

Curitiba, August 07, 2018.

This release features the financial and operational results achieved by Companhia de Saneamento do Paraná – SANEPAR (SAPR3 – ON; SAPR4 – PN; SAPR11 – UNITS) in reference to the 2<sup>nd</sup> quarter 2018 (2Q18). The economic information is shown in BRL millions and were prepared in compliance with the accepted accounting practices adopted in Brazil with standards set by the Federal Accounting Council (*Conselho Federal de Contabilidade* – CFC) and by the Securities Commission (*Comissão de Valores Mobiliários* – CVM), in alignment with the international accounting standards issued by the Accounting Rules Committee (*Comitê de Pronunciamentos Contábeis* – CPC).

#### **Highlights**



	2Q18 (1)	2Q17 (2)	Var. (1/2)	2Q16 (3)	Var. (2/3)
Net Revenue	1,019.6	908.9	12.2 %	876.1	3.7 %
Operating Result	333.7	261.1	27.8 %	286.7	-8.9 %
EBITDA	400.1	320.4	24.9 %	339.6	-5.7 %
Net Profit	253.6	196.8	28.9 %	209.1	-5.9 %
ROE (Annualized)	14.8	13.0	1.8 p.p.	14.0	-1.0 p.p.
ROIC (Annualized)	12.3	10.9	1.4 p.p.	10.9	-
Net Debt	2,442.5	2,165.1	12.8 %	2,336.5	-7.3 %
Gross Margin	56.2	53.7	2.5 p.p.	51.8	1.9 p.p.
Operating Margin	27.3	22.6	4.7 p.p.	25.0	-2.4 p.p.
Net Margin	24.9	21.7	3.2 p.p.	23.9	-2.2 p.p.
EBITDA Margin	39.2	35.3	3.9 p.p.	38.8	-3.5 p.p.
Total Current Indebtedness	49.3	49.2	0.1 p.p.	49.9	-0.7 p.p.
Net Debt/EBITDA	1.7	1.8	-0.1 p.p.	2.1	-0.3 p.p.

#### VALOR DE MERCADO - R\$ 30/06/2018

4,9 bilhões SAPR3: 11,30 SAPR4: 8,98 SAPR11: 47,45

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## 1. OPERATING DATA

### **1.1 MARKET**

The table below shows the 10 largest contracts in % of the Company's Total Revenues:

10 Largest Contracts (% of Total Revenue)			Coverage Rate		Total Active Units serviced (in thousands)			
Municipality	% Total Revenue	Remaining term of concession	Type of Concession	Type of Contract	Water	Sewage Collection	Water	Sewage Collection
Curitiba	24.3%	30.0 years	Water & Sewage	Program	100%	94.6%	812.1	769.4
Londrina	7.3%	28.0 years	Water & Sewage	Program	100%	91.1%	240.1	221.9
Maringá	5.2%	22.2 years	Water & Sewage	Concession	100%	100.0%	161.7	165.8
Ponta Grossa	3.5%	7.8 years	Water & Sewage	Concession	100%	90.3%	137.9	123.6
Foz do Iguaçu	3.5%	25.7 years	Water & Sewage	Program	100%	77.0%	107.4	84.0
Cascavel	3.3%	6.4 years	Water & Sewage	Concession	100%	97.9%	121.6	121.5
São José dos Pinhais	2.8%	25.5 years	Water & Sewage	Program	100%	68.7%	109.6	76.5
Colombo	1.8%	29.8 years	Water & Sewage	Program	100%	60.9%	83.1	51.4
Guarapuava	1.6%	24.3 years	Water & Sewage	Program	100%	78.1%	62.8	50.0
Araucária	1.4%	14.3 years	Water & Sewage	Concession	100%	67.0%	50.0	33.6
Others	45.3%						2,000.5	1,118.0
					100%	71.2%	3,886,8	2,815,7

In 2Q18 Program Contracts were signed with the Municipalities of Colombo, Piraquara and Curitiba, all with 30year terms.

On June 5th, 2018, the Company renewed the concession with the municipality of Curitiba through the advance termination of the onerous concession contract for delivery of the public water and sewage utility services. The renewal was carried out through the signature of Program Contract no. 186/2018, on June 5th, 2018, and as compensation for the advance termination of the previous contract, as per clause 29 of the Program Contract, the Company will pass through to the Municipality of Curitiba an amount of BRL 88.8 million for deployment through the Municipal Sanitation and Environmental Management Fund, which was the outstanding balance still owed for the onerous concession agreement previously in force. The settlement will be performed in three installments, with the first one being paid in at the signature of the contract, the second one in March 2019 and the third one in November 2019, with the last two being corrected monetarily by applying the National Broad Consumer Price Index (*Índice Nacional de Preços ao Consumidor Amplo* – IPCA).

The treated water coverage rate is 100% and the sewage collection rate is of 71.2% for the urban population in the concession area, with a treatment rate of 100%, according to the Company Information System.

Revenues stem mainly from water connections of the residential type, which represent 90.9% of the total existing water connections on June 30, 2018.

The existing 3,112,939 water connections in June 2018 is 1.8% higher than the number of connections (3,056,784) existing in June 2017, representing an incremental growth of 56,155 water connections, as shown below:



Number of Water Connections *	JUN/18 (1)	%	JUN/17 (2)	%	Var. % (1/2)
Residential	2,828,366	90.9	2,786,613	91.2	1.5
Commercial	222,264	7.1	209,260	6.8	6.2
Industrial	12,741	0.4	12,348	0.4	3.2
Public Utility	23,491	0.8	22,703	0.7	3.5
Public Administration	26,077	0.8	25,860	0.9	0.8
Total	3,112,939	100.0	3,056,784	100.0	1.8

\* Information not reviewed by independent auditors.

The current 2,079,427 sewage connections existing in June 2018 is 4.3% higher than the existing 1,994,218 connections in June 2017, representing 85,209 new additional sewage connections, as shown below:

Number of Sewage Connections*	JUN/18 (1)	%	JUN/17 (2)	%	Var. % (1/2)
Residential	1,875,746	90.2	1,803,913	90.5	4.0
Commercial	170,567	8.2	158,631	8.0	7.5
Industrial	5,056	0.2	4,885	0.2	3.5
Public Utility	14,464	0.7	13,669	0.7	5.8
Public Administration	13,594	0.7	13,120	0.6	3.6
Total	2,079,427	100.0	1,994,218	100.0	4.3

\* Information not reviewed by independent auditors.

### **1.2 PRODUCTIVITY**

In 2Q18, the volume of treated water measured was of 124.4 million m<sup>3</sup> as compared to 119.6 million m<sup>3</sup> in 2Q17, representing a growth of 4.0%, as shown below:

Volume of Water Measured – million m <sup>3</sup> *	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Residential	105.2	100.9	4.3	211.2	212.0	-0.4
Commercial	10.3	9.7	6.2	20.3	19.9	2.0
Industrial	2.4	2.8	-14.3	5.0	5.7	-12.3
Public Utility	1.4	1.4	-	2.7	2.8	-3.6
Public Administration	5.1	4.8	6.2	9.5	9.3	2.2
TOTAL MEASURED	124.4	119.6	4.0	248.7	249.7	-0.4

\* Information not reviewed by independent auditors.

IN 2Q18, the volume of treated water invoiced was of 129.4 million m<sup>3</sup>, as compared to 139.2 million m<sup>3</sup> in 2Q17, representing a reduction of 7.0%, reflex of the change in the Company tariff structure, with changes to the consumption bands and, in particular, in the minimum tariff consumption that went from 5m<sup>3</sup> to 10m<sup>3</sup>, as shown below:

Volume of Water Invoiced – million m <sup>3</sup> *	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Residential	109.6	118.6	-7.6	219.7	250.8	-12.4
Commercial	11.0	11.5	-4.3	21.8	23.9	-8.8
Industrial	2.5	2.8	-10.7	5.1	5.8	-12.1
Public Utility	1.1	1.3	-15.4	2.2	2.6	-15.4
Public Administration	5.2	5.0	4.0	9.7	9.7	-
TOTAL INVOICED	129.4	139.2	-7.0	258.5	292.8	-11.7

\* Information not reviewed by independent auditors.

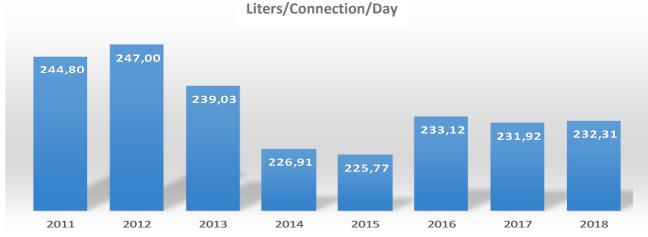


The sewage volume invoiced in 2Q18 showed a reduction of 4.5% as compared to 2Q17, again a reflex of the change in the Company tariff structure, as shown below:

Volume Sewage Invoiced – million m <sup>3</sup> *	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Residential	79.8	84.4	-5.5	158.9	176.7	-10.1
Commercial	9.9	10.3	-3.9	19.6	21.0	-6.7
Industrial	0.9	0.7	28.6	1.6	1.5	6.7
Public Utility	0.9	0.9	-	1.8	1.9	-5.3
Public Administration	3.9	3.6	8.3	7.2	7.0	2.9
TOTAL INVOICED	95.4	99,9	-4.5	189.1	208.1	-9.1

\* Information not reviewed by independent auditors.

### **DEMONSTRATION OF LOSSES RATE PER CONNECTION\***



\* Information not reviewed by independent auditors. Cumulative values for January to June 2018.

### **1.3 OPERATIONAL INDICATORS**

Water	6M18 (1)	6M17 (2)	Var. % (1/2)	6M16 (3)	Var. % (2/3)
Economic units serviced through the distribution mains	3,886,782	3,790,300	2.5 %	3,699,828	2.4 %
Number of treatment stations	166	164	1.2 %	170	-3.5 %
Number of wells	1,172	1,050	11.6 %	1,034	1.5 %
Number of surface capture	229	230	-0.4 %	232	-0.9 %
Kilometers of mains in place	53,317	52,094	2.3 %	50,598	3.0 %
Volume produced	379,510,532	377,722,316	0.5 %	369,409,942	2.3 %
Loss rates:					
In the distribution system - %	34.47	33.88	0.59 p.p.	34.18	-0.3 p.p.
In invoicing - %	31.89	22.47	9.42 p.p.	20.35	2.12 p.p.
Revenue evasion - %	1.51	1.54	-0.03 p.p.	3.05	-1.51 p.p.



Sewage	6M18 (1)	6M17 (2)	Var. % (1/2)	6M16 (3)	Var. % (2/3)
Economic units serviced through the collection mains	2,815,678	2,686,856	4.8 %	2,545,716	5.5 %
Number of treatment stations	246	239	2.9 %	238	0.4 %
Kilometers of mains in place	35,453	33,547	5.7 %	31,826	5.4 %
Volume collected in m <sup>3</sup>	181,114,186	177,359,575	2.1 %	167,715,045	5.8 %

### **1.4 WATER VOLUMES**

The average volume of water available to the Integrated Supply System of Curitiba (*Sistema de Abastecimento Integrado de Curitiba* - SAIC) is comprised by the reservoir dams of Piraquara I, Piraquara II, Iraí and Passaúna.

In the Municipality of Foz do Iguaçu, Sanepar uses water from the Lake of Itaipu formed by the reservoir of Itaipu Binational Hydropower Plant on the Paraná River.

Our reservoirs are considered to be of medium scale for the volume stored, but large scale for their height/depth being in excess of 15 meters. Due to the low volume of rains and higher usage of dammed reserves, the end of quarter average reservoir volume was at 87%.



## 2. FINANCIAL DATA

## **2.1 ECONOMIC PERFORMANCE**

Gross Operating Revenue	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Revenue from Water	666.8	595.8	11.9	1,325.7	1,210.8	9.5
Revenue from Sewage	385.8	339.5	13.6	762.4	682.1	11.8
Revenue from Services	33.8	32.0	5.6	64.5	64.1	0.6
Revenue from Solid Waste	2.6	2.1	23.8	4.9	4.2	16.7
Services Provided to City Halls	4.0	3.6	11.1	8.0	6.5	23.1
Customer Donations	4.5	3.9	15.4	7.5	7.0	7.1
Other Revenues	1.2	1.5	-20.0	2.5	2.5	-
Total Operating Revenues	1,098.7	978.4	12.3	2,175.5	1,977.2	10.0



Gross operating revenue grew 12.3%, going from BRL 978.4 million in 2Q17 to BRL 1,098.7 million in 2Q18. This growth stems from the 8.53% tariff review applied in 2017, impacting fully in 2018, of the Annual Tariff Review (*Reajuste Tarifário Anual* – IRT) for 5.12% that came in force on 17/May/2018, and the increase in Water & Sewage services and the increase in number of connections.

Operating Costs and Expenses	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Personnel	269.8	278.4	-3.1	508.9	522.9	-2.7
Materials	36.3	40.7	-10.8	73.2	78.6	-6.9
Electric Energy	92.5	85.2	8.6	185.6	172.4	7.7
Third-party services	154.5	144.9	6.6	295.0	273.8	7.7
Depreciation and Amortization	66.4	59.3	12.0	132.2	117.7	12.3
Losses in realizing credits	8.3	7.4	12.2	4.8	13.0	-63.1
Municipal Sanitation and Environmental Management Fund	8.2	6.9	18.8	15.2	13.5	12.6
Regulation Fee	5.2	4.8	8.3	10.4	4.8	116.7
Sanepar Rural Program	0.3	2.1	-85.7	0.7	7.9	-91.1
Other Costs and Expenses	19.9	33.7	-40.9	40.9	50.3	-18.7
Capitalized expenses	-27.1	-18.2	48.9	-45.6	-36.9	23.6
Total Operating Costs and Expenses	634.3	645.2	-1.7	1,221.3	1,218.0	0.3

Operating costs for 2Q18 showed a reduction of 1.7% in reference to 2Q17.

The main variations occurred as a result:

### • Personnel

Reduction of 3.1% as a reflex of the Encouraged Retirement Programs (*Programas de Aposentadoria Incentivada* – PAI) and Volunteer Redundancy Programs with Transmission of Knowledge (*Programas de Demissão Voluntária com Transmissão de Conhecimento* – PDVTC) put in place in January/2017, September/2017 and February/2018, and a headcount downsizing of 4.5% from 7383 employees in 2Q17 to 7054 employees in 2Q18, offset by the Collective Labor Agreement 2018/2019, signed in June 2018, with payment retroactive to March 2018 (base date), that addressed: i) salary readjustment of between 2.00 and 4.04%, according to the employee's salary scheme in the career plan; ii) amount of BRL 105.00 across the board for all headcounts; iii) readjustment of 1.81% (INPC) in the meal token plan; and iv) readjustment of 2%, retroactive to January 2018, with reference to the annual career plan assessment cycle (gain of one position on the salary table for time in house or merit for employees meeting the criteria established).

Through the full salary reestablishment, provided by the deployment of the above items, employees represented by the respective trade unions, promoted full, general and unrestricted settlement and waiver of any and all rights stemming from liabilities generated by the absence of assessments through the Management by Competencies System/2009, with the ensuing withdrawal and closure of all collective legal suits, given that the rights object of said claims have all been addressed.

In June 2018, the Company extinguished 44 strategic consultant roles with dismissal of 41 headcounts that represented a monthly cost of BRL 1,012 thousand.

#### • Materials

Reduction of 10.8%, in particular systems operation, treatment and mains maintenance material;



### • Electric Energy

Growth of 8.6% in electric energy allocated to operating costs, due to the red Tariff Flag of the power sector in the months of May and June and the readjustment of 15.99% in the tariff in force starting on 24/June/2018;

### • Third-party Services

Growth of 6.6%, in particular in services in security surveillance, collection, mains maintenance and sewage waste removal;

### • Depreciation and Amortization

Growth of 12.0%, due mainly to the beginning of operation of intangible and/or immobilized assets for the amount of BRL 640.4 million; and

Financial Result	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Financial Revenues						
Investments	9.5	20.6	-53.9	18.8	42.5	-55.8
Active Monetary Variations	2.8	2.6	7.7	5.1	4.8	6.3
Other Financial Revenues	5.4	3.8	42.1	7.5	7.2	4.2
Total Financial Revenues	17.7	27.0	-34.4	31.4	54.5	-42.4
Financial Expenses						
inancing and Debentures Interest and Rates	-46.2	-48.2	-4.1	-91.3	-99.0	-7.8
Passive Monetary Variations	-3.5	-18.0	-80.6	-25.9	-26.8	-3.4
Other Financial Expenses	-1.3	-0.3	333.3	-3.3	-1.2	175.0
Total Financial Expenses	-51.0	-66.5	-23.3	-120.5	-127.0	-5.1
Financial Result	-33.3	-39.5	-15.7	-89.1	-72.5	-22.9

Financial result posted a positive variation on the order of 15.7% from BRL 39.5 million to BRL 33.3 million in 2Q17 and 2Q18, respectively, in particular as a result of the 53,9% reduction in financial revenues (downturn in financial investment profitability indices, in particular TR and CDI).

### **2.2 ECONOMIC INDICATORS**

Economic Result	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Operational Result	333.7	261.1	27.8	677.1	531.9	27.3
Financial Result	-33.3	-39.5	-15.7	-89.1	-72.5	22.9
Tax burden on Profits	-46.8	-24.8	88.7	-147.5	-102.5	43.9
Net Profit	253.6	196.8	28.9	440.5	356.9	23.4

The Company had a net profit of BRL 253.6 million in 2Q18, 28.9% higher than the net profit of BRL 196.8 million recorded in 2Q17. The result was specially impacted by the growth in operating revenues and by management of operating costs and expenses.



The reclassification of the 2Q18 result, excluded non-recurring items, is shown below:

Non-recurring items	2Q18	2Q17	6M18	6M17
Net Profit	253.6	196.8	440.5	356.9
PAI and PDVTC	-	-	6.8	15.5
PPR	23.7	-	41.2	-
Regulation Rate	-	-	5.2	-
IBAMA Agreement	-	-	18.0	-
Passive Monetary Variation of Financial Merchant Lease	-	-	17.4	-
Civil Law Suits for shortage of water in Maringá	-	-18.8	-	27.0
Tax effects	-8.1	6.4	-30.1	-14.4
Proforma Net Profit	269.2	184.4	499.0	385.0
Net Margin	26.4	20.3	24.7	21.0
EBTIDA	423.8	301.6	880.5	692.1
EBTIDA Margin	41.6	33.2	43.6	37.7

Distribution of Economic Wealth Generated	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Staff Compensation	250.1	234.1	6.8	470.6	441.7	6.5
Government Compensation (Taxes)	170.6	139.8	22.0	388.5	329.9	17.8
Third-party compensation (Rentals)	12.1	11.6	4.3	24.2	23.3	3.9
Third-party capital compensation (Interest and Monetary Variation)	50.9	66.5	-23.5	120.5	127.0	-5.1
Interest on Share Capital	159.3	159.5	-0.1	159.3	159.5	-0.1
Net Profit for the Period not distributed	94.3	37.3	152.8	281.2	197.4	42.5
Total Economic Wealth	737.3	648.8	13.6	1,444.3	1.278.8	12.9

SANEPAR's growth and development strategy to operate in a public utility services market, also opened to private initiative, is based on the search for effective results, commitment to quality of services provided and, in particular, addressing the needs of the granting power and of shareholders.

The figures below display the financial-economic results achieved by the Company in supporting its investment programs, providing adequate conditions to address future demand levels.

Economic Indicators	2Q18 (1)	2Q17 (2)	Var. (1/2)	6M18 (3)	6M17 (4)	Var. (3/4)
Net Operating Revenue (1)	1,019.6	908.9	12.2 %	2,019.0	1,835.3	10.0 %
Operating Profit	333.7	261.1	27.8 %	677.1	531.9	27.3 %
Net Profit	253.6	196.8	28.9 %	440.5	356.9	23.4 %
% Operating Margin	27.3	22.7	4.6 p.p.	27.0	23.2	3.8 p.p.
% Net Margin	24.9	21.7	3.2 p.p.	21.8	19.4	2.4 p.p.
% Profitability of mean PL	4.9	4.1	0.8 p.p.	8.5	7.4	1.1 p.p.
Net Debt/EBITDA (12-month rolling window)	-	-	-	1.7	1.8	-0.1 p.p.

(1) The growth in operating revenue, for the 12 month rolling window between second quarter 2017 and second quarter 2018 stems from the first Tariff Review authorized in 2017 by AGEPAR of 8.53%, coming in force on 01/Jun/2017, pro-rata since 16/May/2017, with full impact in 2018, of the Annual Tariff Readjustment (*Reajuste Tarifário Anual* – IRT) of 5.12% valid from 17/May/2018, in addition to the growth in Water & Sewage services delivered, with an increase in the number of water (1.8%) and sewage (4.3%) connections.



At the end of 2Q18, Total Company assets reached BRL 10,390.7 million (BRL 10,122.7 million on 31/Dec/2017), with Total indebtedness at end of 2Q18 were of BRL 5,119.6 million (BRL 4,970.0 million om 31/Dec/2017).

Of the total debt amount, BRL 2,784.6 million (BRL 2,716.8 million on 31/Dec/2017) are in reference to loans, financing and debentures, with a growth of 2.5% as compared to end of 2017 tax year.

	Reference	JUN/18	DEC/17	Var.
Net equity	BRL million	5,271.0	5,152.7	2.3 %
Share equity value	BRL	10.46	10.23	2.3 %
Level of indebtedness	%	49.3	49.1	0.2 p.p.
Current liquidity	BRL	0.97	0.99	-0.02 p.p.
Dry liquidity	BRL	0.93	0.95	-0.02 p.p.

### **EBITDA and Operating Cash Generation**

EBITDA in 2Q18, representing the Company's operating results, was of BRL 400.1 million, as compared to BRL 320.4 million in 2Q17, mainly due to the growth in operational revenues. EBITDA margin went from 35.3% to 39.2%.

Operating cash generation in 2Q18 was of BRL 326.6 million, a growth of 0.7% with respect to 2Q17. 81.6% of EBITDA was converted into Operating Cash.

EBTIDA	2Q18 (1)	2Q17 (2)	Var. (1/2)	6M18 (3)	6M17 (4)	Var. (3/4)
Net Profit for the period	253.6	196.8	28.9 %	440.5	356.9	23.4 %
(+) Taxes on Profit	46.8	24.8	88.7 %	147.5	102.5	43.9 %
(+) Financial Result	33.3	39.5	-15.7 %	89.1	72.5	22.9 %
(+) Depreciation and Amortization	66.4	59.3	12.0 %	132.2	117.7	12.3 %
EBITDA	400.1	320.4	24.9 %	809.3	649.6	24.6%
% EBITDA Margin	39.2	35.3	3.9 p.p.	40.1	35.4	4.7 p.p.
% Conversion EBITDA into Cash	81.6	101.2	-19.6 %	77.7	101.9	-24.2 %

### **2.3 INVESTMENT**

BRL 241.2 (BRL 161.8 million in 2Q17) were made in investments in 2Q18 and are shown below:

Investments	2Q18 (1)	2Q17 (2)	Var. % (1/2)	6M18 (3)	6M17 (4)	Var. % (3/4)
Water	118,4	71,5	65,6	221,4	138,3	60,1
Sewage	80,4	72,8	10,4	144,3	149,8	-3,7
Other Investments	42,4	17,5	142,3	80,3	27,6	190,9
Total	241,2	161,8	49,1	446,0	315,7	41,3

## **2.4 INDEBTEDNESS**

Gross debt went from BRL 2,716.8 million in December 2017 to BRL 2,784.6 in June 2018, representing a growth of BRL 67.8 million. Net debt went from BRL 2,182.9 million in December 2017 to BRL 2,442.5 million in June 2018.



The leveraging index, measured by the ratio "Net Debt/EBITDA (12-month rolling window)" dropped in 5.6%, going from 1.8x to 1,7x in 6M17 and 6M18, respectively, due to the increase in EBTIDA.

Next, we show the composition of loans, financing, debentures and merchant leases, with the respective interest rates, maturation dates and outstanding balances on June 30, 2018:

Indebtedness	Annual interest rate	Indexer	Maturation date	Outstanding balance	%
Caixa Econômica Federal	6.62% to 12.68%	TR	19/08/2041	933.2	33.
BNDES – PAC2 Merchant Financial Lease	1.67% and 2.05% 13.17%	TJLP IPC-FIPE	15/11/2028 05/12/2036	247.0 193.3	5 8.9 6.9
Debentures 4ª Issuance – 1st series	1.67%	TJLP	15/07/2027	186.3	6.7
Debentures 6 <sup>a</sup> Issuance – 2nd series	0.83%	DI	15/08/2019	174.1	6.3
Debentures 8 <sup>ª</sup> Issuance – 2nd series	0.51%	DI	15/06/2023	155.0	5.6
Debentures 3ª Issuance – 2nd Series	6.99%	IPCA	15/11/2020	134.4	4.8
Debentures 2nd Issuance – 2nd Series	9.19%	IPCA	15/09/2024	133.4	4.8
Debentures 2nd Issuance – 3rd Series	1.92%	TJLP	15/09/2024	101.5	3.6
Debentures 4ª Issuance – 2nd Series	7.44%	IPCA	15/07/2027	97.5	3.5
Debentures 8ª Issuance – 1st series	0.42%	DI	15/06/2021	95.0	3.4
Debentures 6 <sup>ª</sup> Issuance – 1st Series	0.81%	DI	15/08/2018	82.1	2.9
Debentures 2nd Issuance – 1st Series	1.92%	TJLP	15/09/2024	76.1	2.7
BNDES	1.82% and 2.50%	TJLP	15/01/2023	70.6	2.5
Debentures 3ª Issuance – 1st Series	0.69%	DI	15/11/2018	67.3	2.4
Banco Itaú – PSI	3.00 to 6.00%	-	15/01/2025	20.4	0.8
Banco do Brasil – PSI	3.00 to 6.00%	-	15/04/2024	17.4	0.7
Total Short and Long Term Debt				2,784.6	10

The table below displays the profile of debt in relation to the maturation dates:

Description	Outstanding Balance	%
12 months	385.0	13.8
24 months	445.6	16.0
36 months	358.0	12.9
60 months	343.8	12.3
Over 60 months	1.252.2	45.0
Total	2,784.6	100.0

### 3. REGULATION

The Company was authorized by the state regulating agency Agência Reguladora de Serviços Públicos Delegados de Infraestrutura do Paraná – AGEPAR, through the Ratification Resolution (Resolução Homologatória) no. 003, of April 12, 2017, to apply the tariff repositioning index of 25.63% starting on April 17, as established in article 3:

"Art. 3 - Define that the deployment of the ratified tariff review as per article 2 of this resolution will be deferred in 8 (eight) years, with the first installment corresponding to, in 2017, an average repositioning of 8.53% (eight point five three percent), and the other 7 (seven) installments of 2.11% (two point eleven percent), plus of the corresponding financial and economic correction, to be applied using the mean rate weighting for the daily financing operations obtained from the Sistema Especial de Liquidação e Custódia (SELIC), in the terms defined in the Technical Note approved in article 1 of this Resolution".



In an analogy, Technical Instruction (Orientação Técnica) OCPC 08 – Recognition of Specific Assets and Liabilities in General Purpose Accounting-Financial Statements of Power Utility Distribution companies (Reconhecimento de Determinados Ativos e Passivos nos Relatórios Contábil-Financeiros de Propósito Geral das Distribuidoras de Energia Elétrica) published in accordance with the Brazilian and International Accounting Standards, the Company does not post in its Accounting Statements amounts receivable statement from the deferment considering that: (i) realization or requiring of these amounts would depend on a future event not totally controllable by the Entity - future invoicing of water and sewage services; (ii) at the moment of the appearance of the right to receive, it is not practical to know who the debtors of said amounts would be; and (iii) actual collection of these amounts shall take place only by maintaining concessions.

The value estimate to receive stemming from the difference between the Revenue Required and the Actual Revenue will be measured and disclosed throughout the deferment period, and on June 30, 2018 represents BRL 698.0 million. This amount represents the best estimate on June 30, 2018. In real terms, of the 25.63% repositioning to be applied in 2017, 10.82% have been integrated to the Company tariff with a further 13.36% left pending for the coming 6 years.

### Installment A variation line (CVA)

The Offset of Variation of Items in Installment "A" line corresponds to offsetting the sum of monthly difference amounts, positive or negative, calculated as a function of the variations in costs of electric energy, chemical products and sector charges, corrected by IPCA.

CVA is determined based on historical cost for the t - 1 period for the three components mentioned above and passed through by way of the adjustments in period t. However, the basic formula for tariff readjustment does not guarantee the perfect pass through all of non-manageable costs to consumers, given it does not consider, for instance, the differences between the reference market and the actual deployment market.

Since the calculation of the tariff readjustment presupposes that in the following period the same exact volume will be in force (m<sup>3</sup>) applied in the calculation of the readjustment, at the end of period t, CVA balance would be zero.

Up to June 2018, Company CVA posted a positive balance of BRL 2.8 million, that Sanepar must recover through the tariff in the following year.

## **Tariff Readjustment**

The Steering Committee of the regulatory agency in the state, to wit, Agência Reguladora de Serviços Públicos Delegados de Infraestrutura do Paraná – AGEPAR ratified on March 28, 2017, through Final Technical Note (Nota Técnica Final) no. 001/2018, the Annual Tariff Readjustment (Reajuste Tarifário Anual – IRT) of 5.12% on services rendered to be applied starting on May 17, 2018, and also approved the Sanitation Services Tariff Table, as per Ratifying Decision (Resolução Homologatória) no. 005/2018.



## 4. CORPORATE GOVERNANCE – Sanepar is among the three best aligned companies to the Law of Stateowned Companies

FGV study indicated that, among public administration companies with shares traded on stock exchanges (B3), Sanepar is among the three most compliant with Law 13,303 of 2016, the Law of State-owned Companies (Lei das Estatais), with respect to its five main pillars: general standards, social role, transparence, management council and control of risk, being the first sanitation company to start the adaptation work.

According to another survey, published in Jornal Econômico – June/2018, in a universe of 145 companies linked to state administrations, only 6.9% have addressed the requirements.

The news Sanepar corporate governance practices were adopted starting from the compliance to Level 2 of B3 and the enactment of Law 13,303/2016 ruling on the legal status of public or mixed economy companies exploring economic activities in production or sale of goods and delivery of public services.

### 5. CAPITAL MARKETS

### **5.1 5.1 SHAREHOLDING COMPOSITION OF THE CAPITAL**

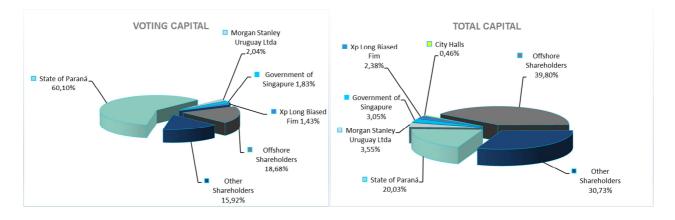
The Share Capital is comprised of 503,735,173 shares, of which 167,911,753 are ordinary shares and 335,823,420 preferential shares without nominal value, fully paid in by individuals or businesses residing and domiciled both in the country and abroad.

The underwritten and paid in Share Capital on December 31, 2017, was of BRL 2,855.0 million net of the attraction of BRL 2,851.0 million, with its composition being shown below.

	N	Number of SharesShare Capital - BRL thousand%		Share Capital - BRL thousand		% Inte	Interest	
SHAREHOLDERS	ON	PN	Total	ON	PN	Total	Voting Capital	Total Capital
State of Paraná	100,914,575	1	100,914,576	571,940		571,940	60.10%	20.03%
Morgan Stanley Uruguay Ltda.	3,429,949	14,461,631	17,891,580	19,439	81,962	101,402	2.04%	3.55%
Government of Singapore	3,069,131	12,276,528	15,345,659	17,395	69,578	86,973	1.83%	3.05%
Xp Long Biased Fim	2,401,157	9,604,628	12,005,785	13,609	54,435	68,044	1.43%	2.38%
City Halls		2,310,702	2,310,702		13,096	13,096		0.46%
Other Offshore shareholders	31,364,057	169,120,212	200,484,269	177,758	958,500	1,136,258	18.68%	39.80%
Other Domestic Shareholders	26,732,884	128,049,718	154,782,602	151,510	725,730	877,241	15.92%	30.73%
Total	167,911,753	335,823,420	503,735,173	951,651	1,903,301	2,854,952	100%	100%



## **Distribution of Capital**



### **5.2 SECURITIES**

Ordinary shares (SAPR3) ended the quarter at BRL 11.30 with a variation of 22.16% as compared to the same period in 2017.

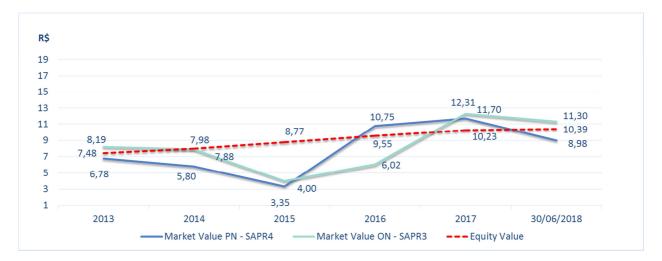
In 2Q18, Sanepar nominative preferential share (SAPR4), closed at BRL 8.98 as compared to BRL 10.90 in 2Q17, with a negative variation of 17,61%.

UNITS (SAPR11) were valued at BRL 47.45 at the end of the quarter, accumulating a negative variation of 21.54% - since they were formed in November 2017.

The equity value of each share in 2Q18 was of BRL 10.46. In 2Q17 registered at BRL 9.64.

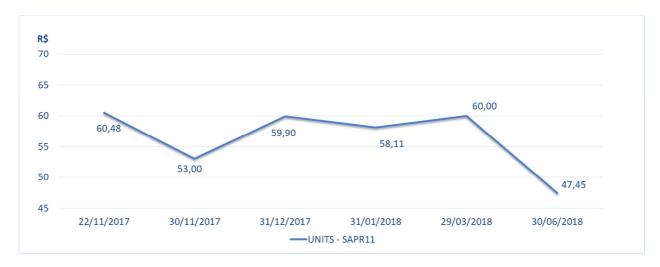
The volume of Sanepar shares traded in 2Q18 was of BRL 1,650.3 million as compared to BRL 2,280.1 million registered in 2Q17.

### Comparative between market value and equity value

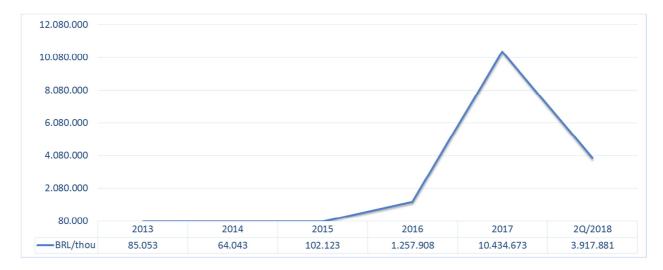




### **Evolution of Units**



### **Evolution of financial volume traded**



### **5.3 PAYOUT**

According to the Articles of Incorporation, the portion paid for the mandatory dividend may not be inferior to 25% of the adjusted Net Profit, as established in article 202, of Law 6404/76.

Based on the current dividend policy, Management may, in addition to the annual dividend, respected the financial health and public interest that led to the establishment of the Company, approve the distribution a further 25% of net profit in the form of additional dividends and/or interest on share capital. For shareholders owners of preferential shares Interest on Share Capital (dividend), dividend per share 10% higher than the one attributed to ordinary shares.

The Company shareholder compensation credit is attributed based on the shareholding interest position held on the last working day of June and December of each tax year. Any eventual negotiations after the credit, are considered ex-dividends (interest on share capital and dividends).



On April 26, 2018, the General Shareholder Assembly approved payment of Interest on Share Capital and Additional Dividends, credited to shareholders for tax year 2017, for the gross amount of BRL 325.6 million, performed on June 25, 2018.

The per share compensation amount paid to shareholders was of:

- Ordinary share 0.60603
- Preferential share 0.66663
- Value for 1 Unit 1.66949

For the first semester 2018, the gross value calculated for Interest on Share Capital, addressed the legal limit of the variation of the TLP for the period, was of BRL 159,3 million. This amount substitutes the Mandatory Dividends, as per statutory rules and based on the results for the 1st semester 2018. The Board deliberated on the credit for the Interest on Share Capital at its 10th/2018 Ordinary Board Meeting on June 27, 2018, considering the shareholding interest held on July 02, 2018, informing the market through the Shareholder Notice published on the same date.

Interest on Share Capital are subject to 15% (fifteen percent) Income Tax withheld at the source, except for those shareholders declaring waiver or exemption.

Shareholder compensation amounts, per share, were:

- Ordinary share 0.29646
- Preferential share 0.32610
- Value for 1 Unit 1.60087

#### **TOP 10**

Last month (07/31/2018), *Guialnvest* announced the "TOP10 dividend ranking", which indicates Sanepar (SAPR11) as the 6th place in the Best Dividend Shares, among the companies listed in B3.



#### Shareholder compensation



### 6. OTHER INFORMATION

#### 6.1 RISK RATING

Moody's latest rating action (risk rating) for Sanepar occurred on August 16, 2017 raised the Company rating to "Ba2" on a global scale and "Aa2.br" on a national scale.

On May 24, 2018, ratings Ba2/Aa2.br were attributed to the proposal for 8<sup>th</sup> Issuance de Debentures for BRL 250 million, with stable prospects, not impacting on corporate ratings.

On July 20, 2018, Fitch Ratings, issued the national long term rating 'AA(bra)' for the Company and its 6th Issuance of Debentures, reviewing prospects from stable to positive.

#### **6.2 CS BIOENERGY**

In 2014, the Company entered a new business stream by establishing CS Bioenergia S.A., together with company Cattalini, to produce energy from the residues generated by the Sewage Treatment Station of Belém, in Curitiba. The plant is currently at the pre-operational stage.

CS Bioenergia is a joint-venture, wherein the Company holds a shareholding interest of 40%, with the objective of transforming sludge, main byproduct of sewage treatment stations, in energy, driving major savings for the Company costs in both transportation and final destination, in addition to promoting environmental preservation.

#### **6.3 TRANSPARENCY TROPHY**

Sanepar was one of the winners of the Troféu Transparência ANEFAC<sup>®</sup> 2018 – 22<sup>o</sup> ANEFAC-FIPECAFI-SERASA EXPERIAN Award.

The only award of this kind in Brazil, the winners of the ANEFAC<sup>®</sup> Transparency Trophy are selected after analyzing more than two thousand financial statements, carried out by the FEA / USP / FIPECAFI masters and doctoral students.

Sanepar was chosen to receive the 'Accounting Oscar' for the transparency presented in the financial statements for the 2017 financial year.

This is the fifth time that the Company has obtained this recognition.



Result Statement	2Q18	2Q17	2T16
Net Operating Revenue	1,019.6	908.9	876.1
Cost of Services Provided	-401.7	-383.4	-350.6
Gross Profit	617.9	525.5	525.5
Operating Expenses	-284.2	-264.4	-238.8
Commercial	-79.5	-91.7	-58.5
Administrative	-153.0	-170.1	-148.6
Civil, Labor, Tax and Environmental Provisions	1.3	25.7	-4.1
Provisions for Retirement and Medical Insurance Plan	-21.4	-26.9	-25.5
Profit Share Program	-23.7	-	-
Other Operating Expenses (Revenues)	-6.9	-0.8	-0.9
Result of Equity Equivalence	-1.0	-0.6	-1.2
Result before Financial Results and Taxes	333.7	261.1	286.7
Financial Result	-33.3	-39.5	-44.5
Financial Revenues	17.7	27.0	13.9
Financial Expenses	-51.0	-66.5	-58.4
Result Before Taxes on Profit	300.4	221.6	242.2
Income Tax and Social Contribution on Profit	-46.8	-24.8	-33.1
Net Profit for the Period	253.6	196.8	209.1



Balance Sheet - Assets	JUN/18	DEC/17	DEC/16
Current Asset			
Cash and Cash Equivalents	342.1	533.9	638.3
Accounts Receivable from Customers	632.2	606.3	559.8
Stocks	38.7	36.9	36.7
Taxes to Recover	42.3	24.1	39.0
Linked Deposits	8.6	5.8	9.9
Other Accounts Receivable	54.7	32.2	23.5
Total Current	1,118.6	1,239.2	1,307.2
Non-Current Assets			
Accounts Receivable from Customers	16.7	11.1	10.7
Income Tax and Social Contribution Deferred	492.0	453.1	374.0
Linked Deposits	53.0	49.5	45.8
Taxes to Recover	0.9	0.8	0.8
Contract Financial Assets	356.8	201.1	172.4
Judicial Deposits	208.6	185.4	156.4
Other Accounts Receivable	47.8	42.9	43.7
Investments	19.3	19.5	12.4
Fixed	146.5	129.9	131.3
Intangible	7.930.5	7.790.2	7.199.4
Total Non-Current	9,272.1	8,883.5	8,146.9
Total Assets	10,390,7	10,122,7	9,454,1



Balance Sheet - Liability	JUN/18	DEZ/17	DEZ/16
Current Liability			
Labor obligations	129.7	100.0	83.9
Suppliers	154.4	182.7	133.5
Tax Obligations	55.6	66.9	63.3
Loans and Financing	385.0	562.5	379.2
Dividends and JCP Payable	145.2	136.3	134.1
Concession Contracts	29.9	7.7	7.5
Contract Deposits and Retentions	2.6	2.7	2.3
Revenues to Accrue	4.2	4.2	0.5
Other Accounts Payable	58.1	54.5	36.5
Provisions for Retirement and medical Insurance Plan	65.3	62.4	53.1
Labor Claims Provisions	129.0	76.7	73.4
Total Current	1,159.0	1,256.6	967.3
Non-Current Liability			
Loans and Financing	2,399.6	2,154.3	2,332.9
Concession Contracts	29.9	84.3	89.4
Taxes and Contributions	1.1	1.3	1.4
Revenues to Accrue	11.2	13.3	-
Other Accounts Payable	71.6	80.4	4.9
Provisions for Retirement and medical Insurance Plan	914.2	874.2	742.9
Provisions	533.1	505.6	506.6
Total Non-Current	3,960.7	3,713.4	3,678.1
Total Liability	5,119.7	4,970.0	4,645.4
Net Equity			
Share Capital	2,851.1	2,851.1	2,847.7
Reassessment Reserve	78.0	81.2	87.2
Profit Reserves	2,000.1	2,162.9	1,779.9
Accumulated Profits	285.8	-	-
Equity Assessment Adjustments	6.5	8.0	10.4
Other Encompassing Results	49.5	49.5	83.5
Total Net Equity	5,271.0	5,152.7	4,808.7
Total Liability and Net Equity	10,390.7	10,122.7	9,454.1



Cash Flow Statement	2Q18	2Q17	2T16
Cash Flow from Operational Activities			
Net Profit for the Period	253.6	196.8	209.1
Adjustments for conciliation of Net Profit and net cash			
Depreciation and Amortization	66.4	59.3	52.
Cost of Drawdowns of Fixed and Intangible	5.5	0.9	0.9
Adjustment to Asset Value Recoverable	-0.2	-0.1	-0.
Adjustment to Present Value – Financial Assets	-2.6	-1.9	-0.
Provision for Losses in Realizing Credits	8.3	7.4	5.
Deferred Income Tax and Social Contribution, net	-16.3	-1.9	-4.
Civil, Labor, Tax and Environmental Provisions	-1.3	-25.7	4.
Provisions for Retirement and medical Insurance Plan	21.4	26.9	25.
Interest on Financing	54.7	60.3	56.
Monetary Variations on Financing	3.7	18.2	12.
Result of Equity Equivalence	1.0	0.6	1.
Accrual of Costs in Attracting Third-party Resources	0.2	0.2	0.
And the second second statistics	394.4	341.0	362.
Variation on Asset and Liabilities Accounts Receivable from Customers	42.2		50
Taxes and Contributions to Recover	-13.2	8.0	-50.
Stocks	-17.7 -2.4	-21.8 0.2	-24. 1.
Judicial Deposits	-2.4 -21.9	7.7	(0.
Other Credits and Accounts Receivable	-21.9 -5.9	-18.1	-29.
Suppliers	-3.9	4.0	-29. 17.
Concession Contracts	-30.9	-1.7	(0.
Taxes and Contributions	-45.7	-32.3	-25.
Salaries and Charges Payable	65.7	38.2	10.
Contract Deposits and Retentions	-0.1	-0.3	0.
Revenues to Accrue	-1.1	-0.1	-0.
Documents Payable		-	-1.
Other accounts payable	-4.9	0.4	29.
	-67.8	-16.7	-72.
Cash Generated by Operating Activities	326.6	324.3	290.
Cash Flow from Investment Activities			
Deployment on Fixed and Intangible	-241.2	-161.8	-190.
Deployment in Investments	-241.2 -0.3	-101.8 -0.8	-190. -4.
Cash Generated from Investment Activities	-241.5	-162.6	-194.
Cash Flow from Financing Activities			
Financing Obtained	303.5	52.7	79.
Amortization of Financing	-236.9	-147.2	-33.
Payment of Interest on Financing	-54.6	-68.2	-73.
Cost of Attracting Third-party Resources	-0.5	-	
Linked Deposits	-5.2	-0.2	0.
Payment of Interest on Share Capital	-298.4	-272.9	-191.
Cash Generated by Financing Activities	-292.1	-435.8	-217.
/ariation in Balances of Cash and Equivalents	-207.0	-274.1	-122.
Initial Cash and Equivalents Balance	549.1	725.0	197.
	242.4	450.0	
Final Balance of Cash and Equivalents	342.1	450.9	75.



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