



Just Energy Group Investor Presentation

June 2018

TSX: JE
NYSE: JE



Disclosures



Forward-Looking Statements

Just Energy Group Inc.'s (the "Company") presentations may contain forward-looking statements including statements pertaining to customer revenues and margins, customer additions and renewals, customer consumption levels, dividends, distributable cash and treatment under governmental regulatory regimes. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from those anticipated. These risks include, but are not limited to, impact of weather, levels of customer natural gas and electricity consumption, rates of customer additions and renewals, fluctuations in natural gas and electricity prices, results of litigation, changes in regulatory regimes, decisions, actions or sanctions by regulatory authorities, competition and dependence on certain suppliers. Additional information on these and other factors that could affect the Company's operations, financial results or distribution levels are included in the Company's annual information form and other reports on file with Canadian securities regulatory authorities which can be accessed through the SEDAR website at www.sedar.com, or on the U.S. Securities Exchange Commission's website at www.sec.gov.

Non-IFRS Measures

This Presentation refers to certain financial measures that are not determined in accordance with International Financial Reporting Standards (IFRS) as adopted by the International Accounting Standards Board. Such non-IFRS financial measures include "EBITDA", "Base EBITDA", "Funds from Operations", "Base Funds from Operations", and "Embedded gross margin". These non-IFRS financial measures do not have standardized meanings prescribed by IFRS and may not be comparable to similar measures presented by other companies. These non-IFRS financial measures should not be considered as an alternative to, or more meaningful than, net income (loss), cash flow from operating activities and other measures of financial performance as determined in accordance with IFRS, but we believe these non-IFRS financial measures are useful in providing relative performance and measuring change. Definitions of non-IFRS financial measures used in this Presentation are found under the heading "Non-IFRS financial measures" in our annual MD&A.

Who is Just Energy?



Founded in 1997, Just Energy is a leading consumer company focused on energy solutions through innovative value-added products and services

Headquarters:	Toronto, ON
Ticker / Exchange:	JE / NYSE (2012) & TSX (2001)
Market Capitalization⁽¹⁾:	C\$690.2M
FY'18 Revenue:	\$3.6B
Long-Term Debt:	\$498.1M
Annual Dividend Per Common Share (TSX):	C\$0.50
Annual Dividend Per Preferred Share (NYSE):	\$2.125
Total Global Customer Count⁽²⁾:	1.66M

Why Invest in Just Energy?



- ✔ Executing a **strategic transformation** to a consumer company that can fully participate in **significant global trends**
- ✔ **Diversity** of geography, product and end market mix and **leading market positions** in a high-growth, rapidly changing industry
- ✔ Just Energy offers a unique blend of **growth and income** at a reasonable value to investors
- ✔ Recent growth investments will support profitable customer growth as well as support **strong, stable cash flows** and our **dividend commitment**
- ✔ **Disciplined approach** to new business development focused on **organic opportunities** and projects with **high returns on invested capital**

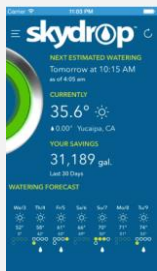
Strong Foundation to Support Future Growth



Consumer-Centric Portfolio

Demand-driven approach to meeting the growing desire for enhanced commodity, value-added products and services

Bundle offerings such as the smart home - smart energy products



vivint.
SmartHome

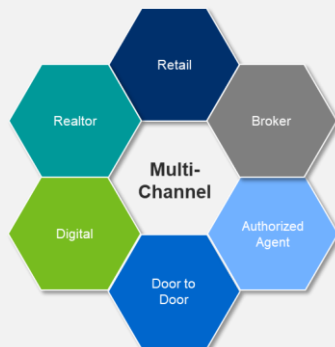


Optimized Channel Strategy

Strategic partnerships with leading retailers

Focused salesforce in proven channels

Diverse multi-channel strategy



Unique Supplier Relationships

Just Energy purchases commodities from 8 suppliers through a unique obligation backed by customer contracts



Strong Partnerships & Brands

Just Energy partners with innovative technology to bring competitive energy products



Our Value Proposition to Customers: Cost, Convenience & Control



Just Energy currently provides 1.7 million customers value-added products and services that drive energy efficiency, increase predictability, and ultimately help save money.

Innovation is the cornerstone of our value proposition.

Our customers demand we meet the rising importance of costs, convenience and control in how energy is consumed and managed.

In addition, Just Energy is able to remove the commodity-related volumetric and price volatility risk from the customer.

The collage consists of three overlapping promotional graphics. The top-left graphic is a dark blue email header for 'Your Just Energy Perks enrollment update' with a personalized greeting and a congratulatory message. The bottom-left graphic is a 'Just Energy Conservation Bundles' offer for \$9.95/month, featuring a 'Guaranteed Savings' badge and a table comparing costs over 5 years. The right graphic is a 'The Unlimited Tariff' advertisement showing a woman on a sofa, with a call to action to switch to the unlimited plan for £86/month.

	Year 1	Total After 5 Years
3 LED Light Bulbs ¹	\$18	\$18
Annual Energy Store Coupon ²	\$20	\$100
Carbon Offsets ³	\$71	\$355
Energy Bill Savings with 3 LED bulbs ⁴	\$32	\$160
Total Value	\$141	\$633

With Just Energy's value-added proposition, customers are willing to pay more and stay longer, resulting in greater profits and cash flow.

⁽¹⁾ Based on RCE balances at the end of fiscal 2018

Our Growing Global Presence



Just Energy is building on its proven success in the U.K. as it evaluates new international market opportunities

- Active in 23 deregulated utility commodity markets across North America, the U.K., Germany, Ireland & Japan
 - Japan (Nov. 2017): Largest deregulated energy market in the world
 - Ireland (Sept. 2017): Multichannel opportunity for residential & commercial customer growth in gas & electricity
 - Germany (Dec. 2016): Over 50 million gas and power meters - largest energy market in continental Europe
- Continually evaluating expansion opportunities that offer strong demographics, industry growth trends, and a favorable regulatory landscape

U.K. Highlights

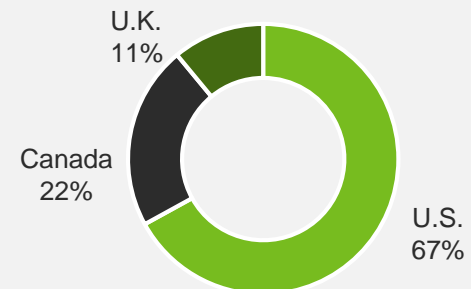
162% growth CAGR in sales since 2013

35% YoY growth in U.K. RCEs F2017 to F2018

Strong Return Venture with a 2-year payback period

Scalable Platform with opportunities to build out European position

RCEs by Region⁽¹⁾



⁽¹⁾ Based on RCE balances at the end of fiscal 2018

Strategic Transformation is Well Underway



Just Energy is executing a strategic shift from a retail energy provider to a consumer company focused on differentiated value-add products, unparalleled customer satisfaction, and profitable customer growth.

- Just Energy is in the middle of a meaningful strategic transformation
 - Technology and innovative products will make our company a relevant participant in significant global trends
 - Our future as a consumer company centers on real value creation and value delivery
 - Significant growth opportunities supported by our sales, marketing and customer service expertise

Value Creation



Value Delivery



Results

Participating in Significant Global Growth Trends



The consumer energy markets are experiencing a groundswell of change and disruption that is fueling new opportunities for Just Energy's innovative product offering and new routes to consumers.



Connectivity & Convergence

Technology has forged a connected world



Future of Energy

Customer preferences are accelerating faster than traditional utilities can accommodate



Personalized Value

Our value-add products and services meet the changing global needs



Demographics

Just Energy's ability to meet these needs leads to...



Smart Tech

...more customers, higher margin, higher cash flow and profits

Residential Growth Strategy

Value Creation, Value Delivery



Value Added Products and Services

Deploy a consistent value creation product strategy across all of our residential business

- 1 Commodity: Structured (Fixed, variable, flat) products to deliver differentiated customer value
- 2 Sustainable: Green energy and carbon offset solutions (Just Green, Terrapass, community solar)
- 3 Efficiency & Water Conservation: ecobee, Skydrop, energy audits, air filters, LED light bulbs
- 4 Smart Home: Smart locks, lighting, voice controlled devices, etc. [Future offering]
- 5 Wellness: Water filtration, filter easy, carbon monoxide & smoke alarms [Future offering]



Optimized Channel Strategy

Value delivery driven through our primary channels while developing additional strategic, alternative channels

2009



2019 Outlook



■ Retail
■ Digital

■ Door-to-door
■ Alternative

Commercial Growth Strategy

Value Creation, Value Delivery



Transforming from an era of price-based commodities sold through third-parties to a future of more profitable offering of value add products and services where Just Energy owns and controls the customer relationships.



Value Added Products
and Services

Value creation through energy management solutions

Solutions:	Progress
Commodity	●
Lighting Systems	●
Real-Time Monitoring	●
Bill Audits, Insights & Tariff Analysis	●
HVAC Optimization	●
Safety & Security	●

Successful execution = ↑ Gross Margin & ↑ Profits



Optimized
Channel Strategy

Value delivery through adding Captive Broker and Direct Channels where JE has greater customer ownership

Existing JE Channels

Brokers

ICs

Direct

Deregulated

New JE Channels

Regulated

We Have A Clear Destination



We are committed to our transformation to a consumer company.

- When Just Energy delivers differentiated value and unparalleled service, **all of our stakeholders win**
- Our success hinges on enabling the Just Energy team through smart decisions that **drive outstanding ROIC**
- We are laser focused on **maximizing shareholder returns**

Key Financials



Key Principles of Our Financial Framework



The organization is committed to measureable financial improvement that will serve as the springboard to capturing significant global opportunities

1

Improving Leverage Profile

- ✔ Book value net debt on year ended Base EBITDA of 2.8x, improved from over 6.0x just four years ago
- ✔ Successfully refinancing near-term obligations

2

Maintain Capital Light Business Model – Driving Outstanding ROIC

- ✔ Focused on credit risk management & pursuing controlled growth through disciplined capex
- ✔ Preserves quarterly dividend & provides strong financial flexibility to pursue growth

3

Customer Margin Enhancement

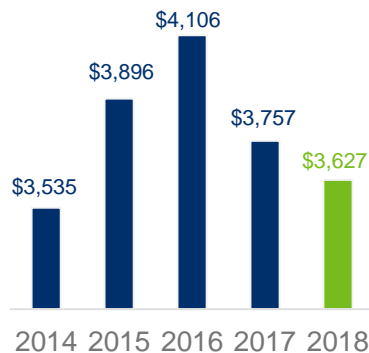
- ✔ Margin improvement driven by effort to bundle innovative products and leveraging big data
- ✔ Focused improvement effort has resulted in adding and renewing residential customers at an all-time Company record average gross margin per RCE

A Glance at Our Key Metrics

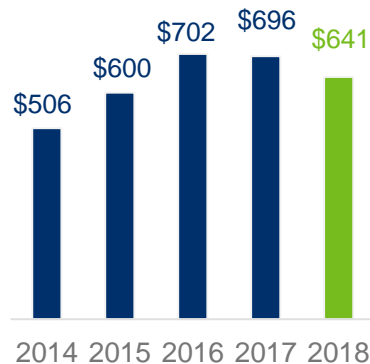


Investing in new customers to increase long-term value

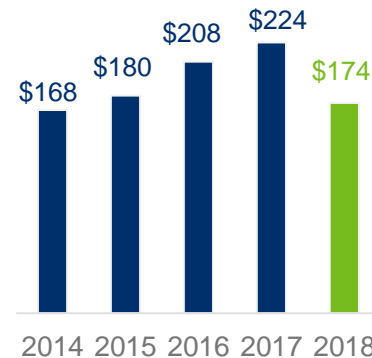
Revenue (C\$ Millions)



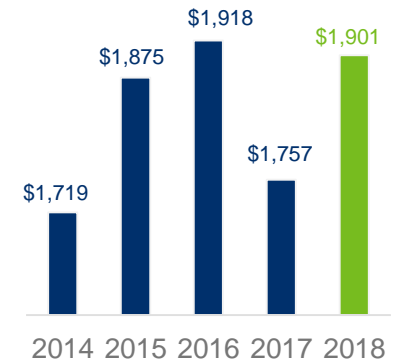
Gross Margin (C\$ Millions)



Base EBITDA (C\$ Millions)



Embedded Gross Margin (C\$ Millions)



- 1 Sizeable, proven and growing core business
- 2 Improving margin per customer
- 3 Significant embedded margin value - mirrors expected future cash flows
- 4 New sources of revenue per customer
- 5 Improving retention rates due to innovative solutions, products and services
- 6 Significant growth opportunity in newly launched international markets

Our Capital Allocation Priorities



Disciplined Capital Priorities

1

Return Cash to Shareholders

Returned C\$86.3M to shareholders in dividends in FY18⁽¹⁾

2

Recommit to Cash Generation

Focus on higher margin customers and disciplined net working capital and capital expenditures

3

Reinvest in Advantaged Positions

Strengthen existing businesses through product, channel and geographic expansion

4

Capital Light Model

Pursue organic growth opportunities and selective M&A to strengthen existing businesses

Improving Capital Structure

As of March 31, 2014

\$930.0M in Long-Term Debt
5.7x Net Debt Leverage⁽²⁾



Current





\$498.1M in Long-Term Debt
2.8x Net Debt Leverage⁽²⁾

(1) As of March 31, 2018

(2) Net debt book value / Base EBITDA, TTM

Management Bios



	Team Member	Position	Held since	Biography
	Pat McCullough	CEO	April 2018	<p><i>Pat McCullough was appointed as Chief Executive Officer of Just Energy Group Inc. in April 2018. He previously served as the Chief Financial Officer of the Company from August 2014 to March 2018. Prior to this, Mr. McCullough was Chief Executive Officer at Amonix, a California-based designer and manufacturer of concentrated photovoltaic (CPV) solar power systems. He had served as CFO of Amonix since May 2010. Prior to that, he was CFO at IMI Severe Service, Division CFO for Johns Manville (a Berkshire Hathaway Company), and various roles with Ford Motor Company culminating as Deputy General Manager and CFO of a \$1+ billion joint venture in Shanghai, China.</i></p>
	Jim Brown	CFO	April 2018	<p><i>Jim Brown was appointed as Chief Financial Officer in April 2018, and joined Just Energy in April 2013 as a Senior Vice President responsible for commodity settlements, and most recently served as the President of Hudson Energy, responsible for Just Energy's commercial business. Prior to joining Just Energy, he was the Vice President of Accounting and Finance for Gexa Energy, a subsidiary of Nextera Energy Inc. Prior to that Mr. Brown was a Vice President of Accounting at Constellation Energy Resources Group from January 2007.</i></p>
	James Pickren	COO	December 2017	<p><i>James Pickren was appointed as Chief Operating Officer of Just Energy Group in December 2017 after serving as Chief Strategy Officer and Senior Vice President of the Company since February 2017. Prior to this, Mr. Pickren was a principal and served as the Chief Executive Officer at Sherex Fastening Solutions, LLC, a manufacturer of specialty fastener hardware. Before this, he was the President and Chief Executive Officer at Ryan Herco Flow Solutions, a portfolio company of a NY based, Private Equity firm.</i></p>
	Krishnan Kasiviswanathan	CCO	June 2015	<p><i>Krishnan Kasiviswanathan was appointed Chief Commercial Officer in November 2017. He joined Just Energy in July 2014 as its Chief Risk Officer before moving into the role of Senior Vice President of Supply in June 2015. Prior to Just Energy, he was with NRG Energy in leadership roles including Chief Risk Officer and Vice President of Commercial Operations. He started his energy career at Select Energy, the unregulated subsidiary of Northeast Utilities, where he had held several front and middle office positions of increasing responsibilities.</i></p>

Appendix

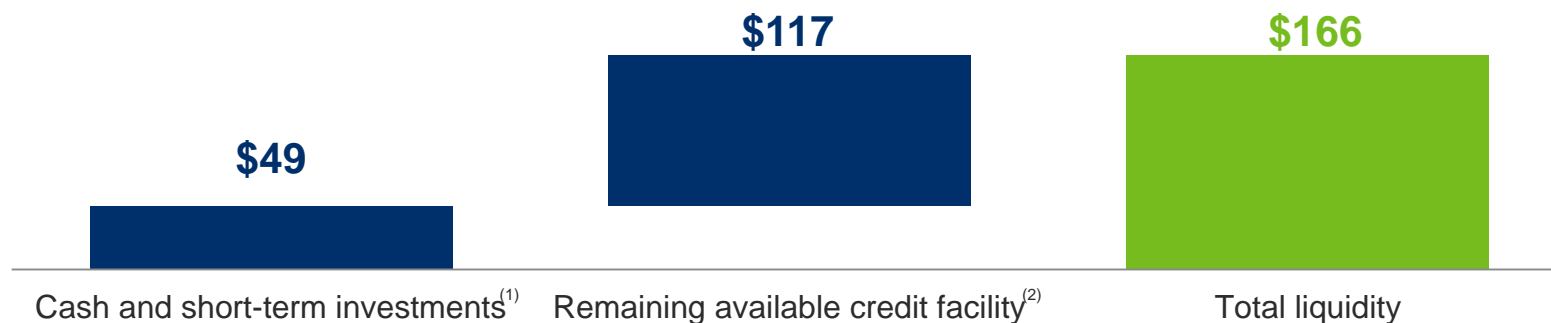


Liquidity Overview



The credit facility combined with continued strong cash flow generation is more than sufficient to meet Just Energy's capital liquidity needs and expected growth investment requirements for the next three years

Current liquidity overview as of March 31, 2018 (C\$mm)



- Cash and short-term investments balance as of March 31, 2018 of \$48.9mm down 42% from \$83.6mm in prior year⁽¹⁾ primarily due to the lower gross margin earned in the current year
- Cash balance plus \$117mm credit facility capacity provides ample liquidity
- More than sufficient to manage through Company's seasonal working capital needs and enable company to continue to expand into new markets

⁽¹⁾ Excludes restricted cash

⁽²⁾ C\$352.5mm credit facility per the renegotiated agreement finalized on April 18 2018, less total letters of credit of C\$113.4mm and drawings of C\$122.1mm as of March 31, 2018

Current Capital Structure



Senior Secured

Inter-creditor Agreement / Supply Agreement Forgives JE collateral posting; can be C\$1 Bil+	4 - 6% -- Sept, 2020 Credit Facility C\$352.5; leverage covenants
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Senior Unsecured

US\$150M Euro Bonds (FTSE: JECN) Face value of C\$182.1 Mil as of December, 2017; No early call	6.5% -- July, 2019 Maturity
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New Issue Canadian Convertible Debentures (TSX:JE.DB.C) C\$160 Mil; Restrictive; C\$9.30; No early call up to Dec, 2019; Early call penalties thereafter	6.75% -- Dec, 2021 Maturity
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C\$100M Convertible Debentures (TSX:JE.DB.B) C\$100 Mil; C\$8.90 Strike; Early call at face value	6.75% -- Mar, 2023 Maturity
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Shareholders' Capital

New Issue Series A Preferred Stock (NYSE: JE.PR.A; TSX: JE.PR.U)⁽¹⁾ C\$137 Mil; Non-callable up to March, 2022; dual-listed; dividend and liquidation preference, unrated; at-the-market U.S. issuance for C\$19.4 Mil to date ⁽¹⁾	Dividend rate of 8.50% paid quarterly -- Perpetual Maturity
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Common Stock (NYSE: JE; TSX: JE.TO) 148 Mil shares outstanding; no preferences, rights or restrictions	Dividend rate of C\$.50/share paid quarterly
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Junior Unsecured

⁽¹⁾ 4.3M shares outstanding as at March 31, 2018

Collateral Position



Just Energy's business model provides significant excess coverage for all senior creditors

	F2010	F2011	F2012	F2013	F2014	F2015	F2016	F2017	F2018
Embedded GM (at market price) ¹	\$2,517	\$2,348	\$2,514	\$1,839	\$1,693	\$2,548	\$2,633	\$2,105	\$1,763
Trade Receivables ²	\$347	\$174	\$279	\$306	\$418	\$459	\$362	\$353	\$395
Unbilled Revenues	\$0	\$112	\$131	\$129	\$171	\$220	\$227	\$219	\$302
Cash and short-term investments	\$58	\$95	\$50	\$39	\$19	\$79	\$128	\$84	\$49
Total Collateral	\$2,922	\$2,729	\$2,974	\$2,313	\$2,301	\$3,306	\$3,350	\$2,761	\$2,509
Commodity Payables ³	\$111	\$116	\$83	\$83	\$95	\$128	\$112	\$143	\$127
Mark to Market ⁴	\$1,313	\$879	\$929	\$185	(\$26)	\$673	\$715	\$348	(\$138)
Credit Facility Utilized	\$106	\$131	\$220	\$226	\$193	\$135	\$130	\$178	\$236
Total Senior Obligations	\$1,530	\$1,126	\$1,232	\$494	\$262	\$936	\$957	\$669	\$225
Collateral - Senior Obligations	<u>\$1,392</u>	<u>\$1,603</u>	<u>\$1,742</u>	<u>\$1,819</u>	<u>\$2,039</u>	<u>\$2,370</u>	<u>\$2,393</u>	<u>\$2,092</u>	<u>\$2,284</u>
Collateral/Senior Obligations	191%	242%	241%	468%	878%	353%	350%	413%	1,115%

- Just Energy's proven business model of pricing customer contracts at a positive gross margin and securing fixed-price commodity supply which match those customer commitments means that:
 - (1) the Company's collateral value will move with its mark to market obligation and
 - (2) the Company's collateral position will be positive

⁽¹⁾ Embedded GM (at market prices) is reported Embedded GM + Supplier Mark to Market

⁽²⁾ Trade Receivables and Unbilled Revenues are reported combined under Cdn GAAP (F2010 only)

⁽³⁾ Commodity Payables are those with secured suppliers only

⁽⁴⁾ Mark to Market is undiscounted value of Commodity Hedges with secured suppliers

Liquidity and Security



Liquidity (C\$m)

Cash and ST Investments \$49

+

Credit Facility⁽¹⁾ \$117

+

Commodity Supplier Credit

Able to purchase up to current and new customer commitments without posting collateral

Pari Passu

Credit Facility sized to support Just Energy's working capital needs for the next 3 years

Security (C\$m)

Collateral		Obligations	
Embedded Gross Margin ⁽²⁾	\$1,763	Commodity Payables ⁽³⁾	\$127
Accounts Receivable and Unbilled Revenues	\$697	Mark to Market ⁽⁴⁾	(\$138)
Cash and ST investments	\$49	Credit Facility Utilized ⁽⁵⁾	\$236
11.2x Collateral	\$2,509	Senior Obligations	\$225
Less Senior Obligations	(\$225)	Subordinated Debt	\$422
		All Other Accounts Payable	\$489
2.5x Remaining Collateral	\$2,284	Subordinated Obligations	\$911

- JE's 1st lien senior creditors have > 11 times of coverage.
- Total collateral less all obligations leaves more than \$1.3 billion of surplus collateral for JE's equity holders.

As of fiscal 2018, all figures in \$Cmm

⁽¹⁾ C\$352.5mm credit facility per the renegotiated agreement finalized on April 18 2018, less total letters of credit of C\$113.4mm and drawings of C\$122.1mm as of March 31, 2018

⁽²⁾ Embedded GM (at market prices) equals reported Embedded GM of \$1,901mm less the Supplier Mark to Market asset of \$138mm

⁽³⁾ Commodity Payables are those with secured suppliers only

⁽⁴⁾ Mark to Market is the undiscounted value of the Commodity hedges with secured suppliers

⁽⁵⁾ \$113.4mm of outstanding LCs and \$122.1mm of drawdowns, as of March 31, 2018

Base EBITDA Reconciliation



Reconciliation to Consolidated Statements of Income (C\$mm)

	FY2014	FY2015	FY2016	FY2017	FY2018
Profit (loss) for the period from continuing operations	\$170.6	\$(576.4)	\$82.5	\$470.9	\$518.6
Finance costs	69.4	73.7	72.5	78.1	60.0
Provision for (recovery of) income taxes	48.2	(28.9)	(0.3)	43.2	20.7
Amortization	69.5	76.1	42.7	25.5	23.9
EBITDA from continuing operations	357.7	(455.5)	197.4	617.7	619.2
Change in fair value of derivative instruments and other	(186.1)	635.2	22.8	(374.8)	(474.4)
Change in fair value of investments ⁽¹⁾	-	-	-	-	20.6
Share-based compensation	1.6	7.1	5.3	6.1	18.4
Profit attributable to non-controlling interest	(5.5)	(6.4)	(17.9)	(24.5)	(9.3)
Prepaid commission expense ⁽²⁾	-	-	17.9	11.3	-
Base EBITDA from continuing operations	\$167.7	\$180.4	\$225.5	\$235.8	\$174.4

	FY2014	FY2015	FY2016	FY2017	FY2018
Gross margin per consolidated financial statements	\$505.5	\$600.1	\$702.3	\$696.0	\$640.9
Administrative expenses	(116.7)	(154.2)	(170.3)	(168.4)	(194.7)
Selling and marketing expenses	(189.9)	(225.2)	(257.3)	(226.3)	(233.0)
Bad debt expense	(46.0)	(62.1)	(68.6)	(56.0)	(56.3)
Amortization included in cost of sales/selling and marketing	17.3	30.6	22.0	2.9	3.1
Other income (expenses)	2.9	(2.4)	(2.6)	0.8	3.2
Change in fair value of investments ⁽¹⁾	-	-	-	-	20.6
Profit attributable to non-controlling interest	(5.4)	(6.4)	(17.9)	(24.5)	(9.3)
Prepaid commission expense ⁽²⁾	-	-	17.9	11.3	-
Base EBITDA from continuing operations	\$167.7	\$180.4	\$225.5	\$235.8	\$174.4

Note: fiscal year end of March 31

⁽¹⁾ Change in treatment of the Company's ecobee investment from cost to fair value, resulting in a fair value gain. The change was prompted in Q4 fiscal 2018 by certain market-based transactions that indicated a change in the fair value of the Company's investment in ecobee.

⁽²⁾ Change in classification of upfront commission payments in fiscal 2016 to prepaid commissions, added back to EBITDA from continuing operations to make Base EBITDA from continuing operations comparable across historical periods. Balance represents additional prepaid expense from the prior year.

Funds from Operations Reconciliation



Reconciliation to Base Funds from Operations (C\$mm)

	FY2014	FY2015	FY2016	FY2017	FY2018
Cash inflow from operations	\$165.4	\$96.2	\$187.1	\$150.5	\$62.0
Add (subtract):					
Changes in non-cash working capital	(45.7)	44.5	(18.7)	22.8	36.4
Cash flows used in operating activities of discontinued operations	(6.7)	(20.9)	-	-	-
Profit attributable to non-controlling interest	(5.5)	(6.4)	(17.9)	(24.5)	(9.3)
Tax adjustment	(4.8)	(2.8)	0.7	(7.3)	18.8
Funds from Operations	102.7	110.6	151.2	141.5	109.9
Less: Maintenance capital expenditures	(14.1)	(18.1)	(13.0)	(13.7)	(16.7)
Base Funds from Operations	\$88.6	\$92.5	\$138.2	\$127.8	\$91.2

	FY2014	FY2015	FY2016	FY2017	FY2018
Gross margin per consolidated financial statements	\$505.5	\$600.1	\$702.3	\$696.0	\$640.9
Add (subtract):					
Adjustment required to reflect net cash receipts from gas sales	(6.2)	(2.7)	14.9	(0.7)	(2.9)
Administrative expenses	(116.7)	(154.2)	(170.3)	(168.4)	(194.7)
Selling and marketing expenses	(189.9)	(225.2)	(257.3)	(226.3)	(233.0)
Bad debt expense	(46.1)	(62.1)	(68.6)	(56.0)	(56.3)
Current income tax provision	(3.3)	(8.9)	(13.9)	(27.1)	(2.6)
Amortization included in cost of sales/selling and marketing	17.3	30.6	22.0	2.9	3.1
Other income (expenses)	2.9	(2.4)	(2.6)	0.8	3.2
Financing charges, non-cash	14.3	15.6	15.5	23.2	14.5
Finance costs	(69.4)	(73.7)	(72.5)	(78.1)	(56.0)
Other non-cash adjustments	(5.7)	(6.5)	(18.3)	(24.8)	(8.4)
Funds from Operations	102.7	110.6	151.2	141.5	107.9
Less: Maintenance capital expenditures	(14.1)	(18.1)	(13.0)	(13.7)	(16.7)
Base Funds from Operations	\$88.6	\$92.5	\$138.2	\$127.8	\$91.2

Note: fiscal year end of March 31; numbers may not add due to rounding



Thank You

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