



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	3,183,000	3,388,000		3,638,000	3,515,000	3,500,000	3,565,000	3,638,000	
Additions										
Consumer - Gas	1,000	1,000	-		37,000	5,000	9,000	10,000	13,000	
Consumer - Electricity	51,000	33,000	18,000		209,000	40,000	46,000	61,000	62,000	
Total Consumer Additions	52,000	34,000	18,000		246,000	45,000	55,000	71,000	75,000	
Commercial - Gas	34,000	30,000	4,000		88,000	27,000	29,000	17,000	15,000	
Commercial - Electricity	46,000	22,000	24,000		382,000	60,000	136,000	80,000	106,000	
Total Commercial Additions	80,000	52,000	28,000		470,000	87,000	165,000	97,000	121,000	
Total Additions	132,000	86,000	46,000		716,000	132,000	220,000	168,000	196,000	
Attrition										
Consumer - Gas	(23,000)	(10,000)	(13,000)		(92,000)	(18,000)	(17,000)	(29,000)	(28,000)	
Consumer - Electricity	(67,000)	(38,000)	(29,000)		(259,000)	(46,000)	(55,000)	(83,000)	(75,000)	
Commercial - Gas	(40,000)	(11,000)	(29,000)		(72,000)	(43,000)	(8,000)	(9,000)	(12,000)	
Commercial - Electricity	(127,000)	(51,000)	(76,000)		(190,000)	(51,000)	(53,000)	(34,000)	(52,000)	
Total Attrition	(257,000)	(110,000)	(147,000)		(613,000)	(158,000)	(133,000)	(155,000)	(167,000)	
Failed to Renewals										
Consumer - Gas	(10,000)	(5,000)	(5,000)		(26,000)	(5,000)	(6,000)	(8,000)	(7,000)	
Consumer - Electricity	(40,000)	(21,000)	(19,000)		(67,000)	(14,000)	(10,000)	(20,000)	(23,000)	
Commercial - Gas	(16,000)	(8,000)	(8,000)		(23,000)	(3,000)	(10,000)	(6,000)	(4,000)	
Commercial - Electricity	(111,000)	(39,000)	(72,000)		(229,000)	(71,000)	(46,000)	(44,000)	(68,000)	
Total Failed to Renew	(177,000)	(73,000)	(104,000)		(345,000)	(93,000)	(72,000)	(78,000)	(102,000)	
Net Consumer additions	(88,000)	(40,000)	(48,000)		(198,000)	(38,000)	(33,000)	(69,000)	(58,000)	
Net Commercial additions	(214,000)	(57,000)	(157,000)		(44,000)	(81,000)	48,000	4,000	(15,000)	
Net RCEs additions	(302,000)	(97,000)	(205,000)		(242,000)	(119,000)	15,000	(65,000)	(73,000)	
Total RCEs	3,086,000	3,086,000	3,183,000		3,396,000	3,396,000	3,515,000	3,500,000	3,565,000	
Total Consumer RCE's	1,105,000	1,105,000	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%	36%		35%	35%	35%	36%	38%	
Total Commercial RCE's	1,981,000	1,981,000	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%	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				\$77,965	\$20,006		\$26,093	\$17,988	\$30,081	(\$390)
Credit facility (net of debt issue costs)				\$201,671	\$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
7.0% \$15M subordinated notes (net of debt issue costs)				\$13,000	-		-	-	-	-
10.25% term loan				\$278,884	-		-	-	-	-
Filter Group Financing				\$6,438	8,039		\$9,690	\$11,551	\$13,401	15,933
Total short term and long term debt				\$499,993	\$782,256		\$782,003	\$774,600	\$725,448	\$774,885
Letters of credit outstanding				\$69,109	\$63,210		\$72,456	\$71,870	\$71,578	\$73,202
Total (including letter of credit)				\$569,102	\$845,466		\$854,459	\$846,470	\$797,026	\$848,087
Finance costs ('000)										
Credit facility	\$10,517			\$5,382	\$5,135	\$23,736	\$5,835	\$5,854	\$5,995	\$6,052
6.5% convertible bonds	\$536			\$261	\$275	\$2,746	\$267	\$262	\$1,413	\$804
6.75% \$160M convertible debenture	\$6,948			\$3,452	\$3,496	\$13,850	\$3,496	\$3,462	\$3,462	\$3,430
6.75% \$100M convertible debenture	\$4,762			\$2,354	\$2,408	\$9,417	\$2,371	\$2,372	\$2,337	\$2,337
8.75% US\$250M loan	\$18,055			\$8,791	\$9,264	\$35,089	\$8,814	\$8,655	\$10,283	\$7,337
Filter Group Financing	\$375			\$169	\$206	\$1,793	\$1,193	\$99	\$117	\$384
Supplier finance and others	\$10,404			\$9,335	\$1,069	\$20,314	\$4,794	\$7,474	\$4,844	\$3,202
Total finance costs	51,597			\$29,744	21,853	\$106,945	26,770	\$28,178	\$28,451	\$23,546