



Just Energy Group Inc.
Business Statistics
As at June 30, 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	3,565,000	3,565,000	3,565,000	3,638,000	4,163,000	4,133,000	4,164,000	4,173,000	3,690,000
Additions										
Consumer - Gas	13,000	-	-	-	13,000	139,000	28,000	34,000	30,000	35,000
Consumer - Electricity	62,000	-	-	-	62,000	360,000	84,000	81,000	102,000	82,000
Total Consumer Additions	75,000	-	-	-	75,000	499,000	112,000	115,000	132,000	117,000
Commercial - Gas	15,000	-	-	-	15,000	140,000	27,000	16,000	47,000	46,000
Commercial - Electricity	106,000	-	-	-	106,000	463,000	106,000	107,000	111,000	127,000
Total Commercial Additions	121,000	-	-	-	121,000	603,000	133,000	123,000	158,000	173,000
Total Additions	196,000	-	-	-	196,000	1,102,000	245,000	238,000	290,000	290,000
Attrition										
Consumer - Gas	(28,000)	-	-	-	(28,000)	(111,000)	(38,000)	(24,000)	(27,000)	(21,000)
Consumer - Electricity	(75,000)	-	-	-	(75,000)	(313,000)	(87,000)	(81,000)	(85,000)	(59,000)
Commercial - Gas	(12,000)	-	-	-	(12,000)	(37,000)	(9,000)	(11,000)	(10,000)	(7,000)
Commercial - Electricity	(52,000)	-	-	-	(52,000)	(154,000)	(36,000)	(41,000)	(39,000)	(38,000)
Total Attrition	(167,000)	-	-	-	(167,000)	(615,000)	(170,000)	(157,000)	(161,000)	(125,000)
Failed to Renewals										
Consumer - Gas	(7,000)	-	-	-	(7,000)	(98,000)	(36,000)	(15,000)	(19,000)	(6,000)
Consumer - Electricity	(23,000)	-	-	-	(23,000)	(129,000)	(21,000)	(25,000)	(43,000)	(21,000)
Commercial - Gas	(4,000)	-	-	-	(4,000)	(27,000)	(9,000)	(8,000)	(4,000)	(6,000)
Commercial - Electricity	(68,000)	-	-	-	(68,000)	(307,000)	(53,000)	(64,000)	(72,000)	(108,000)
Total Failed to Renew	(102,000)	-	-	-	(102,000)	(561,000)	(119,000)	(112,000)	(138,000)	(141,000)
Net Consumer additions	(58,000)	-	-	-	(58,000)	(152,000)	(70,000)	(30,000)	(42,000)	10,000
Net Commercial additions	(15,000)	-	-	-	(15,000)	78,000	26,000	(1,000)	33,000	14,000
Net RCEs additions	(73,000)	-	-	-	(73,000)	(74,000)	(44,000)	(31,000)	(9,000)	24,000
Total RCEs	3,565,000	3,565,000	3,565,000	3,565,000	3,565,000	4,089,000	4,089,000	4,133,000	4,164,000	3,714,000
Total Consumer RCE's	-	-	-	-	1,341,000	1,684,000	1,684,000	1,754,000	1,784,000	1,522,000
Consumer % of total RCE's	0%	0%	0%	0%	38%	41%	41%	42%	43%	41%
Total Commercial RCE's	-	-	-	-	2,224,000	2,405,000	2,405,000	2,379,000	2,380,000	2,193,000
Total Commercial % of total RCE's	0%	0%	0%	0%	62%	59%	59%	58%	57%	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	\$0	\$0	(\$389)		\$9,927	\$8,900	\$17,225	\$42,084
Credit facility (net of debt issue costs)		\$0	\$0	\$0	\$253,718		\$201,577	\$195,796	\$177,023	\$150,886
5.75% convertible debenture		\$0	\$0	\$0	-		-	\$0	\$0	\$0
6.5% convertible bonds		\$0	\$0	\$0	\$29,218		\$29,483	\$140,832	\$132,898	\$193,142
6.75% \$160M convertible debenture		\$0	\$0	\$0	\$151,675		\$150,945	\$150,215	\$149,515.00	\$148,816.00
6.75% \$100M convertible debenture		\$0	\$0	\$0	\$88,169		\$87,520	\$86,898	\$86,276.00	\$86,018.00
8.75% US\$250M loan		\$0	\$0	\$0	236,172		\$240,094	\$123,002	\$115,623.00	-
Filter Group Financing		\$0	\$0	\$0	15,933		\$17,577	\$19,390	-	-
Total short term and long term debt		\$0	\$0	\$0	\$774,885		\$727,196	\$716,134	\$661,335	\$578,862
Letters of credit outstanding		\$0	\$0	\$0	\$73,202		\$94,034	\$95,680	\$89,386	\$103,846
Total (including letter of credit)		-	\$0	\$0	\$848,087		\$821,230	\$811,814	\$750,721	\$682,708
Finance costs ('000)										
Credit facility	\$6,052	\$0	\$0	\$0	\$6,052	\$20,715	\$6,192	\$5,469	\$4,620	\$4,434
5.75% convertible debenture	-	\$0	\$0	\$0	-	\$0	\$0	\$0	\$0	\$0
6.5% convertible bonds	\$805	\$0	\$0	\$0	\$805	\$18,387	\$4,897	\$3,714	\$5,629	\$4,147
6.75% \$160M convertible debenture	\$3,430	\$0	\$0	\$0	\$3,430	\$13,598	\$3,430	\$3,399	3,399.00	\$3,370
6.75% \$100M convertible debenture	\$2,337	\$0	\$0	\$0	\$2,337	8,819	2,309.00	1,925.00	2,293.00	2,292.00
8.75% US\$250M loan	\$7,337	\$0	\$0	\$0	7,337	8,999	4,681	4,318	-	-
Filter Group Financing	\$384	\$0	\$0	\$0	384	875	875	-	-	-
Interest on supplier AP extension, accretion and others	\$3,202	\$0	\$0	\$0	\$3,202	16,679	6,463	3,937	4,182	2,097
Total finance costs	\$23,547	-	\$0	\$0	\$23,547	\$88,072	\$28,847	\$22,762	\$20,123	\$16,340