



Just Energy Group Inc.
Business Statistics
As at March 31, 2018

In Canadian dollars

Number of Long Term Customers (RCE)	Fiscal 2018					Fiscal 2017				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Start of Period	4,211,000	4,114,000	4,087,000	4,076,000	4,211,000	4,520,000	4,227,000	4,311,000	4,386,000	4,520,000
Additions										
Consumer - Gas	178,000	56,000	26,000	43,000	53,000	120,000	44,000	23,000	26,000	27,000
Consumer - Electricity	400,000	114,000	79,000	126,000	81,000	335,000	90,000	78,000	89,000	78,000
Total Consumer Additions	578,000	170,000	105,000	169,000	134,000	455,000	134,000	101,000	115,000	105,000
Commercial - Gas	170,000	31,000	46,000	66,000	27,000	54,000	21,000	16,000	9,000	8,000
Commercial - Electricity	423,000	111,000	153,000	75,000	84,000	330,000	73,000	93,000	72,000	92,000
Total Commercial Additions	593,000	142,000	199,000	141,000	111,000	384,000	94,000	109,000	81,000	100,000
Total Additions	1,171,000	312,000	304,000	310,000	245,000	839,000	228,000	210,000	196,000	205,000
Attrition										
Consumer - Gas	(103,000)	(22,000)	(25,000)	(27,000)	(29,000)	(131,000)	(30,000)	(30,000)	(33,000)	(38,000)
Consumer - Electricity	(286,000)	(69,000)	(58,000)	(98,000)	(61,000)	(263,000)	(73,000)	(54,000)	(70,000)	(66,000)
Commercial - Gas	(27,000)	(7,000)	(7,000)	(4,000)	(9,000)	(22,000)	(5,000)	(5,000)	(7,000)	(5,000)
Commercial - Electricity	(119,000)	(31,000)	(33,000)	(23,000)	(32,000)	(168,000)	(30,000)	(58,000)	(40,000)	(40,000)
Total Attrition	(535,000)	(129,000)	(123,000)	(152,000)	(131,000)	(584,000)	(138,000)	(147,000)	(150,000)	(149,000)
Failed to Renewals										
Consumer - Gas	(46,000)	(11,000)	(11,000)	(17,000)	(7,000)	(39,000)	(7,000)	(13,000)	(11,000)	(8,000)
Consumer - Electricity	(104,000)	(20,000)	(18,000)	(42,000)	(24,000)	(120,000)	(17,000)	(43,000)	(39,000)	(21,000)
Commercial - Gas	(29,000)	(5,000)	(11,000)	(3,000)	(10,000)	(22,000)	(5,000)	(6,000)	(4,000)	(7,000)
Commercial - Electricity	(505,000)	(98,000)	(114,000)	(85,000)	(208,000)	(392,000)	(86,000)	(85,000)	(67,000)	(154,000)
Total Failed to Renew	(684,000)	(134,000)	(154,000)	(147,000)	(249,000)	(573,000)	(115,000)	(147,000)	(121,000)	(190,000)
Net Consumer additions	39,000	48,000	(7,000)	(15,000)	13,000	(98,000)	7,000	(39,000)	(38,000)	(28,000)
Net Commercial additions	(87,000)	1,000	34,000	26,000	(148,000)	(220,000)	(32,000)	(45,000)	(37,000)	(106,000)
Net RCEs additions	(48,000)	49,000	27,000	11,000	(135,000)	(318,000)	(25,000)	(84,000)	(75,000)	(134,000)
Total RCEs	4,163,000	4,163,000	4,114,000	4,087,000	4,076,000	4,202,000	4,202,000	4,227,000	4,311,000	4,386,000
Total Consumer RCE's	1,836,000	1,836,000	1,788,000	1,795,000	1,810,000	1,797,000	1,797,000	1,790,000	1,829,000	1,867,000
Consumer % of total RCE's	44%	44%	43%	44%	44%	43%	43%	42%	42%	43%
Total Commercial RCE's	2,327,000	2,327,000	2,326,000	2,292,000	2,266,000	2,405,000	2,405,000	2,437,000	2,482,000	2,519,000
Total Commercial % of total RCE's	56%	56%	57%	56%	56%	57%	57%	58%	58%	57%
Cash Ending Balance ('000)	Fiscal 2018					Fiscal 2017				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Cash and short-term investments		\$48,861	\$98,793	\$81,202	\$80,984		\$83,631	\$77,534	\$118,759	\$87,367
Credit facility (net of debt issue costs)		\$121,451	\$137,226	\$116,060	\$91,049		\$66,001	\$87,640	(\$2,363)	(\$2,672)
5.75% convertible debenture		-	\$97,955	\$97,292	\$96,657		\$96,022	\$95,413	\$94,804	\$93,804
6.5% convertible bonds		\$188,147	\$182,091	\$180,251	\$186,657		\$190,486	\$191,487	\$186,107	\$182,336
6.75% \$160M convertible debenture		\$148,146	\$147,477	\$146,834	\$146,193		145,579	145,008	-	-
6.75% \$100M convertible debenture		\$85,760	-	-	-		-	\$92,773	\$313,452	\$312,137
6.0% convertible debenture		-	-	-	-		-	-	\$52,013	\$51,545
Senior unsecured note (net of debt issue costs)		-	-	-	-		-	-	-	-
Total short term and long term debt		\$543,504	\$564,749	\$540,437	\$520,556		\$498,088	\$612,321	\$644,013	\$637,150
Letters of credit outstanding		\$113,356	\$109,459	\$97,507	\$104,958		\$109,191	\$114,981	\$136,334	\$132,633
Total (including letter of credit)		656,860	\$674,208	\$637,944	\$625,514		\$607,279	\$727,302	\$780,347	\$769,783
Finance costs ('000)	Fiscal 2018					Fiscal 2017				
	Full Year	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Credit facility	\$12,883	\$3,911	\$3,402	\$2,932	\$2,638	\$11,624	\$3,911	\$3,086	\$2,542	\$2,085
5.75% convertible debenture	\$9,173	\$2,927	\$2,101	\$2,072	\$2,073	\$8,135	\$2,046	\$2,047	\$2,438	\$1,604
6.5% convertible bonds	\$15,753	\$3,969	\$4,043	\$3,687	\$4,054	\$16,418	\$4,145	\$4,160	\$4,144	\$3,969
6.75% \$160M convertible debenture	\$12,773	\$3,369	\$3,342	\$3,342	\$2,720	\$7,090	\$3,913	\$3,177	-	-
6.75% \$100M convertible debenture	\$497	\$497	-	-	-	-	-	-	-	-
Unwinding of discount and other	\$4,893	\$3,522	378	488	505	-	-	-	-	-
6.0% convertible debenture	-	-	-	-	-	\$19,396	\$1,423	\$4,127	\$6,950	\$6,896
Loss on partial redemption of 6.0% convertible debenture	-	-	-	-	-	\$4,415	1,302	3,113	-	-
Senior unsecured note	-	-	-	-	-	\$10,999	\$5	\$5,767	\$1,808	\$3,419
Total finance costs	\$55,972	18,195	\$13,266	\$12,521	\$11,990	\$78,077	\$16,745	\$25,477	\$17,882	\$17,973