

COMPANY PROFILE

Spark Energy, Inc. is an established and growing independent retail energy services company founded in 1999 that provides residential and commercial customers in competitive markets across the United States with an alternative choice for their natural gas and electricity. Headquartered in Houston, Texas, Spark currently operates in 19 states and serves 94 utility territories. Spark offers its customers a variety of product and service choices, including stable and predictable energy costs and green product alternatives.

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NEWS

May 6, 2019 Spark Energy, Inc. Reports First Quarter 2019 Financial Results

MANAGEMENT



Nathan Kroeker



Robert Lane



Jason Garrett



C. Alexis Keene

BOARD OF DIRECTORS

› **W. Keith Maxwell III** › **Nathan Kroeker**
 › **Nick W. Evans Jr.** › **James G. Jones II**
 › **Kenneth M. Hartwick**

STOCK FUNDAMENTALS

ISIN US8465111032
 Share Type Common
 Ticker SPKE
 Last Dividend Jan 17, 2019
 52 week high 10.75 USD
 52 week low 7.20 USD
 Stock exchanges NASDAQ

FINANCIAL CALENDAR

May 07, 2019 Spark Energy, Inc. First Quarter 2019 Earnings Conference Call

KEY FIGURES

(\$ in millions)	Year Ended December 31, 2018	Year Ended December 31, 2017	1st Quarter 2019	1st Quarter 2018
Retail Revenue	\$ 1,001.4	\$ 798.1	\$ 242.7	\$ 286.7
Retail Gross Margin	\$ 185.1	\$ 224.5	\$ 56.6	\$ 45.7
Adjusted EBITDA	\$ 70.7	\$ 102.9	\$ 25.1	\$ 15.9
Customer Acquisition Costs	\$ 13.7	\$ 25.9	\$ 5.8	\$ 4.3
RCEs (000s)	908	1042	865	1055
RCE Attrition	4.7%	4.3%	5.4%	4.2%
Electricity Volume (MWh)	8,630,653	6,755,663	1,728,083	2,252,024
Natural Gas Volume (MMBtu)	16,778,393	18,203,684	6,951,610	7,677,082
Electricity Unit Margin (\$/MWh)	\$ 14.44	\$ 23.46	\$ 17.35	\$ 8.76
Natural Gas Unit Margin (\$/MMBtu)	\$ 3.60	\$ 3.63	\$ 3.83	\$ 3.39

Spark Energy, Inc.

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