



Just Energy Group Inc.
Business Statistics
As at September 30, 2017

In Canadian dollars

Number of Long Term Customers (RCE)	Fiscal 2018					Fiscal 2017				
	YTD	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Start of Period	4,211,000			4,076,000	4,211,000	4,520,000	4,227,000	4,311,000	4,386,000	4,520,000
Additions										
Consumer - Gas	96,000			43,000	53,000	120,000	44,000	23,000	26,000	27,000
Consumer - Electricity	207,000			126,000	81,000	335,000	90,000	78,000	89,000	78,000
Total Consumer Additions	303,000			169,000	134,000	455,000	134,000	101,000	115,000	105,000
Commercial - Gas	93,000			66,000	27,000	54,000	21,000	16,000	9,000	8,000
Commercial - Electricity	159,000			75,000	84,000	330,000	73,000	93,000	72,000	92,000
Total Commercial Additions	252,000			141,000	111,000	384,000	94,000	109,000	81,000	100,000
Total Additions	555,000			310,000	245,000	839,000	228,000	210,000	196,000	205,000
Attrition										
Consumer - Gas	(56,000)			(27,000)	(29,000)	(131,000)	(30,000)	(30,000)	(33,000)	(38,000)
Consumer - Electricity	(159,000)			(98,000)	(61,000)	(263,000)	(73,000)	(54,000)	(70,000)	(66,000)
Commercial - Gas	(13,000)			(4,000)	(9,000)	(22,000)	(5,000)	(5,000)	(7,000)	(5,000)
Commercial - Electricity	(55,000)			(23,000)	(32,000)	(168,000)	(30,000)	(58,000)	(40,000)	(40,000)
Total Attrition	(283,000)			(152,000)	(131,000)	(584,000)	(138,000)	(147,000)	(150,000)	(149,000)
Failed to Renewals										
Consumer - Gas	(24,000)			(17,000)	(7,000)	(39,000)	(7,000)	(13,000)	(11,000)	(8,000)
Consumer - Electricity	(66,000)			(42,000)	(24,000)	(120,000)	(17,000)	(43,000)	(39,000)	(21,000)
Commercial - Gas	(13,000)			(3,000)	(10,000)	(22,000)	(5,000)	(6,000)	(4,000)	(7,000)
Commercial - Electricity	(293,000)			(85,000)	(208,000)	(392,000)	(86,000)	(85,000)	(67,000)	(154,000)
Total Failed to Renew	(396,000)			(147,000)	(249,000)	(573,000)	(115,000)	(147,000)	(121,000)	(190,000)
Net Consumer additions	(2,000)			(15,000)	13,000	(98,000)	7,000	(39,000)	(38,000)	(28,000)
Net Commercial additions	(122,000)			26,000	(148,000)	(220,000)	(32,000)	(45,000)	(37,000)	(106,000)
Net RCEs additions	(124,000)			11,000	(135,000)	(318,000)	(25,000)	(84,000)	(75,000)	(134,000)
Total RCEs	4,087,000			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	1,795,000			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%	44%	43%	43%	42%	42%	43%
Total Commercial RCE's	2,292,000			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%	56%	57%	57%	58%	58%	57%

Cash Ending Balance ('000)	Fiscal 2018					Fiscal 2017				
	YTD	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1
Cash and short-term investments				\$81,202	\$80,984		\$84,172	\$77,534	\$118,759	\$87,367
Credit facility (net of debt issue costs)				\$116,060	\$91,049		\$66,001	\$87,640	(\$2,363)	(\$2,672)
5.75% convertible debenture				\$97,292	\$96,657		\$96,022	\$95,413	\$94,804	\$93,804
6.0% convertible debenture				-	-		-	\$92,773	\$313,452	\$312,137
6.5% million convertible bonds				\$180,251	\$186,657		\$190,486	\$191,487	\$186,107	\$182,336
6.75% convertible debenture				\$146,834	\$146,193		145,579	145,008	-	-
Senior unsecured note (net of debt issue costs)				-	-		-	-	\$52,013	\$51,545
Total short term and long term debt				\$540,437	\$520,556		\$498,088	\$612,321	\$644,013	\$637,150
Letters of credit outstanding				\$97,507	\$104,958		\$109,191	\$114,981	\$136,334	\$132,633
Total (including letter of credit)				\$637,944	\$625,514		\$607,279	\$727,302	\$780,347	\$769,783
Finance costs ('000)										
Credit facility and other	\$6,563			\$3,420	\$3,143	\$11,624	\$3,911	\$3,086	\$2,542	\$2,085
5.75% convertible debenture	\$4,145			\$2,072	\$2,073	\$8,135	\$2,046	\$2,047	\$2,438	\$1,604
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	-	-
6.5% million convertible bonds	\$7,741			\$3,687	\$4,054	\$16,418	\$4,145	\$4,160	\$4,144	\$3,969
6.75% convertible debenture	\$6,062			\$3,342	\$2,720	\$7,090	\$3,913	\$3,177	-	-
Senior unsecured note	-			-	-	\$10,999	\$5	\$5,767	\$1,808	\$3,419
Total finance costs	\$24,511			\$12,521	\$11,990	\$78,077	\$16,745	\$25,477	\$17,882	\$17,973