



SPAR

Midwest IDEAS Investor Conference

August 2025



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All statements (other than those that are purely historical) are forward-looking statements. Words such as "may," "will," "expect," "intend," "believe," "estimate," "anticipate," "continue," "plan," "project," or the negative of these terms or other similar expressions also identify forward-looking statements. Forward-looking statements made by the Company in this Presentation may include (without limitation) statements regarding: risks, uncertainties, cautions, circumstances and other factors ("Risks"); and plans, intentions, expectations, guidance, including, in particular, the company's priorities and goals. The Company's forward-looking statements also include (without limitation) those made in the Company's Amended Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the Securities and Exchange Commission (the "SEC") on July 17, 2025. The Company's forward-looking statements also may include (without limitation) updates and other disclosures made in the Company's Quarterly Reports, Current Reports and other SEC filings since that Annual Report was filed.

You should carefully review and consider the Company's forward-looking statements (including all risk factors and other cautions and uncertainties) and other information made, contained or noted in or incorporated by reference into this Presentation, but you should not place undue reliance on any of them, including, in particular, the Company's priorities and goals. The results, actions, levels of activity, performance, achievements or condition of the Company (including its affiliates, assets, business, clients, capital, cash flow, credit, expenses, financial condition, income, liabilities, liquidity, locations, marketing, operations, performance, prospects, sales, strategies, taxation or other achievement, results, risks, trends or condition) and other events and circumstances planned, intended, anticipated, estimated or otherwise expected by the Company (collectively, "Expectations"), and our forward-looking statements (including all Risks) and other information reflect the Company's current views about future events and circumstances. Although the Company believes those Expectations and views are reasonable, the results, actions, levels of activity, performance, achievements or condition of the Company or other events and circumstances may differ materially from our Expectations and views, and they cannot be assured or guaranteed by the Company, since they are subject to Risks and other assumptions, changes in circumstances and unpredictable events (many of which are beyond the Company's control). In addition, new Risks arise from time to time, and it is impossible for the Company to predict these matters or how they may arise or affect the Company. Accordingly, the Company cannot assure you that its Expectations will be achieved in whole or in part, that it has identified all potential Risks, or that it can successfully avoid or mitigate such Risks in whole or in part, any of which could be significant and materially adverse to the Company, the Company's ability to achieve its 5-Year Vision (including as described on page 11 hereof), and the value of your investment in the Company's Common Stock.

These forward-looking statements reflect the Company's Expectations, views, Risks and assumptions only as of the date of this Presentation, and the Company does not intend, assume any obligation, or promise to publicly update or revise any forward-looking statements (including any Risks or Expectations) or other information (in whole or in part), whether as a result of new information, new or worsening Risks or uncertainties, changed circumstances, future events, recognition, or otherwise.

INVESTMENT THESIS

- 1 SPAR offers services that solve retailer and brands needs in a huge addressable market**
- 2 SPAR has momentum in the North American market – doubling its size in the US and Canada in four years, and with a significant pipeline relative to current revenue**
- 3 Advances in Technology and AI are providing real time actionable shelf data changing the external market, while providing opportunity to reengineer internal operations**
- 4 SPAR is a simpler, more optimized business which allows for a renewed focus on growth with our longstanding world class client base**
- 5 Opportunity in the near term, to expand EBITDA margins, increase net income, and enhance Shareholder returns in a low CAPEX business**





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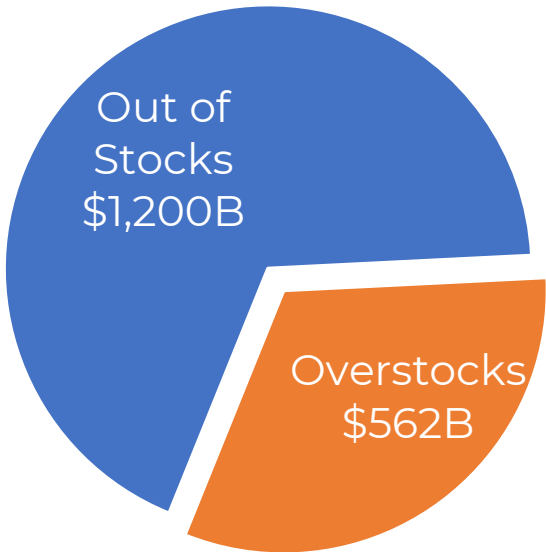
Solving the \$1tn Retail and Brand Inventory Challenge

GROWING INDUSTRY PROBLEM

Retail and brands struggle to manage product across the supply chain...

\$1.77tn¹

A global inventory distortion problem



Results in over-buying and labor spending the majority of their time resolving inventory issues...

63%²

Inventory accuracy in the U.S.

...and ultimately the loss of revenue and profit

\$1.2tn¹

Retail lost sales due to out-of-stocks



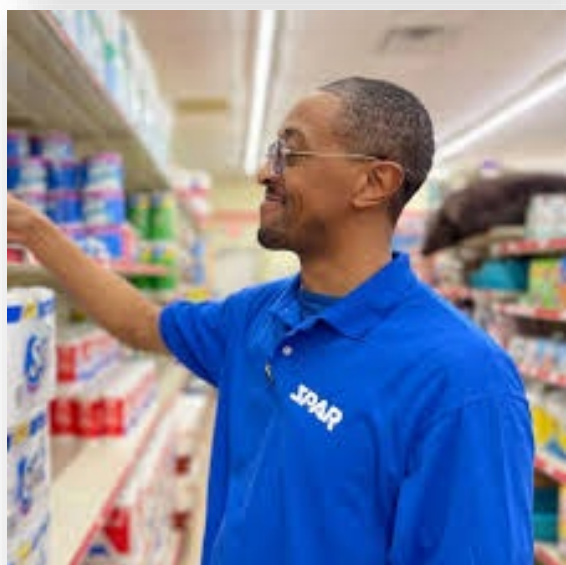
“Empty is Always Wrong”



Sources: 1. IHL Group, 2. Procurement Tactics, “Inventory Management Statistics, February 2025

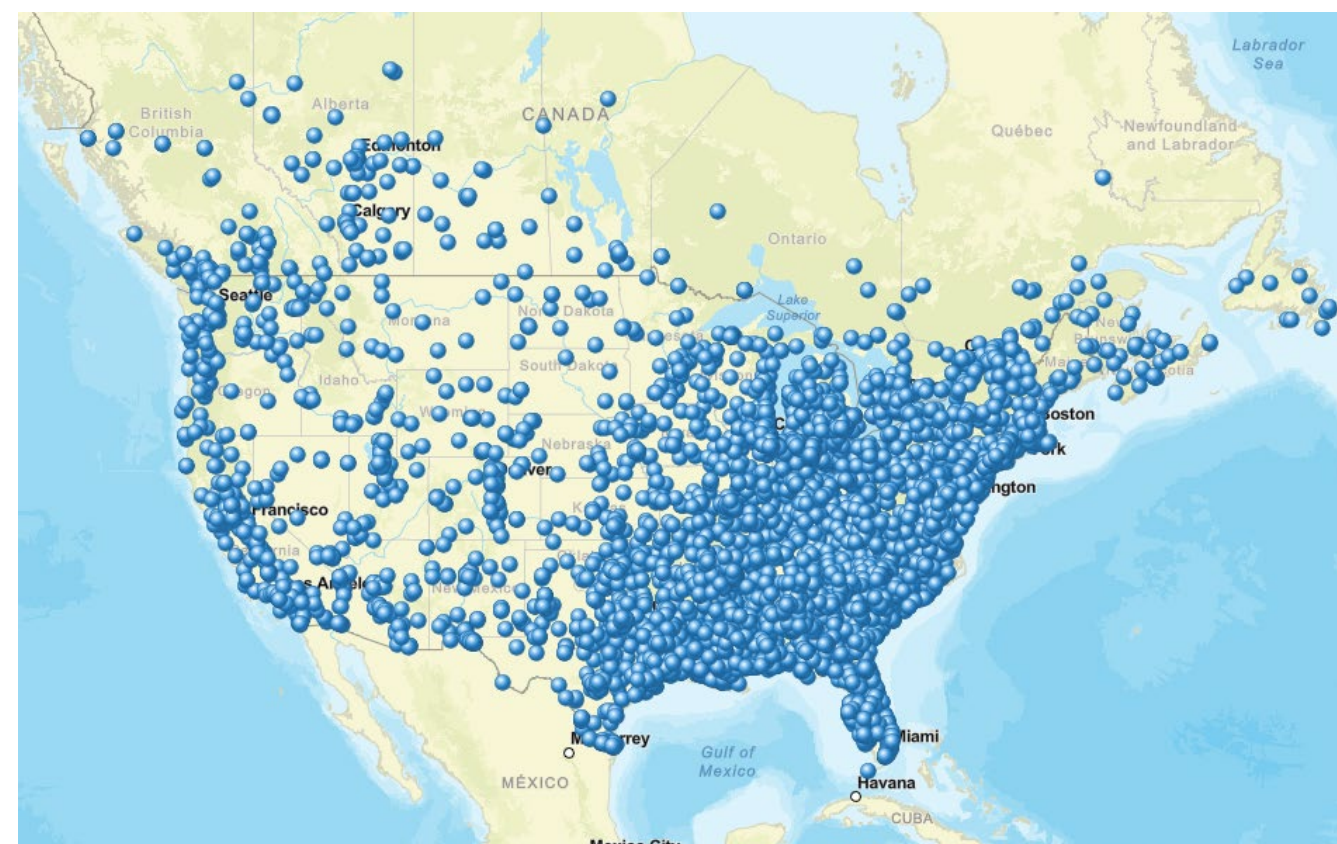
SPAR EXPERIENCED MERCHANDISERS AND REMODELERS

#EveryStoreEveryDay



- ✓ Audits
- ✓ Product Replenishment
- ✓ Resets
- ✓ Remodels
- ✓ Product Assembly
- ✓ Planogram Integrity
- ✓ Displays and Fixtures
- ✓ Price Verification
- ✓ Surveys
- ✓ Image Capture

- ❖ **7,000+** associates U.S. and Canada
- ❖ **230+** Clients, **12+** years average tenure
- ❖ **19%** growth in US and Canada in 2024¹
- ❖ **>30,000** doors weekly
- ❖ **50,000+** locations covered



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¹ 19% growth in 2024 calculated without NMS joint venture

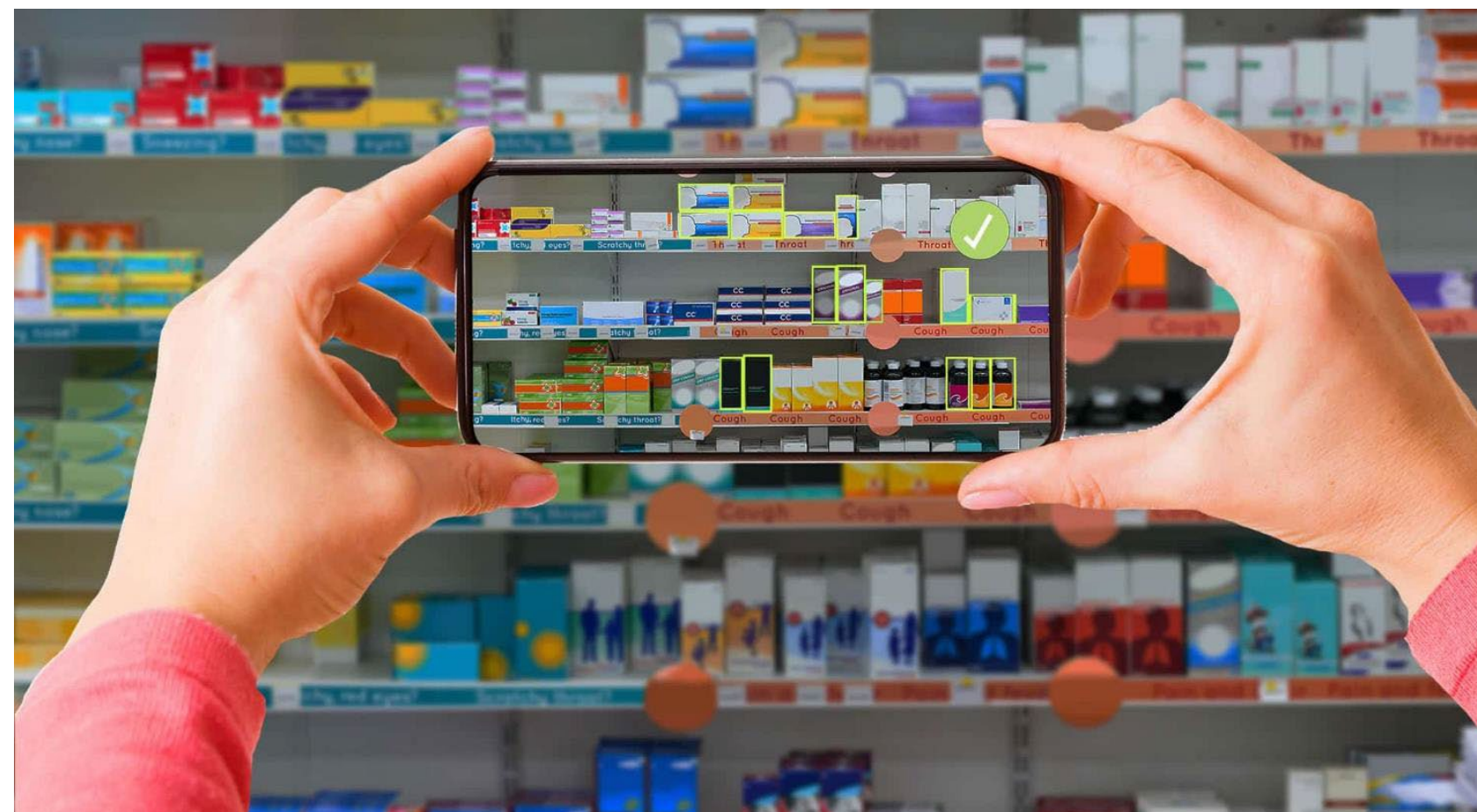
SPAR REAL-TIME DATA AND INTELLIGENCE SERVICES

Revolutionizing retail and brand performance through intelligent image capture

Cloud-based, proprietary SPARview enables communication, planning, analyzing and optimizing data-driven decision-making from the store to corporate office

- ✓ Cloud-based technology
- ✓ Shelf Image Capture
- ✓ Digitizing in-stock intelligence
- ✓ Compliance monitoring
- ✓ Service tracking
- ✓ Real-time insights

7m+ images captured annually, 26m+ inventory data points¹



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¹ 2024 Numbers from U.S. only

COMPANY TRANSFORMATION COMPLETE

**Simpler, optimized
business focused on
growth and
profitability**

- Exited 8 international joint ventures - Brazil, South Africa, China, India, Australia, Mexico, Romania, Turkey
- Exited 100% owned Japan
- Exited National Merchandising Services, U.S. based joint venture
- Acquired 49% minority interest in U.S. based Resource Plus
- Added \$10m+ cash to the balance sheet
- Transitioned all tech to the cloud
- Right-sized organization
- Moving headquarters to a vibrant city near important Clients
- Re-organized to drive U.S. and Canada growth



LONG STANDING RELATIONSHIPS WITH WORLD CLASS CLIENTS

SAMPLE



FINANCIAL STRENGTH, POISED FOR MARGIN EXPANSION

Revenue for half 1 2025 at \$73M.

In 10Qs, prior year includes consolidated entities now disposed.

Growing Revenue with US and Canada businesses up 5% 2Q 2025 over prior year quarter.

Half 1 SG&A includes one off costs related to the Highwire transaction.

Balance sheet includes cash of \$14M.

Statement of Income (condensed, unaudited)		Balance Sheet (condensed, unaudited)	
	(in thousands) 6 months ended June 30 2025		(in thousands) at June 30 2025
Net Revenue	\$ 72,671	Cash and cash equivalents	\$ 13,939
Gross Profit	16,338	Accounts receivable, net	44,370
SG&A	13,807	Prepaid expenses, other current assets	2,259
EBITDA	2,531	Total current assets	60,568
Depreciation & Amortization	780	Deferred Income taxes	4,095
Operating Income	1,751	All other assets	6,897
Interest	1,058	Total assets	71,560
Other income	(2)	Accounts payable	10,632
Income before tax	695	Accrued expenses and other liabilities	9,082
Income tax expense	234	Line of credit, short term, long term debt	26,954
Net Income	\$ 461	Total liabilities	46,668
		Stockholders' equity	24,892
		Total liabilities and stockholders' equity	\$ 71,560



5-YEAR VISION

Drive Shareholder return, profitability and cash generation in the next stage of development, leveraging a simpler, more focused, more optimized US and Canada business.

Continue top line growth by excelling for Clients on what we do now, and exceeding their expectations as they demand more.

Build capability, in house and with partners, to provide services that are market leading, directly addressing the retail market's challenges and opportunities, adding value to Clients.

Enhance internal operations via technology, and deploying AI smartly, to make SPAR a better place to work.

Continue to be the most creative, energizing, and effective Retail services business in the world as measured by the success of our clients and growth of our people and capabilities.



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INVESTOR QUESTIONS

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UNLOCKING OUR POTENTIAL