



Challenges, Vision and Opportunity for Brazilian Water Sector

***World Water-Tech Innovation Summit, London
February 20-22, 2017***

***Jerson Kelman
President of SABESP***



**SBS
LISTED
NYSE**



BRAZIL

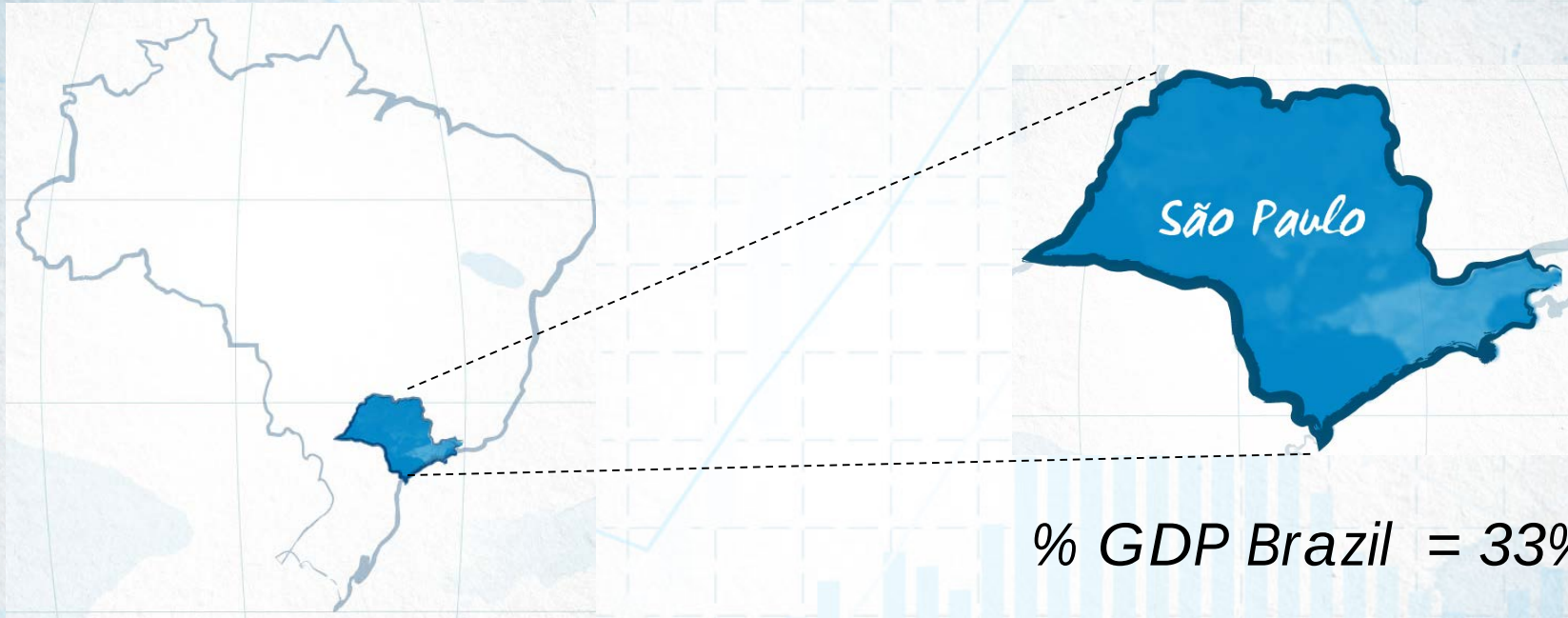
200 million
inhabitants

8.5 million km²

27 states

5,600
municipalities

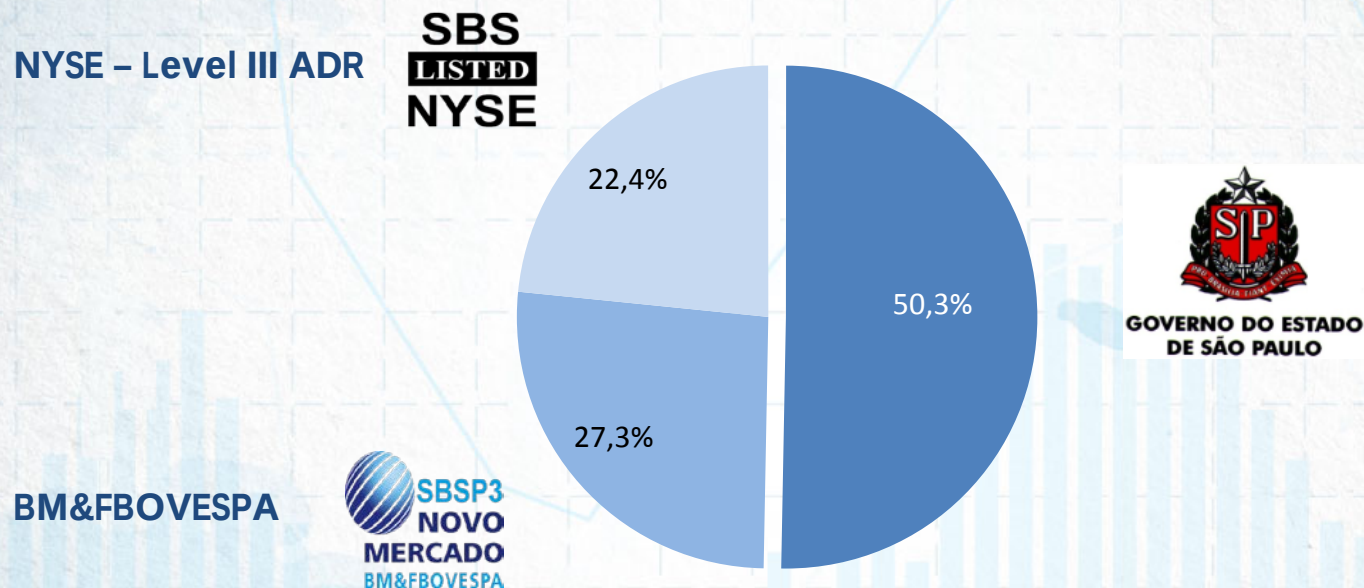
Sabesp



% GDP Brazil = 33%

- *28 million people*
- *366 municipalities*
- *5th largest company in the world in number of clients*

Corporate Governance



INVESTMENTS

£ 700 MILLION/YEAR

HALF FINANCED + PPPs

GOVERNAMENTAL SUBSIDIES?

NO

CROSS SUBSIDIES AMONG
CONSUMERS?

YES

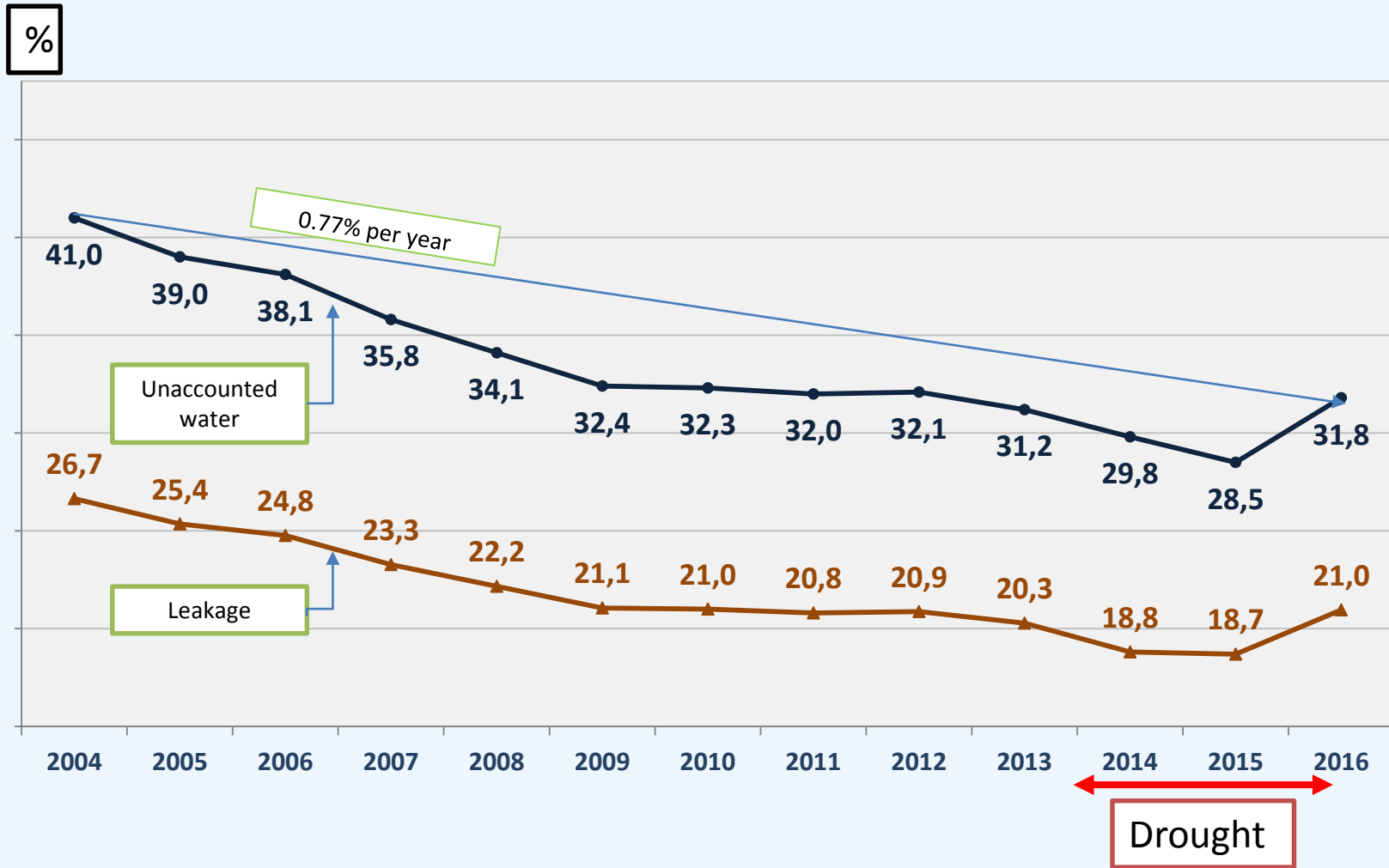


How to provide services to the slums?

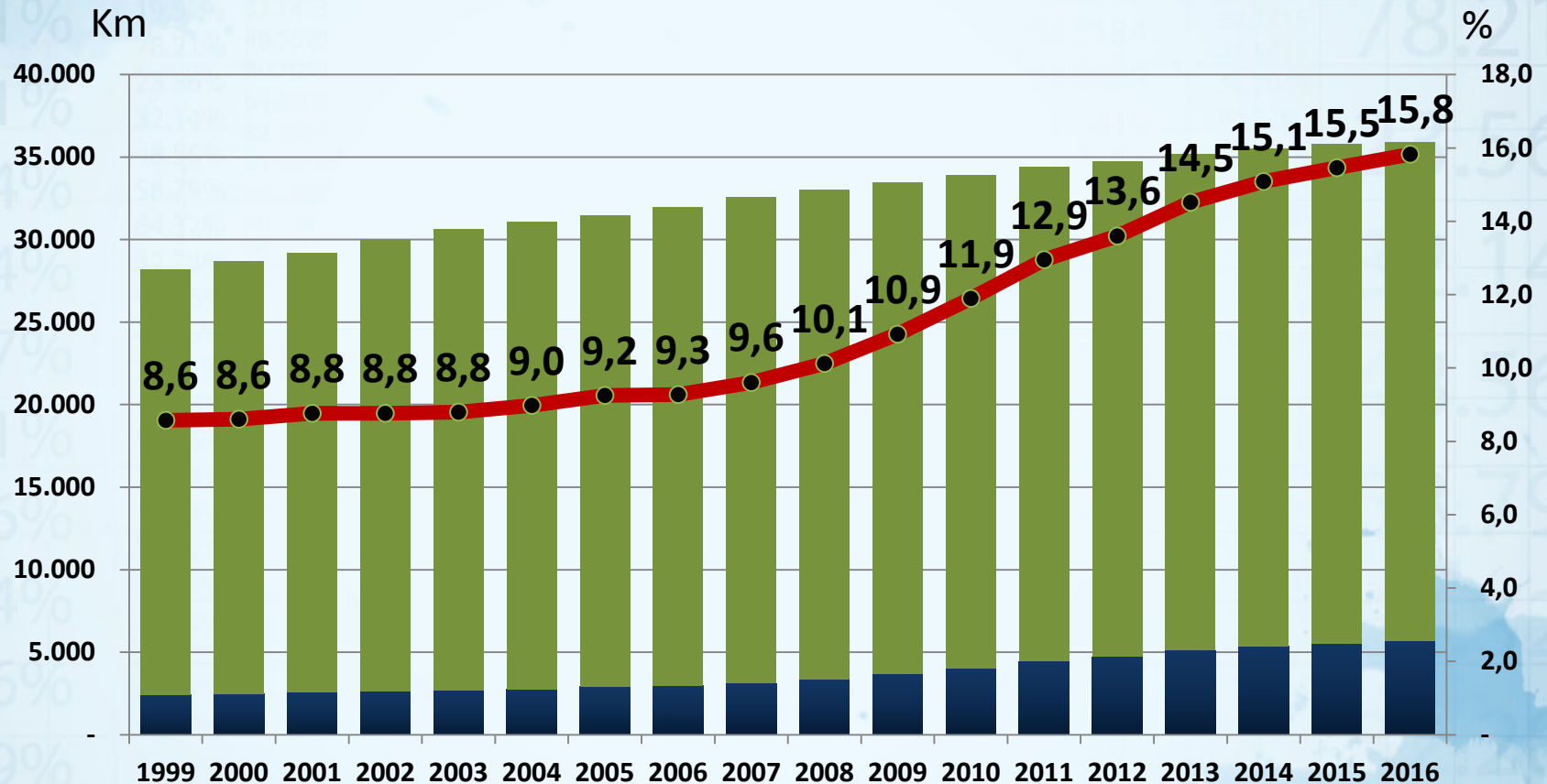




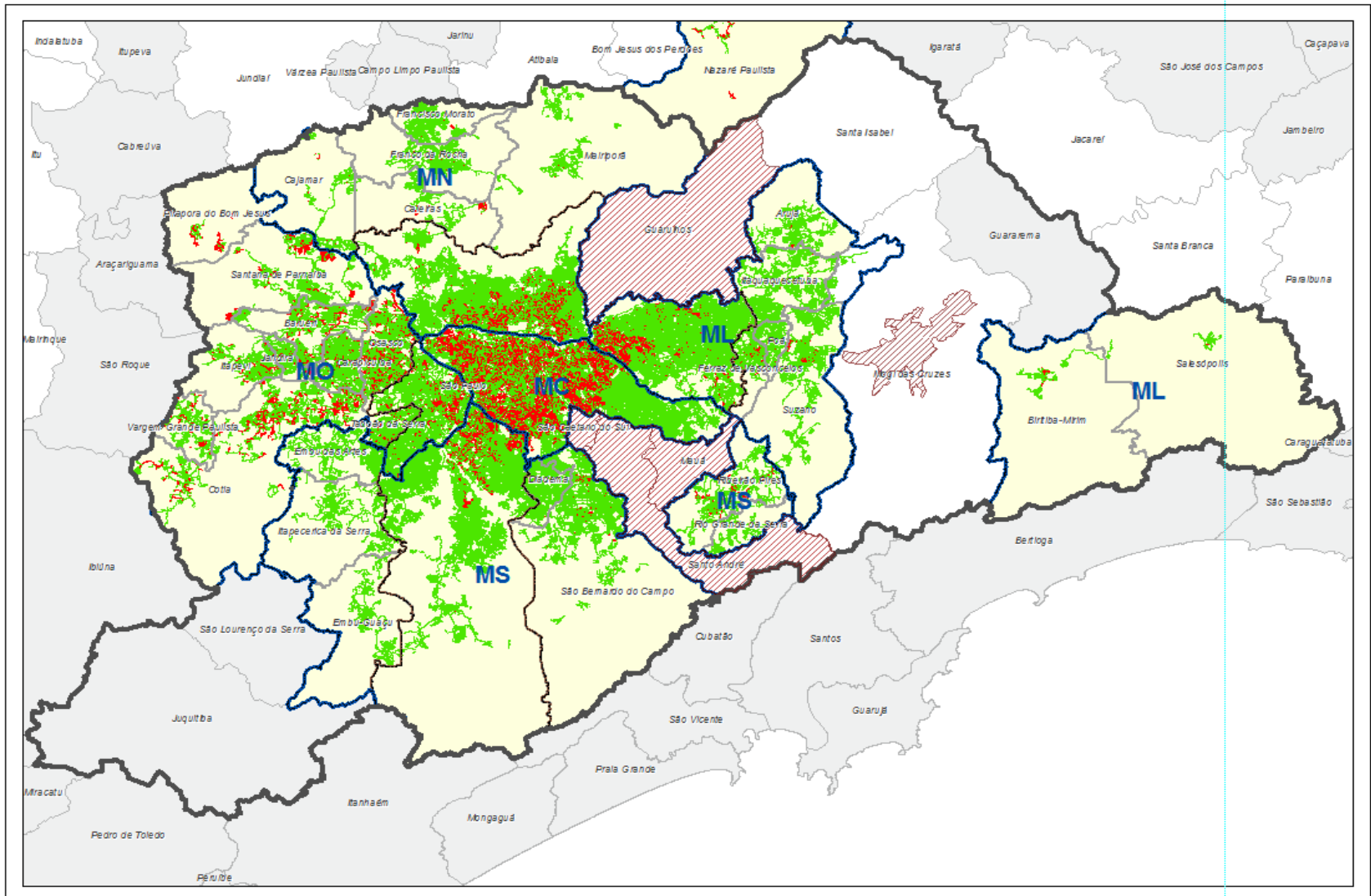
Water losses in Metropolitan Region of São Paulo



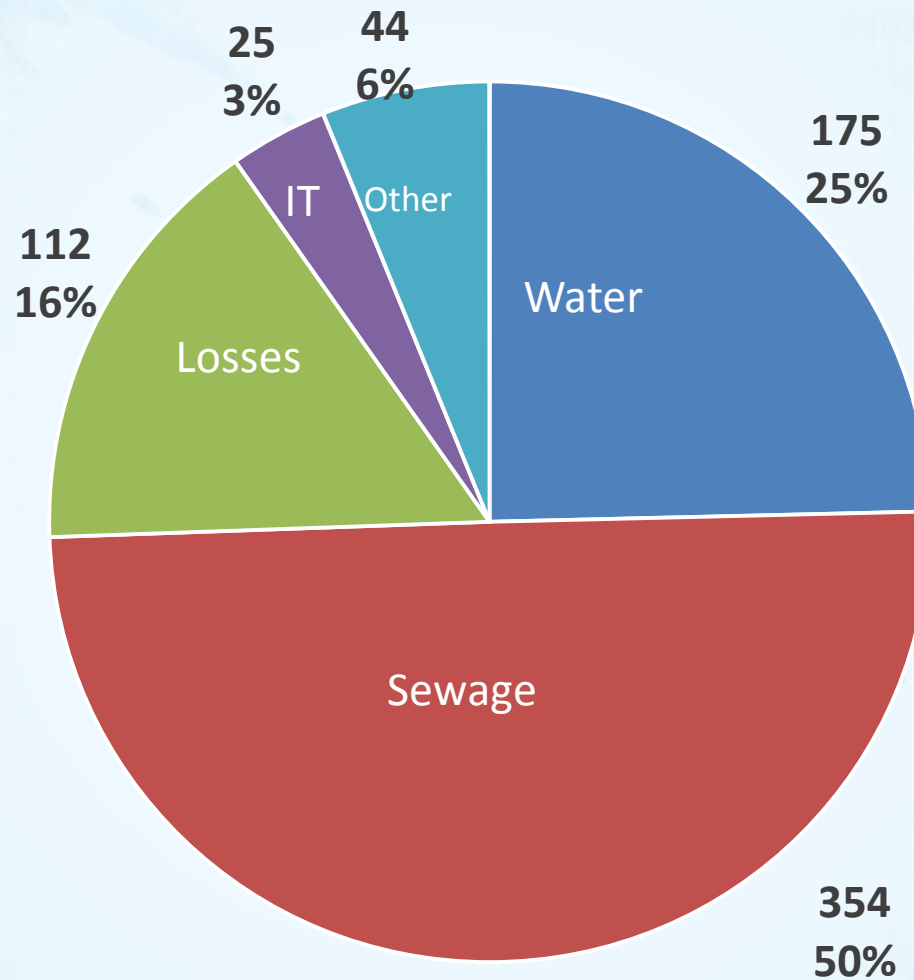
Percentage of pipes with more than 50 years



Location of pipes with more than 50 years



Sabesp's mean annual planned investment (millions of £) 2017-2020



Mean annual
£ 710 million

**There are opportunities for new players in
the Brazilian water sector**

Private-Public-Partnerships & Concessions

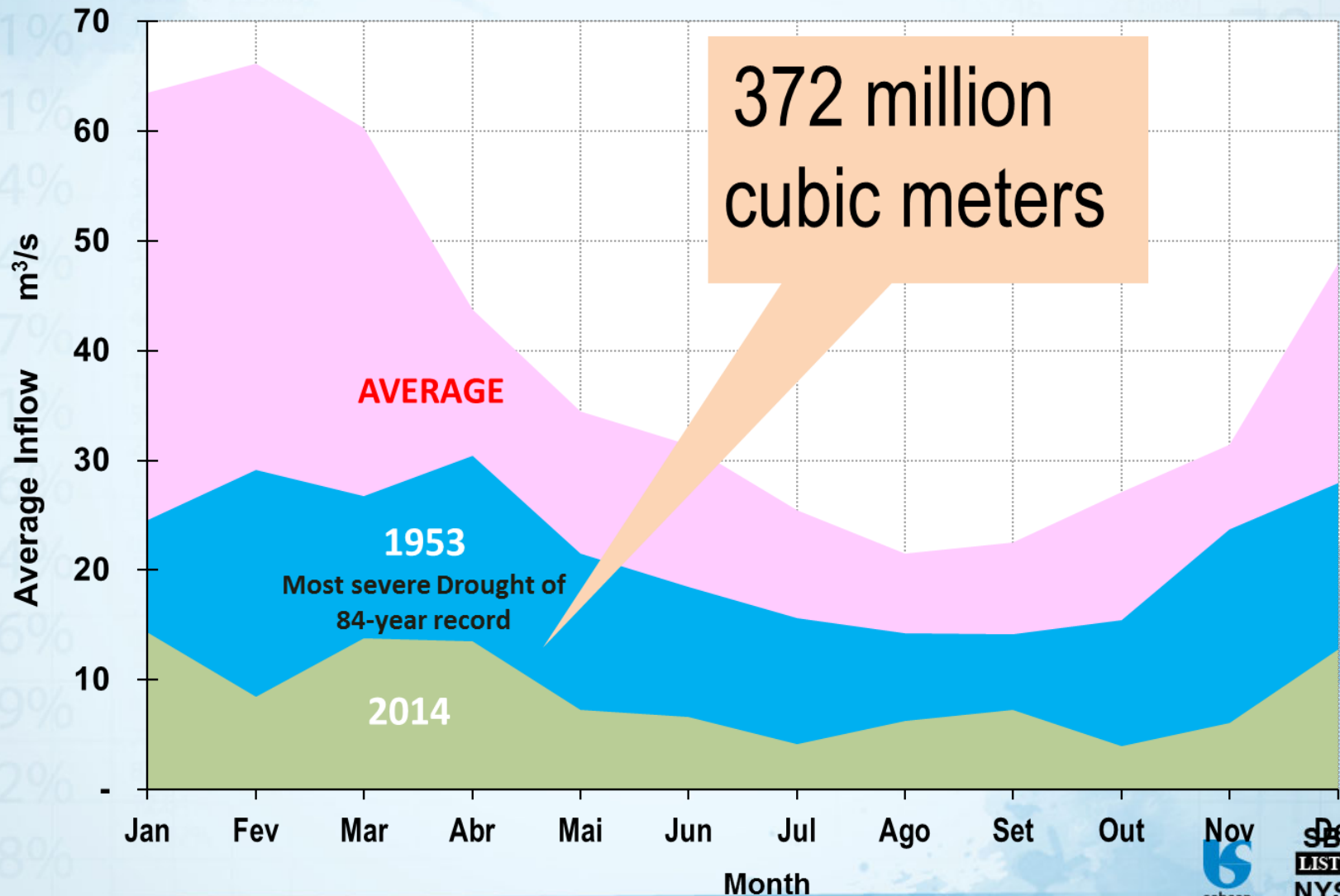
Better governance

Better regulation

Better service

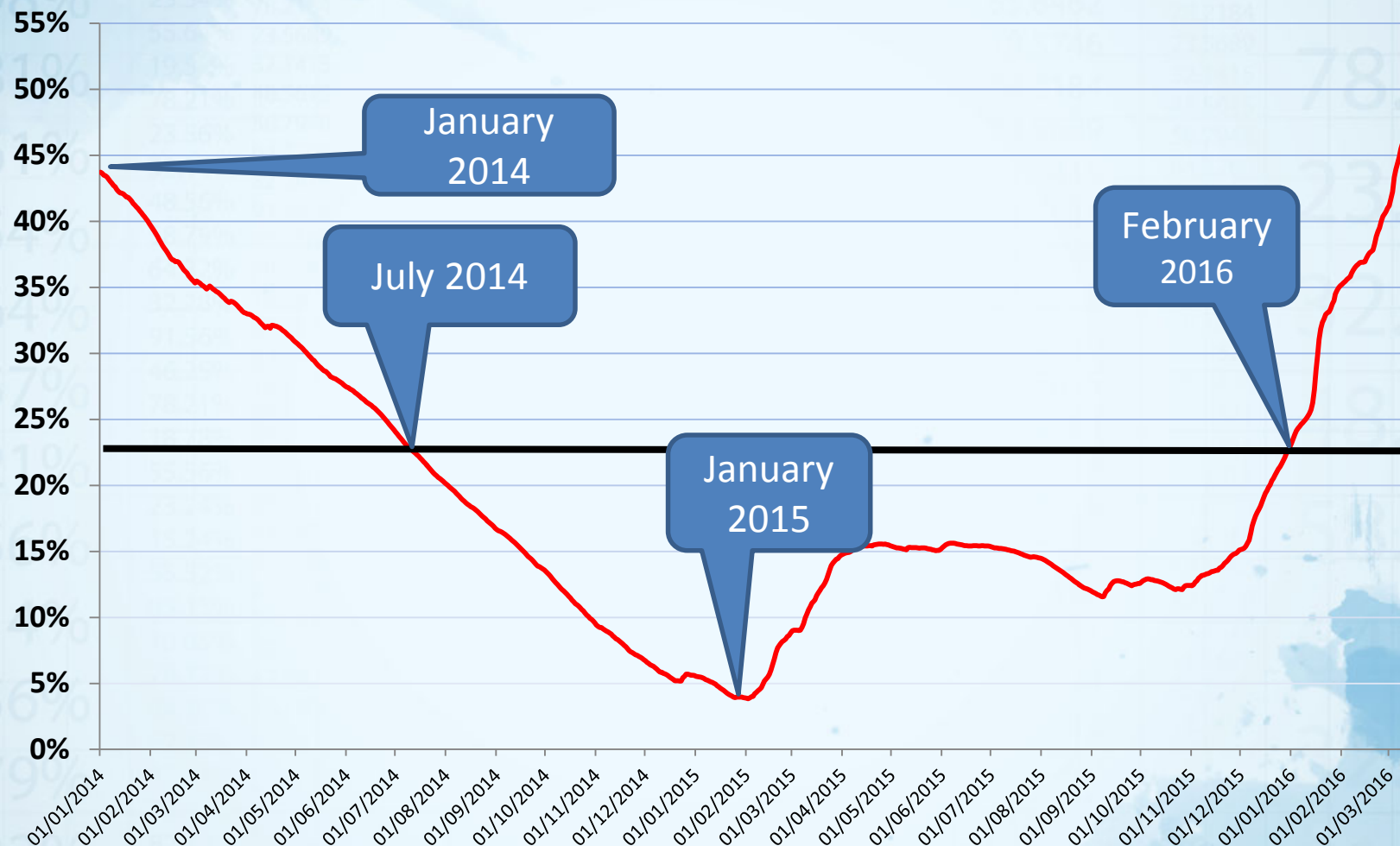
Climate and land cover changes & water security

MONTHLY INFLOWS TO THE CANTAREIRA SYSTEM

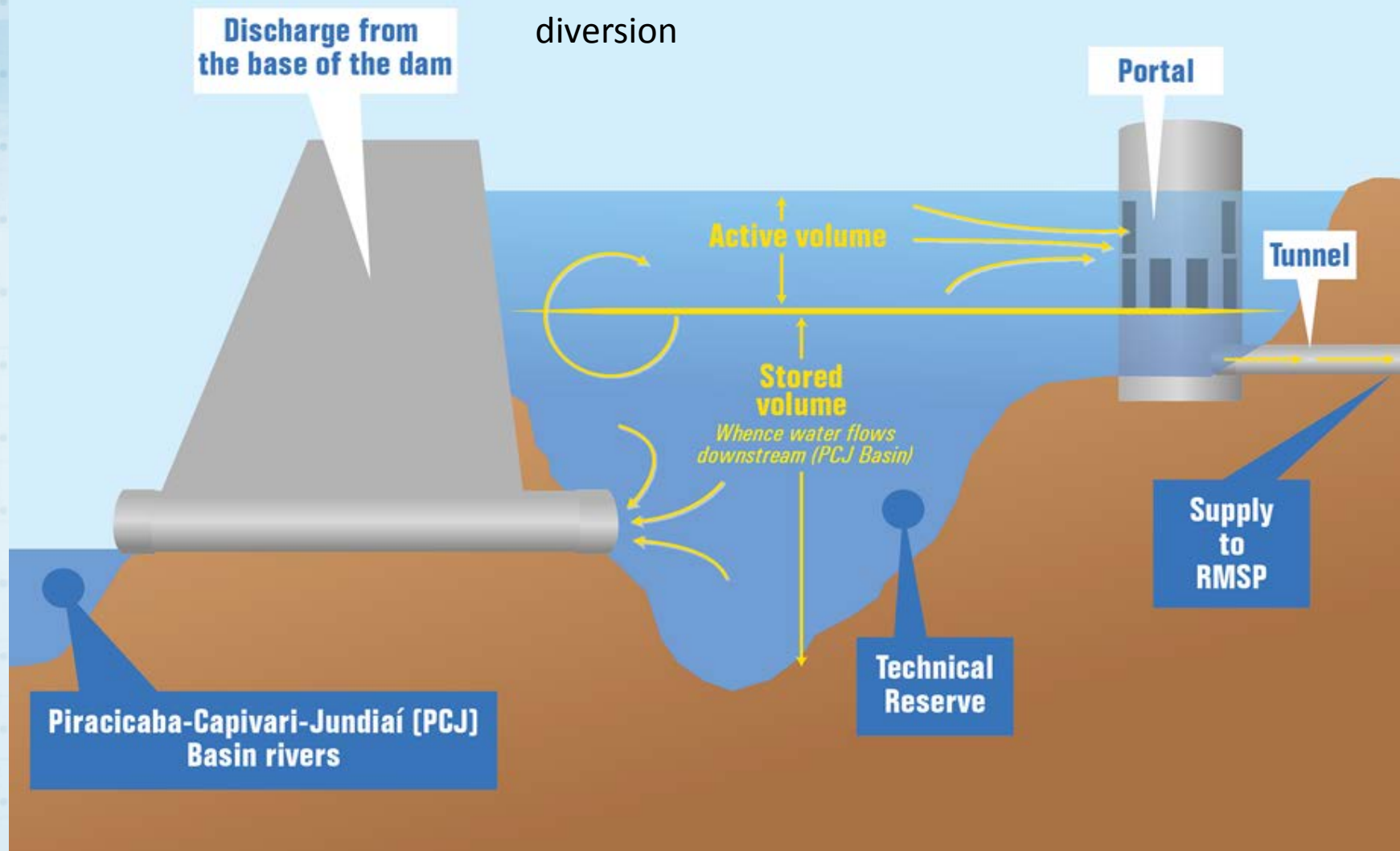


Cantareira storage

(volume%)



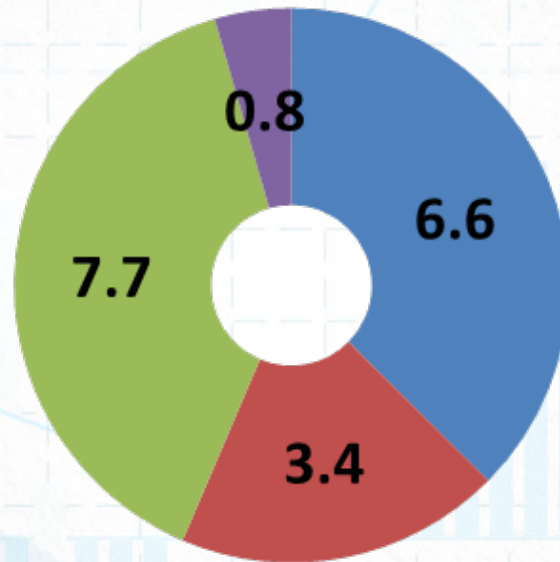
Pump water out of the Cantareira System from a water elevation below the intake of the diversion



Floating pumps and cofferdam to tap Dead Storage

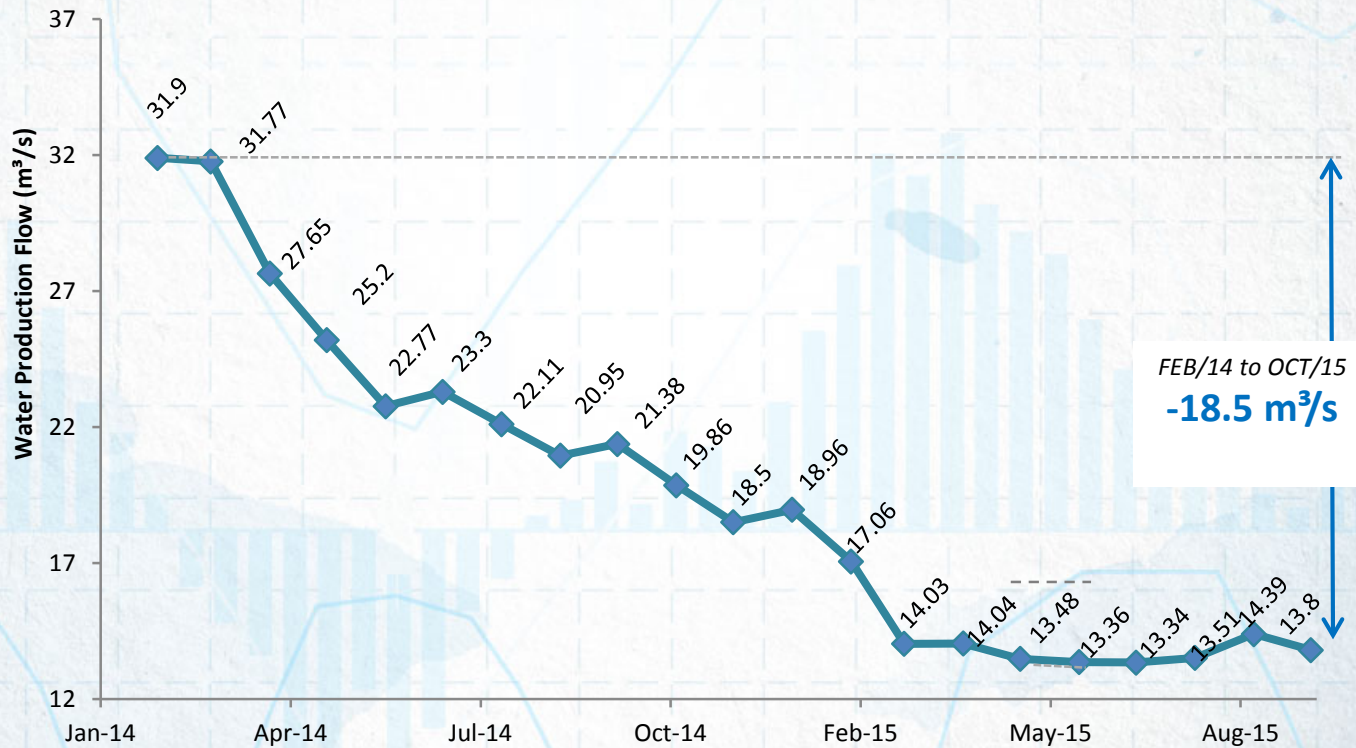


How was it possible to reduce 18.5 m³/s (26%) of potable water production?



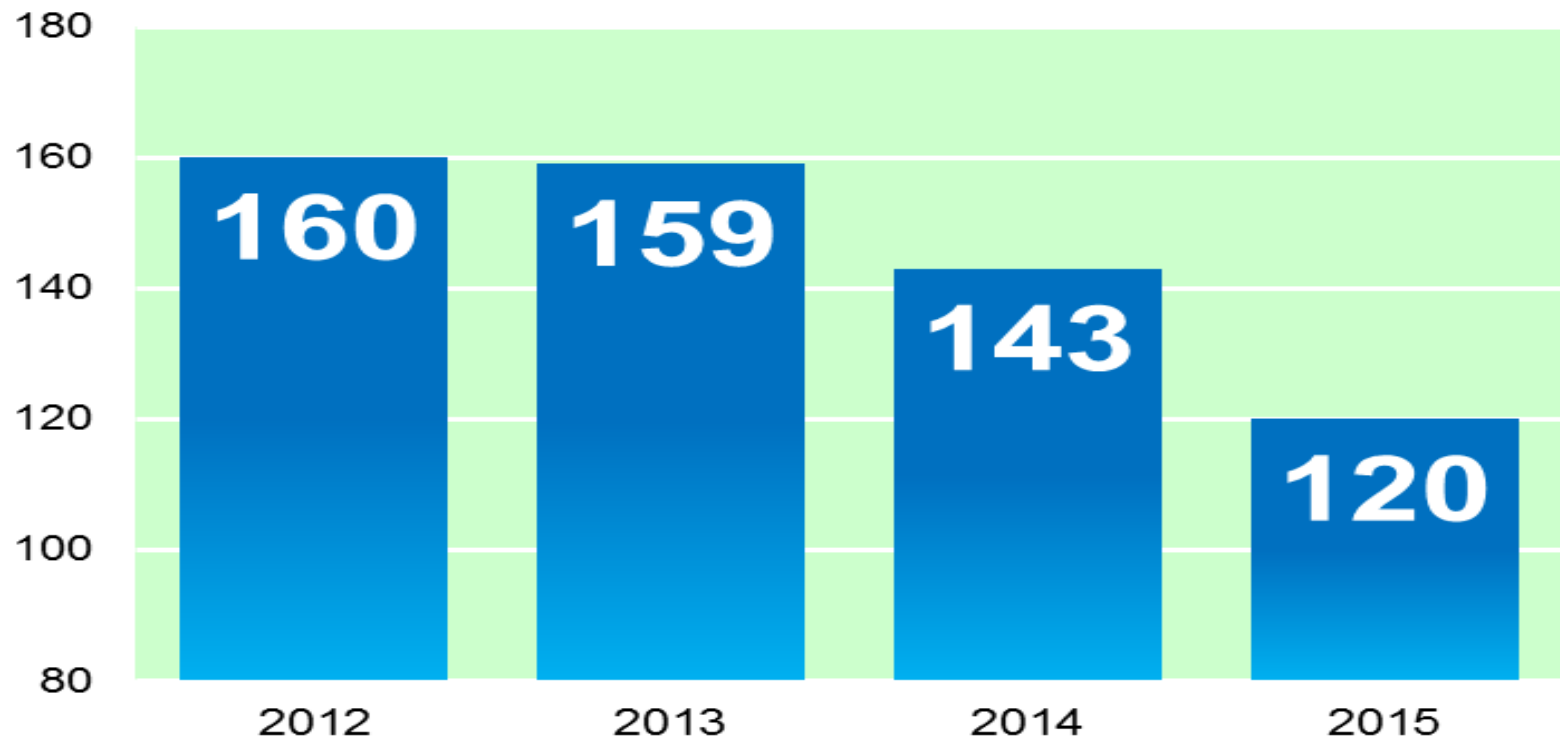
- Economic incentives
- Water transference
- Pressure Reduction
- Other

Water Production in Cantareira System (m^3/s)



Per capita consumption in MRSP

(Liters/inhabitant/day)



Thank you