).

### 7.1.2. Financial income

Increase of R\$ 68.2 million, chiefly due to higher interest on financial investments in 2016, as a result of the upturn in the invested amount.



**7.2. Monetary and exchange rate variation on assets and liabilities**

|  | <i>R\$ million</i> |                  |                |                |
|--|--------------------|------------------|----------------|----------------|
| Monetary variation on loans and financing              | (121.0)            | (171.7)          | 50.7           | (29.5)         |
| Currency exchange variation on loans and financing     | 1,090.2            | (1,992.7)        | 3,082.9        | (154.7)        |
| Other monetary variations                              | (89.5)             | (24.3)           | (65.2)         | 268.3          |
| <b>Monetary/exchange rate variation on liabilities</b> | <b>879.7</b>       | <b>(2,188.7)</b> | <b>3,068.4</b> | <b>(140.2)</b> |
| Monetary/exchange rate variation on assets             | 152.5              | 167.6            | (15.1)         | (9.0)          |
| <b>Monetary/exchange rate variation, net</b>           | <b>1,032.2</b>     | <b>(2,021.1)</b> | <b>3,053.3</b> | <b>(151.1)</b> |

**7.2.1 Monetary and exchange rate variation on liabilities**

The effect of monetary and currency variations in 2016 was R\$ 3,068.4 million less than in 2015, mainly due to:

- Reduction of R\$ 50.7 million in expenses with monetary variation on loans and financing, due to the lower increase in the IPCA in 2016 compared with 2015 (6.29% and 10.67%, respectively).
- A positive variation of R\$ 3,082.9 million in the cost of currency variations on loans and financing, due to the dollar and the yen devaluation against the *Real* in 2016 (16.5% and 13.9%, respectively), compared with their appreciation in 2015 (47.0% and 45.9%, respectively); and
- Increase in the cost of other monetary variations by R\$ 65.2 million, principally due to higher provisioning for court proceedings in 2016.

**7.2.2 Monetary and exchange rate variation on assets**

Decrease of R\$ 15.1 million, mainly due to the lower monetary restatement of judicial deposits in 2016.

## **8. Income tax and social contribution**

Increase of R\$ 1,130.7 million, mainly due to the upturn in operating revenue and the financial result, which was impacted by exchange rate oscillations. These increases were partially offset by the upturn in operating costs and expenses.

## **9. Indicators**

### **9.1. Operating**

Water production volume increased 9.3% in 2016.



|  |        |        |       |
|--|--------|--------|-------|
| Water connections <sup>(1)</sup>                   | 8,654  | 8,420  | 2.8   |
| Sewage connections <sup>(1)</sup>                  | 7,091  | 6,861  | 3.4   |
| Population directly served - water <sup>(2)</sup>  | 24.7   | 24.4   | 1.2   |
| Population directly served - sewage <sup>(2)</sup> | 21.3   | 21.0   | 1.4   |
| Number of Employees <sup>(3)</sup>                 | 14,137 | 14,223 | (0.6) |
| Water volume produced <sup>(4)</sup>               | 2,696  | 2,467  | 9.3   |
| IPM - Measured water loss (%)                      | 31.8   | 28.5   | 11.6  |
| IPDt (liters/connection x day)                     | 308    | 258    | 19.4  |

(1) Total connections, active and inactive, in thousand units at the end of the period

(2) In million inhabitants, at the end of the period. Not including wholesale

(3) In 2015, the number included 370 employees retired for disability, excluded from the total figure in 2016.

(4) In millions of cubic meters

( \* ) Unaudited

## 9.2. Financial

|  |         |         |
|--|---------|---------|
| Accumulated Amplified Consumer Price Index (%) | 6.29    | 10.67   |
| Accumulated Referential Rate (%)               | 2.01    | 1.80    |
| Interbank Deposit Certificate (%)              | 13.63   | 14.14   |
| US DOLAR (R\$)                                 | 3.2591  | 3.9048  |
| YEN (R\$)                                      | 0.02792 | 0.03243 |

(\*) Unaudited

**10. Loans and financing**

In November 2016, the Company paid the last installment of the principal and interest of the Eurobond 2016 issue, in the amount of R\$ 454 million.

*R\$ million*

|                                  |                |                |                |                |              |              |                |                 |
|----------------------------------|----------------|----------------|----------------|----------------|--------------|--------------|----------------|-----------------|
| <b>Local currency</b>            |                |                |                |                |              |              |                |                 |
| Caixa Econômica Federal          | 59.2           | 63.5           | 65.4           | 67.6           | 71.1         | 74.8         | 745.8          | 1,147.4         |
| Debentures                       | 596.0          | 889.4          | 1,001.5        | 416.9          | 197.1        | 176.7        | 253.6          | 3,531.2         |
| BNDES                            | 87.5           | 93.3           | 101.4          | 83.4           | 83.0         | 83.0         | 408.0          | 939.6           |
| Leasing                          | 14.9           | 39.1           | 29.0           | 30.6           | 32.3         | 34.1         | 372.4          | 552.4           |
| Others                           | 0.7            | 1.4            | 1.4            | 1.4            | 1.4          | 1.4          | 3.9            | 11.6            |
| Interest and other charges       | 121.6          | -              | -              | -              | -            | -            | -              | 121.6           |
| <b>Total in local currency</b>   | <b>879.9</b>   | <b>1,086.7</b> | <b>1,198.7</b> | <b>599.9</b>   | <b>384.9</b> | <b>370.0</b> | <b>1,783.7</b> | <b>6,303.8</b>  |
| <b>Foreign currency</b>          |                |                |                |                |              |              |                |                 |
| IADB                             | 190.4          | 108.6          | 108.6          | 108.6          | 108.6        | 108.6        | 1,064.7        | 1,798.1         |
| IBRD                             | -              | -              | 8.7            | 17.4           | 17.4         | 17.4         | 199.4          | 260.3           |
| Deutsche Bank 350                | -              | 240.1          | 240.1          | -              | -            | -            | -              | 480.2           |
| Eurobond                         | -              | -              | -              | 1,137.4        | -            | -            | -              | 1,137.4         |
| JICA                             | 62.3           | 63.5           | 105.2          | 105.2          | 105.2        | 105.2        | 1,060.0        | 1,606.6         |
| IDB 1983AB                       | 78.0           | 77.4           | 57.7           | 55.8           | 25.0         | 25.0         | 22.9           | 341.8           |
| Interest and other charges       | 35.9           | -              | -              | -              | -            | -            | -              | 35.9            |
| <b>Total in foreign currency</b> | <b>366.6</b>   | <b>489.6</b>   | <b>520.3</b>   | <b>1,424.4</b> | <b>256.2</b> | <b>256.2</b> | <b>2,347.0</b> | <b>5,660.3</b>  |
| <b>Total</b>                     | <b>1,246.5</b> | <b>1,576.3</b> | <b>1,719.0</b> | <b>2,024.3</b> | <b>641.1</b> | <b>626.2</b> | <b>4,130.7</b> | <b>11,964.1</b> |

## 11. Capex

2016 investments, totaling R\$ 3.9 billion, including R\$ 1.3 billion related to the São Lourenço PPP, still reflected the priority given to the water supply infrastructure.

The chart below shows the breakdown of investments by water, sewage and region:

|                     |                |                | <i>R\$ million</i> |
|---------------------|----------------|----------------|--------------------|
| Metropolitan Region | 2,373.5        | 819.4          | 3,192.9            |
| Regional Systems    | 270.1          | 414.7          | 684.8              |
| <b>Total</b>        | <b>2,643.6</b> | <b>1,234.1</b> | <b>3,877.7</b>     |

Note: Does not include obligations related to program contracts (R\$ 5.8 million)

## Capex Plan 2017-2021: R\$ 13.9 billion

Between 2017 and 2021, the Company plans to invest directly approximately R\$ 13.9 billion, R\$ 7.1 billion of which in water and R\$ 6.8 billion in sewage collection and treatment.

|                   |              |              |              |              |              | <i>R\$ million</i> |
|-------------------|--------------|--------------|--------------|--------------|--------------|--------------------|
| Water             | 1,553        | 1,617        | 1,327        | 1,192        | 1,409        | 7,098              |
| Sewage Collection | 642          | 989          | 1,152        | 1,395        | 1,245        | 5,423              |
| Sewage Treatment  | 136          | 248          | 330          | 362          | 282          | 1,358              |
| <b>Total</b>      | <b>2,331</b> | <b>2,854</b> | <b>2,809</b> | <b>2,949</b> | <b>2,936</b> | <b>13,879</b>      |

## 12. Conference calls

### In English

**March 28, 2017**

1:00 pm (US EST) / 2:00 pm (Brasília)

Dial in: 1 (412) 317-5486

Conference ID: Sabesp

*Replay available for 7 days*

Dial in: 1(412) 317-0088

Replay ID: 24033715

[Click here for the webcast](#)

### In Portuguese

**March 28, 2017**

9:30 am (US EST) / 10:30 am (Brasília)

Dial in: 55 (11) 3127-4971 or

55 (11) 3728-5971

Conference ID: Sabesp

*Replay available for 7 days*

Dial in: 55 (11) 3127-4999

Replay ID: 10098739

[Click here for the webcast](#)



**For more information, please contact:**

*Mario Arruda Sampaio*

*Head of Capital Markets and Investor Relations*

*Phone.(55 11) 3388-8664*

*E-mail: [maasampaio@sabesp.com.br](mailto:maasampaio@sabesp.com.br)*

*Angela Beatriz Airoidi*

*Investor Relations Manager*

*Phone.(55 11) 3388-8793*

*E-mail: [abairoidi@sabesp.com.br](mailto:abairoidi@sabesp.com.br)*

*Statements contained in this press release may contain information that is forward-looking and reflects management's current view and estimates of future economic circumstances, industry conditions, SABESP performance, and financial results. Any statements, expectations, capabilities, plans and assumptions contained in this press release that do not describe historical facts, such as statements regarding the declaration or payment of dividends, the direction of future operations, the implementation of principal operating and financing strategies and capital expenditure plans, the factors or trends affecting financial condition, liquidity or results of operations are forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995 and involve a number of risks and uncertainties. There is no guarantee that these results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.*



## Income Statement

| <b>Brazilian Corporate Law</b>                            | <b>R\$ '000</b>    |                    |
|---|--------------------|--------------------|
| <b>Net Operating Income</b>                               | <b>14,098,208</b>  | <b>11,711,569</b>  |
| Operating Costs   | (9,013,120)        | (8,260,763)        |
| <b>Gross Profit</b>                                       | <b>5,085,088</b>   | <b>3,450,806</b>   |
| <b>Operating Expenses</b>                                 |                    |                    |
| Selling   | (730,047)          | (598,125)          |
| Administrative revenue (expenses)                         | (934,896)          | 44,958             |
| Other operating revenue (expenses), net                   | 4,722              | 143,755            |
| <b>Operating Income Before Shareholdings</b>              | <b>3,424,867</b>   | <b>3,041,394</b>   |
| Equity Result   | 4,740              | 2,597              |
| <b>Earnings Before Financial Results, net</b>             | <b>3,429,607</b>   | <b>3,043,991</b>   |
| Financial, net  | (391,181)          | (464,498)          |
| Exchange gain (loss), net                                 | 1,090,628          | (1,991,964)        |
| <b>Earnings before Income Tax and Social Contribution</b> | <b>4,129,054</b>   | <b>587,529</b>     |
| <b>Income Tax and Social Contribution</b>                 |                    |                    |
| Current   | (1,121,289)        | (1,226)            |
| Deferred  | (60,667)           | (50,024)           |
| <b>Net Income for the period</b>                          | <b>2,947,098</b>   | <b>536,279</b>     |
| <b>Registered common shares ('000)</b>                    | <b>683,509</b>     | <b>683,509</b>     |
| <b>Earnings per shares - R\$ (per share)</b>              | <b>4.31</b>        | <b>0.78</b>        |
| <b>Depreciation and Amortization</b>                      | <b>(1,146,626)</b> | <b>(1,074,032)</b> |
| <b>Adjusted EBITDA</b>                                    | <b>4,571,511</b>   | <b>3,974,268</b>   |
| % over net revenue  | 32.4%              | 33.9%              |

| <b>Net Operating Income Breakdown</b>       | <b>R\$ '000</b>   |                   |
|---|-------------------|-------------------|
| <b>Gross operating income</b>               | <b>14,855,109</b> | <b>12,283,541</b> |
| Water suply - retail                        | 5,879,336         | 4,879,753         |
| Water suply - wholesale                     | 90,867            | 66,564            |
| Sewage collection and treatment             | 4,944,983         | 3,828,288         |
| Sewage collection and treatment - wholesale | 36,160            | 26,549            |
| Construction revenue - water                | 2,563,839         | 2,090,012         |
| Construction revenue - sewage               | 1,169,038         | 1,246,704         |
| Other services                              | 170,886           | 145,671           |
| Gross sales deductions (Cofins/Pasep)       | (756,901)         | (571,972)         |
| <b>Net operating income</b>                 | <b>14,098,208</b> | <b>11,711,569</b> |





## Balance Sheet

| <b>Brazilian Corporate Law</b>              | <b>R\$ '000</b>   |                   |
|---|-------------------|-------------------|
| <b>Current assets</b>                       |                   |                   |
| Cash and cash equivalents                   | 1,886,221         | 1,639,214         |
| Trade receivables                           | 1,557,472         | 1,326,972         |
| Related parties and transactions            | 202,553           | 156,155           |
| Inventories                                 | 58,002            | 64,066            |
| Restricted cash                             | 24,078            | 29,156            |
| Current recoverable taxes                   | 42,633            | 77,828            |
| Other receivables                           | <u>52,676</u>     | <u>156,942</u>    |
| <b>Total current assets</b>                 | <b>3,823,635</b>  | <b>3,450,333</b>  |
| <b>Noncurrent assets</b>                    |                   |                   |
| Trade receivables                           | 153,834           | 182,616           |
| Related parties and transactions            | 669,156           | 715,952           |
| Escrow deposits                             | 77,915            | 76,663            |
| Deferred income tax and social contribution | 186,345           | 128,242           |
| Water National Agency & ANA                 | 81,221            | 88,368            |
| Other receivables                           | 114,693           | 140,676           |
| Equity investments                          | 31,096            | 28,105            |
| Investment properties                       | 57,968            | 56,957            |
| Intangible assets                           | 31,246,788        | 28,513,626        |
| Property, plant and equipment               | <u>302,383</u>    | <u>325,076</u>    |
| <b>Total noncurrent assets</b>              | <b>32,921,399</b> | <b>30,256,281</b> |
| <b>Total assets</b>                         | <b>36,745,034</b> | <b>33,706,614</b> |
| <b>Current liabilities</b>                  |                   |                   |
| Trade payables                              | 311,960           | 248,158           |
| Borrowings and financing                    | 1,246,567         | 1,526,262         |
| Accrued payroll and related charges         | 458,299           | 347,976           |
| Taxes and contributions                     | 168,757           | 107,295           |
| Dividends and interest on capital payable   | 700,034           | 127,441           |
| Provisions                                  | 730,334           | 631,890           |
| Services payable                            | 460,054           | 387,279           |
| Public-Private Partnership & PPP            | 31,898            | 33,255            |

|                                     |                   |                   |
|-------------------------------------|-------------------|-------------------|
| Program Contract Commitments        | 109,042           | 228,659           |
| Other liabilities                   | <u>85,563</u>     | <u>102,101</u>    |
| <b>Total current liabilities</b>    | <b>4,302,508</b>  | <b>3,740,316</b>  |
| <b>Noncurrent liabilities</b>       |                   |                   |
| Borrowings and financing            | 10,717,576        | 11,595,338        |
| Deferred Cofins and Pasep           | 138,071           | 132,921           |
| Provisions                          | 442,741           | 450,324           |
| Pension obligations                 | 3,265,250         | 2,832,216         |
| Public-Private Partnership & PPP    | 2,217,520         | 1,001,778         |
| Program Contract Commitments        | 69,051            | 92,055            |
| Other liabilities                   | <u>173,106</u>    | <u>145,060</u>    |
| <b>Total noncurrent liabilities</b> | <b>17,023,315</b> | <b>16,249,692</b> |
| <b>Total liabilities</b>            | <b>21,325,823</b> | <b>19,990,008</b> |
| <b>Equity</b>                       |                   |                   |
| Paid-up capital                     | 10,000,000        | 10,000,000        |
| Profit reserve                      | 6,244,859         | 4,069,988         |
| Other comprehensive income          | <u>(825,648)</u>  | <u>(353,382)</u>  |
| <b>Total equity</b>                 | <b>15,419,211</b> | <b>13,716,606</b> |
| <b>Total equity and liabilities</b> | <b>36,745,034</b> | <b>33,706,614</b> |

## Cash Flow

| <b>Brazilian Corporate Law</b>  | <b>R\$ '000</b>  |                  |
|---|------------------|------------------|
| <b>Cash flow from operating activities</b>  |                  |                  |
| <b>Profit before income tax and social contribution</b>                           | <b>4,129,054</b> | <b>587,529</b>   |
| <b>Adjustment for:</b>  |                  |                  |
| Depreciation and amortization   | 1,146,626        | 1,074,032        |
| Residual value of property, plant and equipment and intangible assets written-off | 15,168           | 52,040           |
| Allowance for doubtful accounts   | 90,488           | 2,420            |
| Provision and inflation adjustment  | 276,654          | (4,706)          |
| Pension obligations - curtailment   | (334,152)        | -                |
| Interest calculated on loans and financing payable                                | 449,470          | 474,056          |
| Inflation adjustment and foreign exchange gains (losses) on loans and financing   | (969,430)        | 2,163,754        |
| Interest and inflation adjustment losses  | 24,297           | 27,168           |
| Interest and inflation adjustment gains   | (80,675)         | (130,762)        |
| Financial charges from customers  | (207,789)        | (125,966)        |
| Fair value margin on intangible assets arising from concession                    | (81,513)         | (72,908)         |
| Provision for Consent Decree (TAC)  | 89,083           | (15,601)         |
| Equity result   | (4,740)          | (2,597)          |
| Provision from São Paulo agreement  | -                | 11,252           |
| Provision for defined contribution plan   | 235              | 8,349            |
| Pension obligations   | 377,886          | 352,710          |
| Other adjustments   | 24,412           | (6,103)          |
| GESP Agreement  | -                | <u>(696,283)</u> |
|   | <b>4,945,074</b> | <b>3,698,384</b> |
| <b>Changes in assets</b>  |                  |                  |
| Trade accounts receivable   | (34,665)         | (111,738)        |
| Accounts receivable from related parties  | (3,163)          | (2,818)          |
| Inventories   | 7,156            | (550)            |
| Recoverable taxes   | 35,195           | 70,940           |
| Escrow deposits   | 33,232           | 35,083           |
| Other accounts receivable   | 144,920          | (9,785)          |
| <b>Changes in liabilities</b>   |                  |                  |
| Trade payables and contractors  | 6,371            | (18,314)         |
| Services payable  | 72,775           | 57,054           |
| Accrued payroll and related charges   | 21,240           | (24,394)         |
| Taxes and contributions payable   | (90,325)         | 35,947           |
| Deferred Cofins/Pasep   | 5,150            | 3,570            |
| Provisions  | (185,793)        | (133,427)        |

|   |                    |                    |
|---|--------------------|--------------------|
| Pension obligations   | (201,736)          | (182,514)          |
| Other liabilities   | <u>17,842</u>      | <u>(47,607)</u>    |
| <b>Cash generated from operations</b>                       | <b>4,773,273</b>   | <b>3,369,831</b>   |
| Interest paid   | (739,944)          | (710,688)          |
| Income tax and contribution paid                            | <u>(1,029,737)</u> | <u>(17,743)</u>    |
| <b>Net cash generated from operating activities</b>         | <b>3,003,592</b>   | <b>2,641,400</b>   |
| <b>Cash flows from investing activities</b>                 |                    |                    |
| Acquisition of intangibles                                  | (2,108,167)        | (2,397,352)        |
| Restricted cash   | 5,078              | (9,406)            |
| Investment increase   | -                  | (2,540)            |
| Purchases of tangible assets                                | (27,631)           | (54,794)           |
| Dividends received  | =                  | <u>4,612</u>       |
| <b>Net cash used in investing activities</b>                | <b>(2,130,720)</b> | <b>(2,459,480)</b> |
| <b>Cash flow from financing activities</b>                  |                    |                    |
| Loans and financing   |                    |                    |
| Proceeds from loans   | 1,250,524          | 1,303,296          |
| Repayments of loans   | (1,535,312)        | (1,292,322)        |
| Payment of interest on shareholders' equity                 | (139,399)          | (202,115)          |
| Public-Private Partnership – PPP                            | (30,498)           | (23,799)           |
| Program Contract Commitments                                | <u>(171,180)</u>   | <u>(50,757)</u>    |
| <b>Net cash generated by (used in) financing activities</b> | <b>(625,865)</b>   | <b>(265,697)</b>   |
| <b>Increase/(reduction) of cash and cash equivalents</b>    | <b>247,007</b>     | <b>(83,777)</b>    |
| <b>Represented by:</b>                                      |                    |                    |
| Cash and cash equivalents at beginning of the period        | 1,639,214          | 1,722,991          |
| Cash and cash equivalents at end of the period              | <u>1,886,221</u>   | <u>1,639,214</u>   |
| <b>Increase/(reduction) of cash and cash equivalents</b>    | <b>247,007</b>     | <b>(83,777)</b>    |

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, in the city São Paulo, Brazil.

Date: March 28, 2017

**Companhia de Saneamento Básico do Estado de São Paulo - SABESP**

By: /s/ Rui de Britto Álvares Affonso

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Name: Rui de Britto Álvares Affonso

Title: Chief Financial Officer and Investor Relations Officer

**FORWARD-LOOKING STATEMENTS**

This press release may contain forward-looking statements. These statements are statements that are not historical facts, and are based on management's current view and estimates of future economic circumstances, industry conditions, company performance and financial results. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the company, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.

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