



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

In Canadian dollars

Number of Long Term Customers (RCE)	Fiscal 2020					Fiscal 2019				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Start of Period	3,638,000	3,515,000	3,500,000	3,565,000	3,638,000	4,163,000	4,133,000	3,725,000	3,716,000	3,692,000
Additions										
Consumer - Gas	32,000	-	9,000	10,000	13,000	139,000	28,000	28,000	24,000	35,000
Consumer - Electricity	169,000	-	46,000	61,000	62,000	360,000	84,000	75,000	96,000	82,000
Total Consumer Additions	201,000	-	55,000	71,000	75,000	499,000	112,000	103,000	120,000	117,000
Commercial - Gas	61,000	-	29,000	17,000	15,000	140,000	27,000	14,000	44,000	46,000
Commercial - Electricity	322,000	-	136,000	80,000	106,000	463,000	106,000	101,000	92,000	127,000
Total Commercial Additions	383,000	-	165,000	97,000	121,000	603,000	133,000	115,000	136,000	173,000
Total Additions	584,000	-	220,000	168,000	196,000	1,102,000	245,000	218,000	256,000	290,000
Attrition										
Consumer - Gas	(74,000)	-	(17,000)	(29,000)	(28,000)	(111,000)	(38,000)	(19,000)	(23,000)	(21,000)
Consumer - Electricity	(213,000)	-	(55,000)	(83,000)	(75,000)	(313,000)	(87,000)	(77,000)	(82,000)	(59,000)
Commercial - Gas	(29,000)	-	(8,000)	(9,000)	(12,000)	(37,000)	(9,000)	(10,000)	(10,000)	(7,000)
Commercial - Electricity	(139,000)	-	(53,000)	(34,000)	(52,000)	(154,000)	(36,000)	(41,000)	(38,000)	(38,000)
Total Attrition	(455,000)	-	(133,000)	(155,000)	(167,000)	(615,000)	(170,000)	(147,000)	(153,000)	(125,000)
Failed to Renewals										
Consumer - Gas	(21,000)	-	(6,000)	(8,000)	(7,000)	(98,000)	(36,000)	(8,000)	(9,000)	(6,000)
Consumer - Electricity	(53,000)	-	(10,000)	(20,000)	(23,000)	(129,000)	(21,000)	(19,000)	(33,000)	(21,000)
Commercial - Gas	(20,000)	-	(10,000)	(6,000)	(4,000)	(27,000)	(9,000)	(7,000)	(4,000)	(6,000)
Commercial - Electricity	(158,000)	-	(46,000)	(44,000)	(68,000)	(307,000)	(53,000)	(60,000)	(48,000)	(108,000)
Total Failed to Renew	(252,000)	-	(72,000)	(78,000)	(102,000)	(561,000)	(119,000)	(94,000)	(94,000)	(141,000)
Net Consumer additions	(160,000)	-	(33,000)	(69,000)	(58,000)	(152,000)	(70,000)	(20,000)	(27,000)	10,000
Net Commercial additions	37,000	-	48,000	4,000	(15,000)	78,000	26,000	(3,000)	36,000	14,000
Net RCEs additions	(123,000)	-	15,000	(65,000)	(73,000)	(74,000)	(44,000)	(23,000)	9,000	24,000
Total RCEs	3,515,000	3,515,000	3,515,000	3,500,000	3,565,000	4,089,000	4,089,000	3,702,000	3,725,000	3,716,000
Total Consumer RCE's	-	-	1,239,000	1,272,000	1,341,000	1,684,000	1,684,000	1,476,000	1,495,000	1,522,000
Consumer % of total RCE's	0%	0%	35%	36%	38%	41%	41%	40%	40%	41%
Total Commercial RCE's	-	-	2,276,000	2,228,000	2,224,000	2,405,000	2,405,000	2,226,000	2,230,000	2,193,000
Total Commercial % of total RCE's	0%	0%	65%	64%	62%	59%	59%	60%	60%	59%
Cash Ending Balance ('000)	Fiscal 2020					Fiscal 2019				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Cash and short-term investments		\$0	\$17,769	\$30,081	(\$389)		\$9,927	\$8,900	\$17,225	\$42,084
Credit facility (net of debt issue costs)		\$0	\$256,371	\$202,816	\$253,718		\$201,577	\$195,796	\$177,023	\$150,886
6.5% convertible bonds		\$0	\$11,683	\$11,855	\$29,218		\$29,483	\$140,832	\$132,898	\$193,142
6.75% \$160M convertible debenture		\$0	\$153,199	\$152,437	\$151,675		150,945	150,215	149,515.00	\$148,816
6.75% \$100M convertible debenture		\$0	\$89,503	\$88,819	\$88,169		87,520	86,898	86,276.00	\$86,018
8.75% US\$250M loan		\$0	\$254,030	\$257,862	236,172		240,094	123,002	115,623.00	-
Filter Group Financing		\$0	\$11,551	\$13,401	15,933		17,577	19,390	-	-
Total short term and long term debt		\$0	\$776,337	\$727,190	\$774,885		\$727,196	\$716,134	\$661,335	\$578,862
Letters of credit outstanding		\$0	\$71,900	\$71,600	\$73,202		\$94,034	\$95,680	\$89,386	\$103,846
Total (including letter of credit)		-	\$848,237	\$798,790	\$848,087		\$821,230	\$811,814	\$750,721	\$682,708
Finance costs ('000)										
Credit facility	\$17,901	\$0	\$5,854	\$5,995	\$6,052	\$20,715	\$6,192	\$5,469	\$4,620	\$4,407
6.5% convertible bonds	\$2,479	\$0	\$262	\$1,413	\$804	\$18,387	\$4,897	\$3,714	\$5,629	\$4,147
6.75% \$160M convertible debenture	\$10,354	\$0	\$3,462	\$3,462	\$3,430	\$13,598	\$3,430	\$3,399	\$3,399	\$3,370
6.75% \$100M convertible debenture	\$7,046	\$0	\$2,372	\$2,337	\$2,337	8,819	2,309.00	1,925.00	\$2,293	\$2,292
8.75% US\$250M loan	\$26,275	\$0	\$8,655	\$10,283	\$7,337	8,999	4,681	4,318	-	-
Filter Group Financing	\$600	\$0	\$99	\$117	\$384	875	875	-	-	-
Interest on supplier AP extension, accretion and others	\$15,520	\$0	\$7,474	\$4,844	\$3,202	16,679	6,463	3,937	4,182	2,097
Total finance costs	\$80,175	-	\$28,178	\$28,451	\$23,546	\$88,072	\$28,847	\$22,762	\$20,123	\$16,313