



Just Energy Group Inc.
Business Statistics
As at March 31, 2019

In Canadian dollars

Number of Long Term Customers (RCE)	Fiscal 2019					Fiscal 2018				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Start of Period	4,163,000	4,133,000	4,164,000	4,173,000	4,163,000	4,211,000	4,114,000	4,087,000	4,076,000	4,211,000
Additions										
Consumer - Gas	139,000	28,000	34,000	30,000	47,000	178,000	56,000	26,000	43,000	53,000
Consumer - Electricity	360,000	84,000	81,000	102,000	93,000	400,000	114,000	79,000	126,000	81,000
Total Consumer Additions	499,000	112,000	115,000	132,000	140,000	578,000	170,000	105,000	169,000	134,000
Commercial - Gas	140,000	27,000	16,000	47,000	50,000	170,000	31,000	46,000	66,000	27,000
Commercial - Electricity	463,000	106,000	107,000	111,000	139,000	423,000	111,000	153,000	75,000	84,000
Total Commercial Additions	603,000	133,000	123,000	158,000	189,000	593,000	142,000	199,000	141,000	111,000
Total Additions	1,102,000	245,000	238,000	290,000	329,000	1,171,000	312,000	304,000	310,000	245,000
Attrition										
Consumer - Gas	(111,000)	(38,000)	(24,000)	(27,000)	(22,000)	(103,000)	(22,000)	(25,000)	(27,000)	(29,000)
Consumer - Electricity	(313,000)	(87,000)	(81,000)	(85,000)	(60,000)	(286,000)	(69,000)	(58,000)	(98,000)	(61,000)
Commercial - Gas	(37,000)	(9,000)	(11,000)	(10,000)	(7,000)	(27,000)	(7,000)	(7,000)	(4,000)	(9,000)
Commercial - Electricity	(154,000)	(36,000)	(41,000)	(39,000)	(38,000)	(119,000)	(31,000)	(33,000)	(23,000)	(32,000)
Total Attrition	(615,000)	(170,000)	(157,000)	(161,000)	(127,000)	(535,000)	(129,000)	(123,000)	(152,000)	(131,000)
Failed to Renewals										
Consumer - Gas	(98,000)	(36,000)	(15,000)	(19,000)	(28,000)	(46,000)	(11,000)	(11,000)	(17,000)	(7,000)
Consumer - Electricity	(129,000)	(21,000)	(25,000)	(43,000)	(40,000)	(104,000)	(20,000)	(18,000)	(42,000)	(24,000)
Commercial - Gas	(27,000)	(9,000)	(8,000)	(4,000)	(6,000)	(29,000)	(5,000)	(11,000)	(3,000)	(10,000)
Commercial - Electricity	(307,000)	(53,000)	(64,000)	(72,000)	(118,000)	(505,000)	(98,000)	(114,000)	(85,000)	(208,000)
Total Failed to Renew	(561,000)	(119,000)	(112,000)	(138,000)	(192,000)	(684,000)	(134,000)	(154,000)	(147,000)	(249,000)
Net Consumer additions	(152,000)	(70,000)	(30,000)	(42,000)	(10,000)	39,000	48,000	(7,000)	(15,000)	13,000
Net Commercial additions	78,000	26,000	(1,000)	33,000	20,000	(87,000)	1,000	34,000	26,000	(148,000)
Net RCEs additions	(74,000)	(44,000)	(31,000)	(9,000)	10,000	(48,000)	49,000	27,000	11,000	(135,000)
Total RCEs	4,089,000	4,089,000	4,133,000	4,164,000	4,173,000	4,163,000	4,163,000	4,114,000	4,087,000	4,076,000
Total Consumer RCE's	1,684,000	1,684,000	1,754,000	1,784,000	1,826,000	1,836,000	1,836,000	1,788,000	1,795,000	1,810,000
Consumer % of total RCE's	41%	41%	42%	43%	44%	44%	44%	43%	44%	44%
Total Commercial RCE's	2,405,000	2,405,000	2,379,000	2,380,000	2,347,000	2,327,000	2,327,000	2,326,000	2,292,000	2,266,000
Total Commercial % of total RCE's	59%	59%	58%	57%	56%	56%	56%	57%	56%	56%
Cash Ending Balance ('000)	Fiscal 2019					Fiscal 2018				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Cash and short-term investments		\$9,927	\$8,900	\$17,225	\$42,084		\$48,861	\$98,793	\$81,202	\$80,984
Credit facility (net of debt issue costs)		\$201,577	\$195,796	\$177,023	\$150,886		\$121,451	\$137,226	\$116,060	\$91,049
5.75% convertible debenture		-	-	-	-		-	\$97,955	\$97,292	\$96,657
6.5% convertible bonds		\$29,483	\$140,832	\$132,898	\$193,142		\$188,147	\$182,091	\$180,251	\$186,657
6.75% \$160M convertible debenture		\$150,945	\$150,215	\$149,515	\$148,816		148,146	147,477	146,834.00	146,193.00
6.75% \$100M convertible debenture		\$87,520	\$86,898	\$86,276	\$86,018		85,760	-	-	-
8.75% US\$250M loan		\$240,094	\$123,002	\$115,623	-		-	-	-	-
Filter Group Financing		17,577	\$19,390	-	-		-	-	-	-
Total short term and long term debt		\$727,196	\$716,134	\$661,335	\$578,862		\$543,504	\$564,749	\$540,437	\$520,556
Letters of credit outstanding		\$94,034	\$95,680	\$89,386	\$103,846		\$113,356	\$109,459	\$97,507	\$104,958
Total (including letter of credit)		821,230	\$811,814	\$750,721	\$682,708		\$656,860	\$674,208	\$637,944	\$625,514
Finance costs ('000)	Fiscal 2019					Fiscal 2018				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Credit facility	\$20,715	\$6,192	\$5,469	\$4,620	\$4,434	\$12,883	\$3,911	\$3,402	\$2,932	\$2,638
5.75% convertible debenture	-	-	-	-	-	\$9,173	\$2,927	\$2,101	\$2,072	\$2,073
6.5% convertible bonds	\$18,387	\$4,897	\$3,714	\$5,629	\$4,147	\$15,753	\$3,969	\$4,043	\$3,687	\$4,054
6.75% \$160M convertible debenture	\$13,598	\$3,430	\$3,399	\$3,399	\$3,370	\$12,773	\$3,369	\$3,342	3,342.00	\$2,720
6.75% \$100M convertible debenture	\$8,819	\$2,309	\$1,925	\$2,293	\$2,292	497	496.91	-	-	-
8.75% US\$250M loan	\$8,999	\$4,681	\$4,318	-	-	-	-	-	-	-
Filter Group Financing	\$875	\$875	-	-	-	-	-	-	-	-
Interest on supplier AP extension, accretion and others	\$16,679	\$6,463	\$3,937	\$4,182	\$2,097	4,893	3,522	378	488	505
Loss on partial redemption of 6.0% convertible debenture	-	-	-	-	-	-	-	-	-	-
Total finance costs	\$88,072	28,847	\$22,762	\$20,123	\$16,340	\$55,972	\$18,195	\$13,266	\$12,521	\$11,990