



Just Energy Group Inc.
Business Statistics
As at September 30, 2018

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			4,173,000	4,163,000	4,211,000	4,114,000	4,087,000	4,076,000	4,211,000
Additions										
Consumer - Gas	77,000			30,000	47,000	178,000	56,000	26,000	43,000	53,000
Consumer - Electricity	195,000			102,000	93,000	400,000	114,000	79,000	126,000	81,000
Total Consumer Additions	272,000			132,000	140,000	578,000	170,000	105,000	169,000	134,000
Commercial - Gas	97,000			47,000	50,000	170,000	31,000	46,000	66,000	27,000
Commercial - Electricity	250,000			111,000	139,000	423,000	111,000	153,000	75,000	84,000
Total Commercial Additions	347,000			158,000	189,000	593,000	142,000	199,000	141,000	111,000
Total Additions	619,000			290,000	329,000	1,171,000	312,000	304,000	310,000	245,000
Attrition										
Consumer - Gas	(49,000)			(27,000)	(22,000)	(103,000)	(22,000)	(25,000)	(27,000)	(29,000)
Consumer - Electricity	(145,000)			(85,000)	(60,000)	(286,000)	(69,000)	(58,000)	(98,000)	(61,000)
Commercial - Gas	(17,000)			(10,000)	(7,000)	(27,000)	(7,000)	(7,000)	(4,000)	(9,000)
Commercial - Electricity	(77,000)			(39,000)	(38,000)	(119,000)	(31,000)	(33,000)	(23,000)	(32,000)
Total Attrition	(288,000)			(161,000)	(127,000)	(535,000)	(129,000)	(123,000)	(152,000)	(131,000)
Failed to Renewals										
Consumer - Gas	(47,000)			(19,000)	(28,000)	(46,000)	(11,000)	(11,000)	(17,000)	(7,000)
Consumer - Electricity	(83,000)			(43,000)	(40,000)	(104,000)	(20,000)	(18,000)	(42,000)	(24,000)
Commercial - Gas	(10,000)			(4,000)	(6,000)	(29,000)	(5,000)	(11,000)	(3,000)	(10,000)
Commercial - Electricity	(190,000)			(72,000)	(118,000)	(505,000)	(98,000)	(114,000)	(85,000)	(208,000)
Total Failed to Renew	(330,000)			(138,000)	(192,000)	(684,000)	(134,000)	(154,000)	(147,000)	(249,000)
Net Consumer additions	(52,000)			(42,000)	(10,000)	39,000	48,000	(7,000)	(15,000)	13,000
Net Commercial additions	53,000			33,000	20,000	(87,000)	1,000	34,000	26,000	(148,000)
Net RCEs additions	1,000			(9,000)	10,000	(48,000)	49,000	27,000	11,000	(135,000)
Total RCEs	4,164,000			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	1,784,000			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	43%			43%	44%	44%	44%	43%	44%	44%
Total Commercial RCE's	2,380,000			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	57%			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				\$17,225	\$42,084		\$48,861	\$98,793	\$81,202	\$80,984
Credit facility (net of debt issue costs)				\$177,023	\$150,886		\$121,451	\$137,226	\$116,060	\$91,049
5.75% convertible debenture				-	-		\$0	\$97,955	\$97,292	\$96,657
6.5% convertible bonds				\$132,898	\$193,142		\$188,147	\$182,091	\$180,251	\$186,657
6.75% \$160M convertible debenture				\$149,515	\$148,816		148,146	147,477	146,834.00	146,193.00
6.75% \$100M convertible debenture				\$86,276	\$86,018		85,760	-	-	-
8.75% US\$250M loan				\$115,623	-		-	-	-	-
Total short term and long term debt		\$0	\$0	\$661,335	\$578,862		\$543,504	\$564,749	\$540,437	\$520,556
Letters of credit outstanding				\$89,386	\$103,846		\$113,356	\$109,459	\$97,507	\$104,958
Total (including letter of credit)		-	-	\$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	\$9,054			\$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	\$9,776			\$5,629	\$4,147	\$15,753	\$3,969	\$4,043	\$3,687	\$4,054
6.75% \$160M convertible debenture	\$6,769			\$3,399	\$3,370	\$12,773	\$3,369	\$3,342	3,342.00	\$2,720
6.75% \$100M convertible debenture	\$4,585			\$2,293	\$2,292	496.91	496.91	-	-	-
Unwinding of discount and other	\$6,279			\$4,182	\$2,097	4,893.00	3,522.00	378.00	488.00	505.00
6.0% convertible debenture	-			-	-	-	-	-	-	-
Loss on partial redemption of 6.0% convertible debenture	-			-	-	-	-	-	-	-
Senior unsecured note	-			-	-	-	-	-	-	-
Total finance costs	\$36,463	-	\$0	\$20,123	\$16,340	\$55,972	\$18,195	\$13,266	\$12,521	\$11,990