



Just Energy Group Inc.
Business Statistics
As at June 30, 2020

In Canadian dollars

Base EBITDA	Fiscal 2021					Fiscal 2020				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Base EBITDA ('000)	\$40,479				\$40,479	\$185,836	\$74,632	\$37,950	\$49,069	\$24,185

Base Gross Margin	Fiscal 2021					Fiscal 2020				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Consumer	\$111,026				\$111,026	\$467,113	\$136,172	\$108,970	\$115,995	\$105,976
Commercial	\$25,253				\$25,253	\$143,467	\$44,248	\$33,514	\$39,389	\$26,316
Total Gross Margin	\$136,279				\$136,279	\$610,580	\$180,420	\$142,484	\$155,384	\$132,292

Gross Margin	Fiscal 2021					Fiscal 2020				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Consumer	\$186,355				\$186,355	\$472,122	\$186,718	\$147,881	(\$13,215)	\$150,738
Commercial	\$82,782				\$82,782	\$164,231	\$100,791	\$64,087	(\$62,133)	\$61,486
Total Gross Margin	\$269,137				\$269,137	\$636,353	\$287,509	\$211,969	(\$75,348)	\$212,224

Embedded Gross Margin (in millions)	Fiscal 2021					Fiscal 2020				
		Q4	Q3	Q2	Q1		Q4	Q3	Q2	Q1
Energy marketing					\$1,642.5		\$1,807.8	\$1,839.8	\$1,892.0	\$1,914.9

Unlevered Free Cash Flow	Fiscal 2021					Fiscal 2020				
		Q4	Q3	Q2	Q1		Q4	Q3	Q2	Q1
Unlevered free cash flow ('000)	\$25,255				\$25,255	\$111,106	\$51,659	(\$42,994)	\$107,231	(\$4,790)

Margin Per Customer (RCE) Rolling 12 months	Fiscal 2021					Fiscal 2020				
		Q4	Q3	Q2	Q1		Q4	Q3	Q2	Q1
Consumer					\$360		\$348	\$301	\$320	\$295
Commercial					\$94		\$92	\$92	\$94	\$81
Margin Per Customer (RCE)										

Actual consumption volumes	Fiscal 2021					Fiscal 2020				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Natural gas (GJ)										
Consumer	5,805,630				5,805,630	38,052,834	15,058,207	12,587,805	3,676,124	6,730,697
Commercial	4,244,667				4,244,667	30,506,641	11,249,119	9,388,877	4,069,219	5,799,426
Total Gas	10,050,297				10,050,297	68,559,475	26,307,326	21,976,682	7,745,343	12,530,123
Electricity (MWh)										
Consumer	2,214,697				2,214,697	9,854,029	2,035,347	2,110,323	3,209,391	2,498,967
Commercial	2,599,277				2,599,277	12,705,451	2,339,830	3,519,144	3,672,643	3,173,834
Total Electricity	4,813,974				4,813,974	22,559,479	4,375,178	5,629,467	6,882,034	5,672,801



Just Energy Group Inc.
Business Statistics
As at June 30, 2020

In Canadian dollars

Number of Long Term Customers (RCE)	Fiscal 2021					Fiscal 2020				
						Full Year	Q4	Q3	Q2	Q1
Start of Period	3,388,000		3,388,000			3,638,000	3,515,000	3,500,000	3,565,000	3,638,000
Additions										
Consumer - Gas	-		-			37,000	5,000	9,000	10,000	13,000
Consumer - Electricity	18,000		18,000			209,000	40,000	46,000	61,000	62,000
Total Consumer Additions	18,000		18,000			246,000	45,000	55,000	71,000	75,000
Commercial - Gas	4,000		4,000			88,000	27,000	29,000	17,000	15,000
Commercial - Electricity	24,000		24,000			382,000	60,000	136,000	80,000	106,000
Total Commercial Additions	28,000		28,000			470,000	87,000	165,000	97,000	121,000
Total Additions	46,000		46,000			716,000	132,000	220,000	168,000	196,000
Attrition										
Consumer - Gas	(13,000)		(13,000)			(92,000)	(18,000)	(17,000)	(29,000)	(28,000)
Consumer - Electricity	(29,000)		(29,000)			(259,000)	(46,000)	(55,000)	(83,000)	(75,000)
Commercial - Gas	(29,000)		(29,000)			(72,000)	(43,000)	(8,000)	(9,000)	(12,000)
Commercial - Electricity	(76,000)		(76,000)			(190,000)	(51,000)	(53,000)	(34,000)	(52,000)
Total Attrition	(147,000)		(147,000)			(613,000)	(158,000)	(133,000)	(155,000)	(167,000)
Failed to Renewals										
Consumer - Gas	(5,000)		(5,000)			(26,000)	(5,000)	(6,000)	(8,000)	(7,000)
Consumer - Electricity	(19,000)		(19,000)			(67,000)	(14,000)	(10,000)	(20,000)	(23,000)
Commercial - Gas	(8,000)		(8,000)			(23,000)	(3,000)	(10,000)	(6,000)	(4,000)
Commercial - Electricity	(72,000)		(72,000)			(229,000)	(71,000)	(46,000)	(44,000)	(68,000)
Total Failed to Renew	(104,000)		(104,000)			(345,000)	(93,000)	(72,000)	(78,000)	(102,000)
Net Consumer additions	(48,000)		(48,000)			(198,000)	(38,000)	(33,000)	(69,000)	(58,000)
Net Commercial additions	(157,000)		(157,000)			(44,000)	(81,000)	48,000	4,000	(15,000)
Net RCEs additions	(205,000)		(205,000)			(242,000)	(119,000)	15,000	(65,000)	(73,000)
Total RCEs	3,183,000		3,183,000			3,396,000	3,396,000	3,515,000	3,500,000	3,565,000
Total Consumer RCE's	1,145,000		1,145,000			1,201,000	1,201,000	1,239,000	1,272,000	1,341,000
Consumer % of total RCE's	36%		36%			35%	35%	35%	36%	38%
Total Commercial RCE's	2,038,000		2,038,000			2,195,000	2,195,000	2,276,000	2,228,000	2,224,000
Total Commercial % of total RCE's	64%		64%			65%	65%	65%	64%	62%
Cash Ending Balance ('000)	Fiscal 2021					Fiscal 2020				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Cash and short-term investments					\$20,006		\$26,093	\$17,988	\$30,081	(\$390)
Credit facility (net of debt issue costs)					\$245,573		\$234,745	\$254,634	\$201,075	\$253,718
6.5% convertible bonds					\$12,403		\$12,851	\$11,683	\$11,855	\$29,218
6.75% \$160M convertible debenture					\$154,791		\$153,995	\$153,199	\$152,436	\$151,675
6.75% \$100M convertible debenture					\$90,907		\$90,187	\$89,503	\$88,819	\$88,169
8.75% US\$250M loan					270,543		\$280,535	\$254,030	\$257,862	236,172
Filter Group Financing					8,039		\$9,690	\$11,551	\$13,401	15,933
Total short term and long term debt					\$782,256		\$782,003	\$774,600	\$725,448	\$774,885
Letters of credit outstanding					\$63,210		\$72,456	\$71,870	\$71,578	\$73,202
Total (including letter of credit)					\$845,466		854,459	\$846,470	\$797,026	\$848,087
Finance costs ('000)										
Credit facility	\$5,135				\$5,135	\$23,736	\$5,835	\$5,854	\$5,995	\$6,052
6.5% convertible bonds	\$275				\$275	\$2,746	\$267	\$262	\$1,413	\$804
6.75% \$160M convertible debenture	\$3,496				\$3,496	\$13,850	\$3,496	\$3,462	\$3,462	\$3,430
6.75% \$100M convertible debenture	\$2,408				\$2,408	\$9,417	\$2,371	\$2,372	\$2,337	\$2,337
8.75% US\$250M loan	\$9,264				\$9,264	\$35,089	\$8,814	\$8,655	\$10,283	\$7,337
Filter Group Financing	\$206				\$206	\$1,793	\$1,193	\$99	\$117	\$384
Interest on supplier AP extension, accretion and others	\$1,069				\$1,069	\$20,314	\$4,794	\$7,474	\$4,844	\$3,202
Total finance costs	21,853				21,853	\$106,945	26,770	\$28,178	\$28,451	\$23,546