

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

- 11/03/2020** Spark Energy, Inc. Reports Third Quarter 2020 Financial Results
- 10/22/2020** Spark Energy, Inc. to Present Third Quarter 2020 Financial Results on Wednesday, November 4, 2020
- 10/20/2020** Spark Energy, Inc. Announces Dividend on Common and Preferred Stock

KEY FIGURES

(\$ in millions)	YTD 2020	YTD 2019	3rd Quarter 2020	3rd Quarter 2019
Retail Revenue	\$ 436.2	\$ 625.3	\$ 141.2	\$ 207.3
Retail Gross Margin	\$ 147.5	\$ 156.5	\$ 47.0	\$ 58.2
Adjusted EBITDA	\$ 81.9	\$ 66.7	\$ 27.7	\$ 28.1
Customer Acquisition Cost	\$ 1.8	\$ 13.6	\$ 0.2	\$ 4.4
RCEs (000s)	499	772	499	772
RCE Attrition	4.1%	4.4%	3.0%	4.0%
Electricity Volume (MWh)	3,235,222	5,052,498	1,165,500	1,808,276
Natural Gas Volume (MMBtu)	8,198,827	10,127,857	949,088	1,119,126
Electricity Unit Margin (\$/MWh)	\$ 33.74	\$ 23.10	\$ 36.69	\$ 29.39

Spark Energy, Inc.

1214 Wickchester Lane Ste 1000
Houston, TX 77079

MANAGEMENT



W. Keith Maxwell III



James G. Jones II



Kevin McMinn III

BOARD OF DIRECTORS

>W. Keith Maxwell III

>Kenneth M. Hartwick

>Nick W. Evans Jr.

>Amanda Bush

STOCK FUNDAMENTALS

ISIN	US8465111032
Share Type	Common
Ticker	SPKE
52 week high	10.95 USD
52 week low	5.25 USD
Stock exchanges	NASDAQ

FINANCIAL CALENDAR

Nov 04, 2020 Spark Energy, Inc. Third Quarter 2020 Earnings Conference Call