



SPARKPOWER
CORP

SPARK POWER CORP. ANNUAL GENERAL MEETING

MAY 15, 2019

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During today’s meeting, officers and directors of the Corporation in their presentations or in answering questions may make statements which are “forward-looking statements” for the purposes of applicable securities laws. Forward-looking statements are not assurances of future performance and are subject to risk and uncertainties. The actual results, performance or achievements of the Corporation and its business may be materially different from the anticipated results, performance or achievements expressed or implied by forward-looking statements. The risk and uncertainties include but are not limited to those discussed in the annual information form of the Corporation for the fiscal year ended December 31, 2018, which has been published on www.SEDAR.com. The officers and directors have applied certain assumptions and factors in making forward-looking statements including as discussed in the annual information form of the Corporation for the fiscal year ended December 31, 2018, which has been published on www.SEDAR.com. Shareholders should consult the more detailed discussion of these and other risk factors relating to the Corporation and its business in the Corporation’s most recent Annual Information Form. Forward-looking statements are based on the officers’ and directors’ beliefs and opinions and undue reliance should not be placed on any forward-looking statements. The Corporation does not undertake to update or supplement any forward-looking statements unless required to do so by applicable law.



AGENDA

Chairman's Welcome and Official Business

Close of Official Business

Business Updates

Strategy

Financial Updates

Questions

Closing Remarks





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An aerial photograph of a construction site. In the foreground, three workers wearing orange and black safety gear and hard hats are sitting on a white, flat roof surface. They appear to be working on a rectangular opening or structure. The background shows a large area of brown, tilled earth, a green field, and some buildings. The word "WELCOME" is overlaid in large, white, bold letters across the center of the image.

WELCOME



HEALTH & SAFETY MOMENT



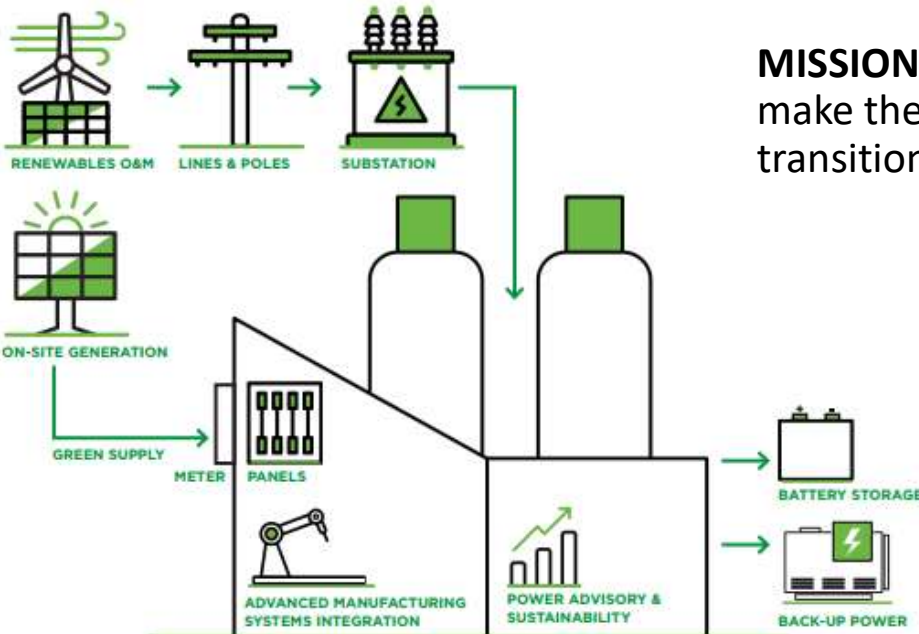
BUSINESS UPDATES

COMPANY OVERVIEW



ELECTRIFYING INDUSTRY

VISION: We strive to be the leading independent provider of integrated power solutions to the industrial, commercial, and institutional markets across North America.



MISSION: We exist to disrupt the power sector to reduce cost, make the environment a priority and empower our customers to transition to the grid of the future.



OUR STRATEGY: FULL END-TO-END POWER SOLUTIONS

Technical Services

Low-high voltage
O&M services



760+
EMPLOYEES



6500+
C&I
CUSTOMERS



500+
TECHNICAL
SKILLED WORKERS



6000
SAFETY
INSPECTIONS
PER YEAR



450
FLEET VEHICLES



\$3.7B
WIND & SOLAR
AUM

Power Equipment

On site generation
MV/HV products
Control panels

Power Advisory & Sustainability

Asset management
Energy management
Bullfrog Power



SENIOR MANAGEMENT TEAM



Jason Sparaga

Co-CEO, Founder



Andrew Clark

Co-CEO, Founder



Dan Ardila

Chief Financial Officer



Eric Waxman

Chief Investment Officer, Founder



Richard Jackson

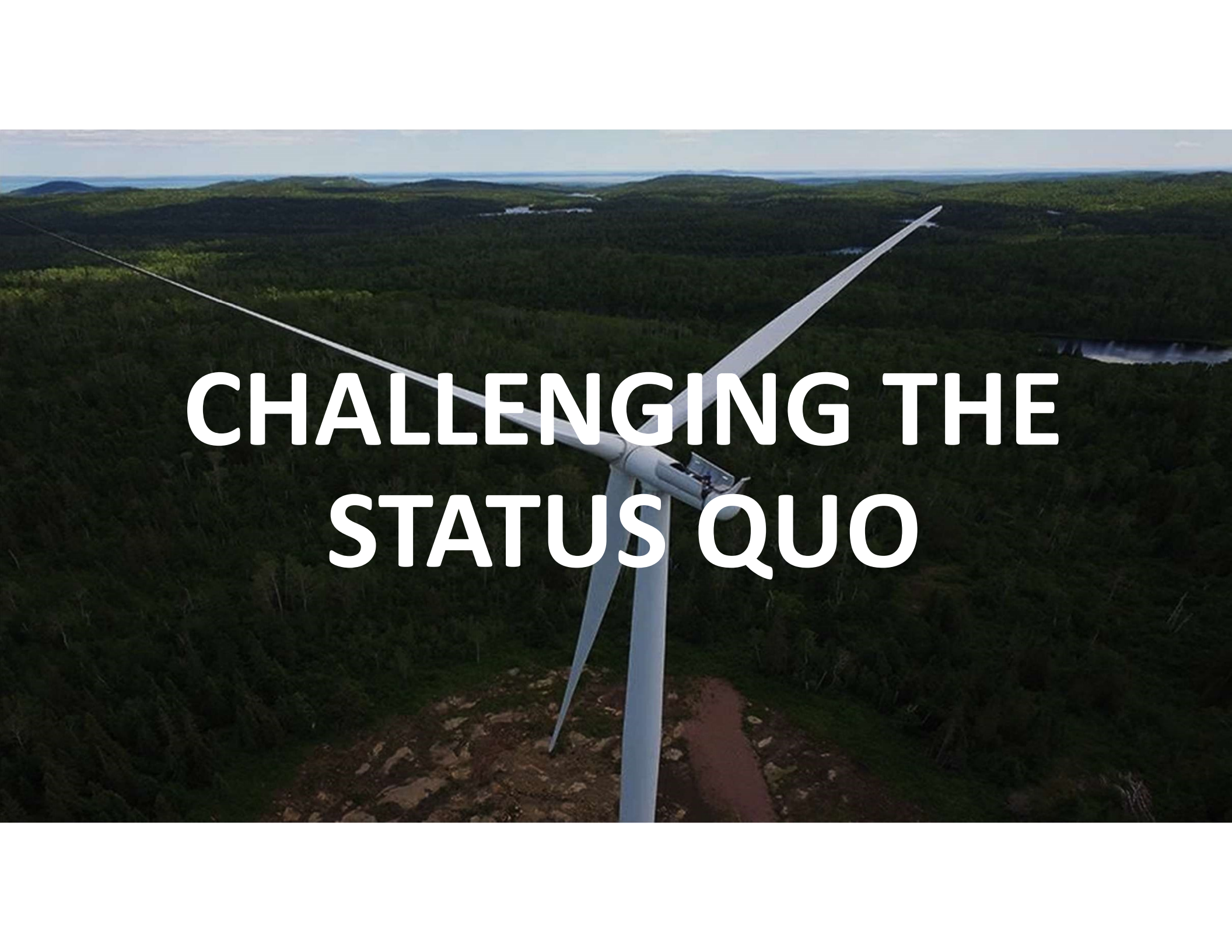
Chief Operating Officer



Ron Dizy

Chief Strategy Officer



A white wind turbine stands on a dirt path on a forested hillside. The background shows a vast landscape with rolling hills, a lake, and a clear sky. The text "CHALLENGING THE STATUS QUO" is overlaid in large white letters.

CHALLENGING THE STATUS QUO

MARKET OPPORTUNITY

1. Aging power infrastructure
2. Rapidly shifting environment due to industry disruptors: political, economic, social, and technological
3. +\$30* billion, highly fragmented market with no dominant player
4. Accelerated deployment of advanced manufacturing and material handling technologies
5. The electrification of everything

INDUSTRY DISRUPTORS



POLITICAL



ECONOMIC



SOCIAL



TECHNOLOGY

*2018 IBIS World Report, Low Voltage Market Size: \$20bn; 2017, Canadian High Voltage Research Report, market size: 7.7bn; 2018, IEA Renewables Market Analysis- Renewables expected to provide 30% of global power demand in 2023





THE FUTURE OF POWER IS

Customer Choice

Sustainable

Reliable & Resilient

Cost-Effective

Widely Distributed

Changing



SUSTAINABILITY

ENSURING LONG-TERM CORPORATE, CUSTOMER & COMMUNITY SUCCESS



**ENVIRONMENTAL
STEWARDSHIP**



**DIVERSITY AND
INCLUSION**



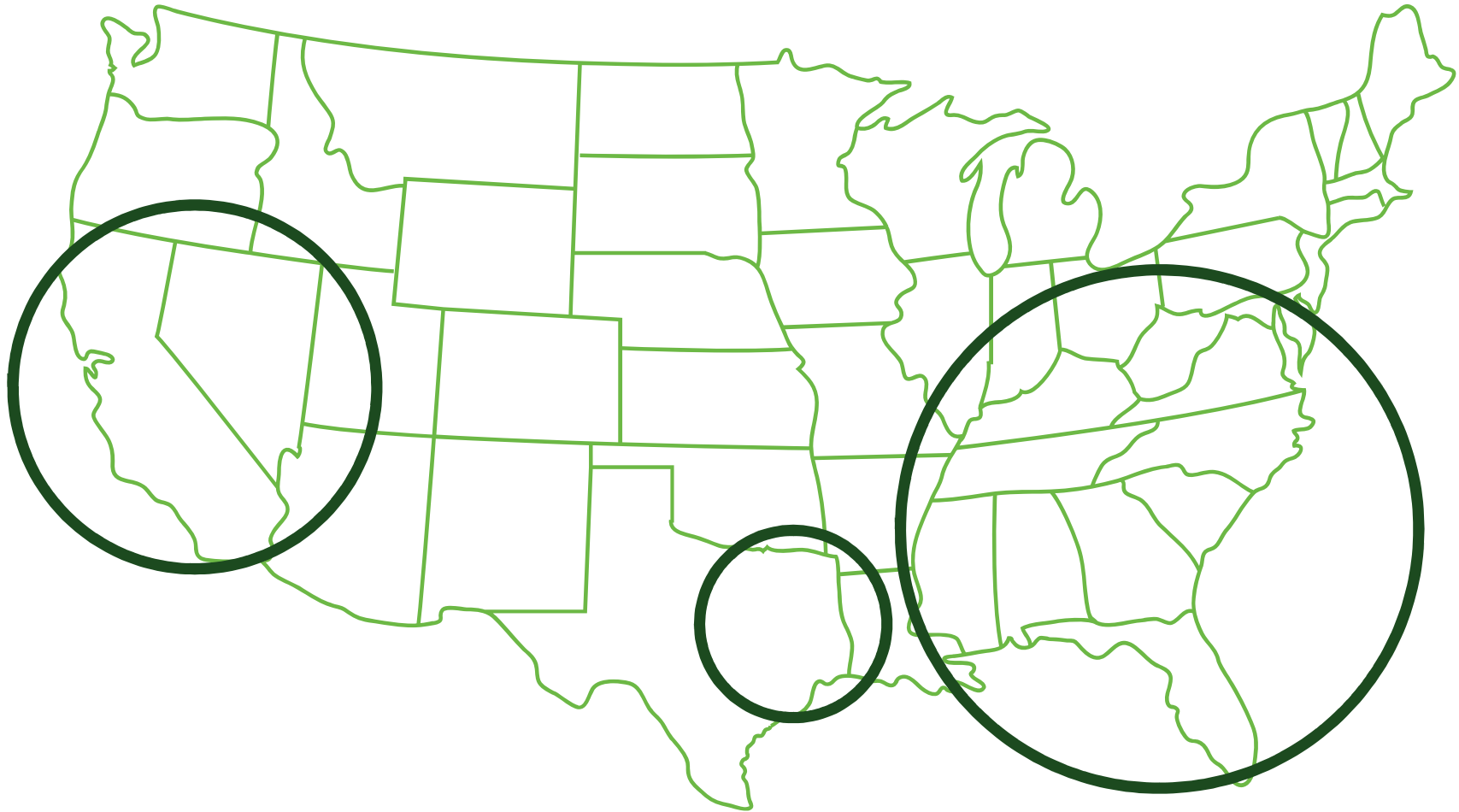
**HOLISTIC WELLNESS
(MENTAL & PHYSICAL WELLBEING)**



An aerial night view of a city with glowing network lines overlaid. The city lights are visible in the background, and the network lines are composed of white dots connected by white arcs, creating a sense of connectivity and growth. The sky is dark blue with some light clouds, and the city lights are a mix of yellow, orange, and white.

GROWTH: VISION 2023

US MARKET EXPANSION – TARGET 50% of 2023 REVENUE



GROWTH THROUGH EXPANSION, DEVELOPMENT, AND M&A

Organically

Significant organic growth and geographical expansion opportunities throughout North America through:

- Greater penetration of existing customers
- Cross-selling of increasingly integrated power solutions to existing large industrial customers
- Repeatable branch models allows rapid openings in new geographies to support both existing and new customers

Through acquisition

Highly fragmented industry of small independent owner operators ripe for consolidation. Acquisition criteria include:

- Complementary service offering
- Fresh customer relationships
- Expanded geographical presence
- Entrepreneurial, technically-skilled workforce



A blurred background image of a financial candlestick chart with blue and yellow bars and a yellow trend line. The text 'FINANCIAL UPDATES' is overlaid in the center.

FINANCIAL UPDATES

FINANCIAL REPORTS



Acquisitions completed
in 2018



Reverse take over of
Canaccord Genuity
Acquisition Corp.
Refinanced debt
facilities



Adopted IFRS 16 (leases)
effective January 1, 2017
Early adopted in advance of
the acquisitions &RTO
Current lease liability @ March
31, 2019 is \$17.9 Million





FY2018 RESULTS

SPARK 2018 HIGHLIGHTS

YTD Revenue Organic Growth of 17.4 %

Driven by:

- New branch openings
- Customer relationships

YTD Acquisition Growth of 32.2%

- Bullfrog Power
- Orbis Engineering
- New Electric Fresno

Revised Capital Structure to Support Future Growth

- RTO of CGAC
- New Flexible debt facility
 - Term
 - Growth
 - Acquisition Line

Expanding Customer Relationships

- Customer pull driving new branches- NE
- AltaLink contract expansion: Orbis

2018 was a very strong and profitable year highlighted by organic and acquisitive growth



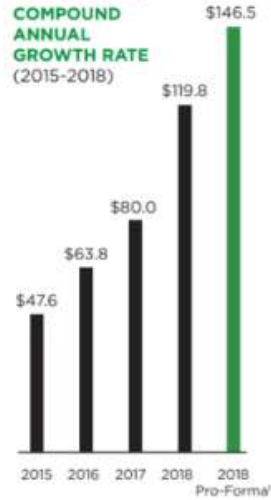
2018 YEAR IN REVIEW

DRIVING STRONG FINANCIAL PERFORMANCE

REVENUE
(MILLIONS)

36%

COMPOUND ANNUAL GROWTH RATE (2015-2018)



38.4%

GROSS MARGIN (2018)

ADJUSTED EBITDA²
(MILLIONS)

40%

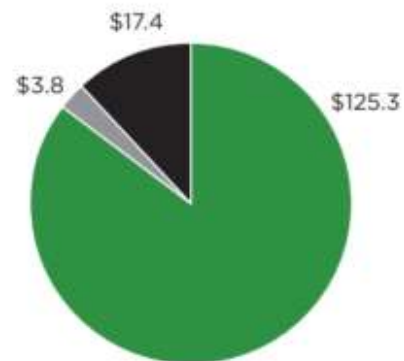
COMPOUND ANNUAL GROWTH RATE (2015-2018)



17.1%

ADJUSTED EBITDA MARGIN³ (2018)

SEGMENTED 2018 PRO-FORMA REVENUE¹
(MILLIONS)



- Technical Services
- Power Equipment
- Power Advisory & Sustainability

1. Pro-forma metrics are adjusted for the impact of revenue and/or EBITDA earned by companies acquired during the year for the period prior to acquisition.

2. Adjusted EBITDA means EBITDA adjusted for items management considers to be not representative of Spark Power's ongoing operating performance.

3. Adjusted EBITDA margin means Adjusted EBITDA divided by revenue.

Note that Pro-Forma Revenue, Adjusted EBITDA and Pro-Forma Adjusted EBITDA are non-IFRS measures. See Non-IFRS measures on pages 1 and 12 of the annual report.





Q1 2019

CONSOLIDATED FINANCIAL SUMMARY

Year ended March 31, 2019 compared to 2018 and pro-forma 2018

<i>In CAD\$000's</i>	March 31, 2019	March 31, 2018	Variance (\$)	Variance (%)	March 31, 2018 (Adjusted Pro-forma) (i)	Actual Vs. Pro- forma Variance (\$)	(%)
Financial Results:							
Revenue	34,272	19,734	14,538	73.7%	31,375	2,897	9.2%
Gross Profit	12,410	7,292	5,118	70.2%	12,779	(369)	-2.9%
EBITDA	3,253	2,288	965	42.2%	4,303	(1,050)	-24.4%
Finance Expense	1,289	1,098	191	17.4%	1,231	58	4.7%
Financial Positions:							
Total Assets	141,305	81,497	59,808	73.4%			
Total Long-term Debt (ii) (iii)	73,214	48,949	24,265	49.6%			
Shareholders Equity	28,040	(49,823)	77,863	256.3%			
Summary Statistics:							
Gross Margin (%)	36.2%	37.0%			40.7%		
EBITDA Margin (%)	9.5%	11.6%			13.7%		

(i) adjusted pro-forma includes the results of companies acquired during the year for periods prior to the acquisition; and non-recurring costs

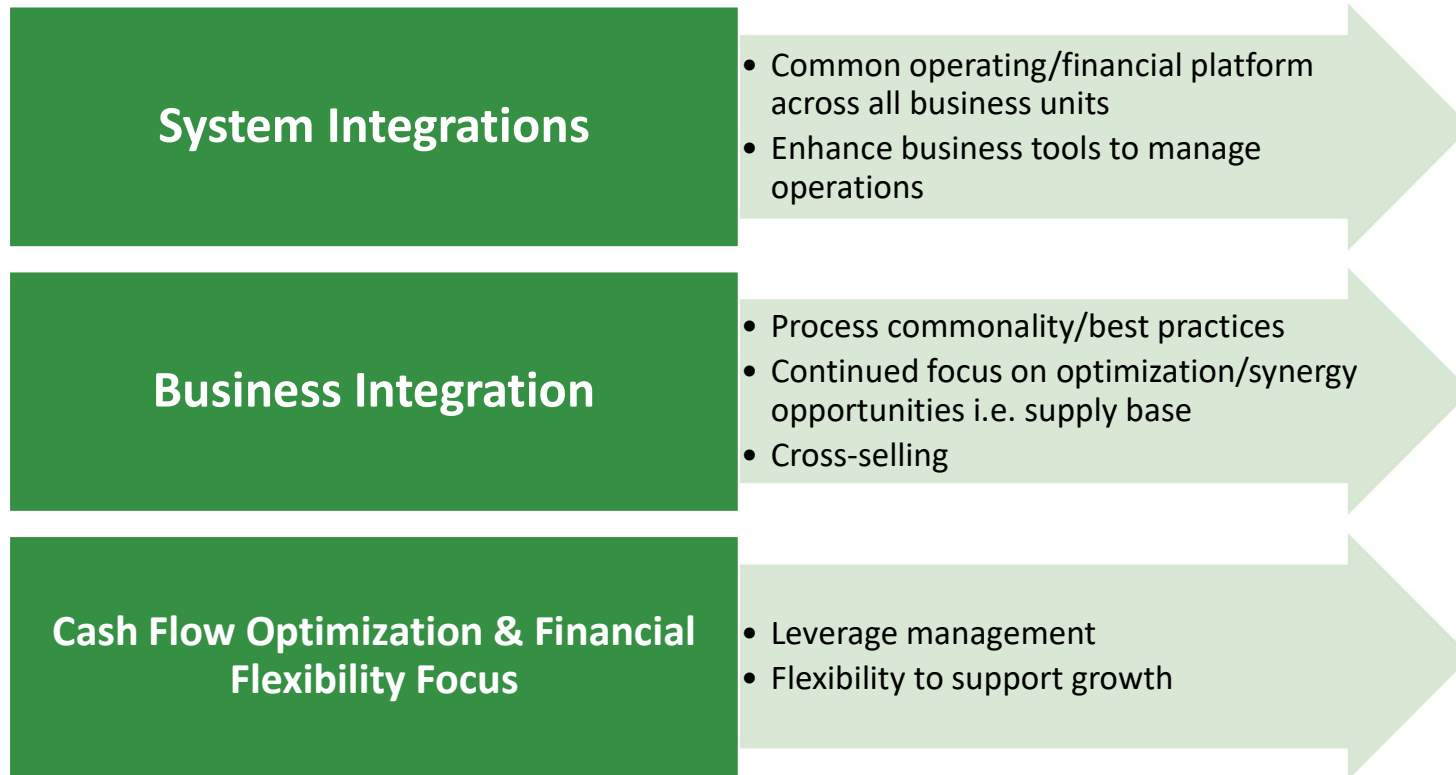
(ii) includes current portion of long-term debt

(iii) includes \$17,923 related to adoption of IFRS 16 Leases



2019 MOVING FORWARD

Continued execution of growth strategy



Q&A



An aerial photograph of a solar farm under construction. In the foreground, three workers wearing orange safety gear and hard hats are sitting on a white, flat roof structure, possibly a solar panel array. The background shows a large area of brown earth with rows of solar panels being laid out. The surrounding landscape is green with trees and a small building. The text 'SPARKPOWER CORP' and 'THANK YOU' is overlaid on the image.

SPARKPOWERTM
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THANK YOU