Deferred tax liabilities are recognized for all taxable temporary differences except:

- where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries, where the timing of the reversal of the temporary differences can be controlled by the parent and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognized for all deductible temporary differences, the carryforward of unused tax credits and any unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carryforward of unused tax credits and unused tax losses, can be utilized except:

- where the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilized. Unrecognized deferred tax assets are reassessed at the end of each reporting period and are recognized to the extent that it has become probable that future taxable profits will allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax relating to items recognized in cumulative translation adjustment or equity is recognized in cumulative translation adjustment or equity and not in profit or loss.

Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

Provisions

Provisions are recognized when Just Energy has a present obligation, legal or constructive, as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where Just Energy expects some or all of a provision to be reimbursed, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the consolidated statements of income, net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability.

Where discounting is used, the increase in the provision due to the passage of time is recognized as a finance cost in the consolidated statements of income.

Selling and marketing expenses

Commissions and various other costs related to obtaining and renewing customer contracts are charged to income in the period incurred except as disclosed below:

Commissions related to obtaining and renewing Commercial customer contracts are paid in one of the following ways: all or partially up front or as a residual payment over the term of the contract. If the commission is paid all or partially up front, it is recorded as prepaid expense and expensed in selling and marketing expenses over the term for which the associated revenue is earned. If the commission is paid as a residual payment, the amount is expensed as earned.

In addition, commissions related to leasing thermostats are capitalized as part of the cost of the equipment.

Green provision and certificates

Just Energy is a retailer of green energy and records a provision to its regulators as green energy sales are recognized. A corresponding cost is included in cost of sales. Just Energy measures its provision based on the extent of green certificates that it holds or has committed to purchase and has recorded this obligation net of its green certificates. Any provision balance in excess of the green certificates held or that Just Energy has committed to purchase is measured at fair value. Green certificates are purchased by Just Energy to settle its obligation with the regulators. Just Energy measures these green certificates at cost. As at March 31, 2017, the green assets position was $49,236 (2016 – $52,354) and the green provisions position was $70,955 (2016 – $68,537).

Non-current assets held for sale and discontinued operations

Just Energy classifies non-current assets and disposal groups as held-for-sale if their carrying amounts will be recovered principally through a sale transaction rather than through continuing use. Non-current assets and disposal groups classified as held-for-sale are measured at the lower of their carrying amount and fair value less costs to sell. The criteria for the held-for-sale classification is regarded as met only when the sale is highly probable and the asset or disposal group is available for immediate sale in its present condition. Management must be committed to the sale, which should be expected to qualify for recognition as a completed sale within one year from the date of classification. Discontinued operations are excluded from the results of continuing operations and are presented as a single amount as profit or loss after tax from discontinued operations in the consolidated statements of income. Property, plant and equipment and intangible assets are not depreciated or amortized once classified as held-for-sale.

New standards, interpretations and amendments adopted by the Company during the year

Effective April 1, 2016, Just Energy adopted the amendments to IFRS 11, Joint Arrangements – Accounting for Acquisitions of Interests in Joint Operations ("IFRS 11"). IFRS 11 requires an entity acquiring an interest in a joint operation in which the activity of the joint operation constitutes a business to apply, to the extent of its share, all of the principles on business combination accounting in IFRS 3, Business Combinations, and other IFRS that do not conflict with the requirements of IFRS 11. Furthermore, entities are required to disclose the information required in those IFRS in relation to business combinations. The amendments also clarify that for the acquisition of an additional interest in a joint operation in which the activity of the joint operation constitutes a business, previously held interests in the joint operation must not be re-measured if the joint operator retains joint control. The adoption of these amendments did not have any impact on Just Energy's consolidated financial statements.

At the beginning of fiscal 2017, Just Energy adopted the amendments to IAS 16 and IAS 38, Property, Plant and Equipment and Intangible Assets ("IAS 16 and 38"), which clarified that the acceptable methods of depreciation and amortization should reflect a pattern of economic benefits generated from operating a business, rather than the economic benefits that are consumed through use of the asset. The Company's consolidated financial statements were not impacted by the adoption of these amendments.

Amendments to IAS 1, Presentation of Financial Statements ("IAS 1"), were adopted during fiscal 2017. The amendments were issued to address perceived impediments to preparers exercising their judgment in presenting their financial reports. Specific clarifications in the areas of materiality, aggregation and disaggregation of financial statement line items and the ordering of footnotes have been provided. The adoption of these amendments did not have a material impact on Just Energy's consolidated financial statements.

5 SIGNIFICANT ACCOUNTING JUDGMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of the consolidated financial statements requires the use of estimates and assumptions to be made in applying the accounting policies that affect the reported amounts of assets, liabilities, income, expenses and the disclosure of contingent liabilities. The estimates and related assumptions are based on previous experience and other factors considered reasonable under the circumstances, the results of which form the basis for making the assumptions about carrying values of assets and liabilities that are not readily apparent from other sources.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised. Judgments made by management in the application of IFRS that have a significant impact on the consolidated financial statements relate to the following:

Impairment of non-financial assets

Just Energy's impairment test is based on value-in-use calculations that use a discounted cash flow model. The cash flows are derived from the budget for the next five years and are sensitive to the discount rate used as well as the expected future cash inflows and the growth rate used for extrapolation purposes.

Deferred taxes

Significant management judgment is required to determine the amount of deferred tax assets and liabilities that can be recognized, based upon the likely timing and the level of future taxable income realized, including the usage of tax-planning strategies.

Useful life of key property, plant and equipment and intangible assets

The amortization method and useful lives reflect the pattern in which management expects the assets' future economic benefits to be consumed by Just Energy.

Provisions for litigation

Significant management judgment is required to determine the amount of provisions to record a liability relating to litigation.

Provisions are recognized when Just Energy has a present obligation, legal or constructive, as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability.

Where discounting is used, the increase in the provision due to the passage of time is recognized as a finance cost in the consolidated statements of income. Refer to Note 18 for further information.

Trade receivables

Just Energy reviews its individually significant receivables at each reporting date to assess whether an impairment loss should be recorded in the consolidated statements of income. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the allowance for doubtful accounts. In estimating these cash flows, Just Energy makes judgments about the borrower's financial situation and the fair value of collateral. These estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance.

Fair value of financial instruments

Where the fair values of financial assets and financial liabilities recorded in the consolidated statements of financial position cannot be derived from active markets, they are determined using valuation techniques including discounted cash flow models. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The judgment includes consideration of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments. Refer to Note 14 for further details about the assumptions as well as a sensitivity analysis.

Subsidiaries

Subsidiaries that are not wholly owned by Just Energy require judgment determining the amount of control that Just Energy has over that entity and the appropriate accounting treatments. In these consolidated financial statements, management has determined that Just Energy controls Just Ventures and therefore, has treated the 50% that is not owned by Just Energy as a non-controlling interest. Just Energy also owns 95% of the issued and outstanding shares of db swdirekt GmbH ("SWDirekt") and 50% of the issued and outstanding shares of db swpro GmbH ("SWPro"), and, therefore, has treated the 5% and 50%, respectively, that is not owned by Just Energy as a non-controlling interest.

6 ACCOUNTING STANDARDS ISSUED BUT NOT YET EFFECTIVE

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the consolidated financial statements are disclosed below. Just Energy intends to adopt these standards, if applicable, when they become effective.

Amendments to IAS 7, Statement of Cash Flows ("IAS 7"), have been issued by the IASB to enable users to understand changes in liabilities arising from financing activities. This amendment to IAS 7 is effective for annual periods beginning on or after January 1, 2017. Adopting IAS 7 will require additional disclosure in the Company's consolidated financial statements.

Amendments to IAS 12, Income Tax ("IAS 12"), were issued to address the accounting requirements for current or deferred tax assets or liabilities related to debt instruments measured at fair value. Specific clarification under IAS 12 is made for unrealized losses on fair value debt instruments; in particular, the recognition of deferred tax assets on such items due to the decrease in fair value. The amendments further add guidance in the following areas to address diversity in practice: existence of a deductible temporary difference; recovering an asset for more than its carrying amount; probable future taxable profit against which deductible temporary differences are assessed for utilization; and combined versus separate assessment. IAS 12 is effective for annual periods beginning on or after January 1, 2017. IAS 12 is to be applied retrospectively; however, there is a practical expedient that allows the change resulting from applying IAS 12 for the first time to be recognized in opening retained earnings of the earliest comparative period without allocating the change between opening retained earnings and other components of equity. Application of this expedient must be disclosed. Just Energy is in conformity with the clarification amendments to the extent applicable.

IFRS 9, Financial Instruments ("IFRS 9"), was issued by the IASB on July 24, 2014, and will replace IAS 39. IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. Two measurement categories continue to exist to account for financial liabilities in IFRS 9, fair value through profit or loss ("FVTPL") and amortized cost. Financial liabilities held-for-trading are measured at FVTPL, and all other financial liabilities are measured at amortized cost unless the fair value option is applied. The treatment of embedded derivatives under the new standard is consistent with IAS 39 and is only applied to financial liabilities. IFRS 9 uses a new expected loss impairment model and also uses a new model for hedge accounting aligning the accounting treatment with risk management activities. IFRS 9 is effective for annual periods beginning on or after January 1, 2018. Management is currently evaluating the impact of IFRS 9 on the consolidated financial statements.

IFRS 15, Revenue from Contracts with Customers ("IFRS 15"), establishes a five-step model that will apply to revenue earned from a contract with a customer, regardless of the type of revenue transaction or industry. The standard will also provide guidance on the recognition and measurement of gains and losses on the sale of some non-financial assets that are not an output of the entity's ordinary activities. The standard also specifies that direct incremental costs of obtaining and fulfilling a contract that are expected to be recovered should be capitalized and amortized over the useful life of customers. Disclosure requirements will increase, including disaggregation of total revenue, information about performance obligations, changes in contract asset and liability account balances between periods and key judgments and estimates made. IFRS 15 is effective for annual periods beginning on or after January 1, 2018. A transition team has been appointed to assess the financial statement impact of IFRS 15 and the team will implement accounting system, process and internal control changes that emerge from the new standard's analysis. Management is currently evaluating the impact of IFRS 15 on the consolidated financial statements.

Amendments to IFRS 2, Share-based Payment ("IFRS 2"), clarifies how to account for certain types of share-based payment transactions. IFRS 2 stipulates new conditions on the accounting for three main areas: the effects of vesting conditions on the measurement of a cash-settled share-based payment transaction; the classification of a share-based payment transaction with net settlement features for withholding tax obligations; and the accounting of a modification to the terms and conditions of a share-based payment that changes the transaction from cash-settled to equity-settled. IFRS 2 is applied prospectively; retroactive application is only permitted if the application can be performed without using hindsight. Requirements to apply IFRS 2 are effective for annual periods beginning on or after January 1, 2018. Just Energy has not yet assessed the impact of the application of these amendments from this standard.

IFRS 16, Leases ("IFRS 16"), was issued by the IASB in January 2016. This guidance brings most leases onto the balance sheet for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting remains largely unchanged and the distinction between operating and finance leases is retained. Furthermore, per the standard, a lessee recognizes a right-of-use asset and a lease liability. The right-of-use asset is treated similarly to other non-financial assets and depreciated accordingly, and the liability accrues interest. The lease liability is initially measured at the present value of the lease payments payable over the lease term, discounted at the rate implicit in the lease. Lessees are permitted to make an accounting policy election, by class of underlying asset, to apply a method like IAS 17's operating lease accounting and not recognize lease assets and lease liabilities for leases with a lease term of 12 months or less, and on a lease-by-lease basis, to apply a method similar to current operating lease accounting to leases for which the underlying asset is of low value. IFRS 16 supersedes IAS 17, Leases and Related Interpretations, and is effective for periods beginning on or after January 1, 2019, with earlier adoption permitted if IFRS 15 has also been applied. Just Energy has not yet assessed the impact of this standard.

7 SHORT-TERM INVESTMENTS

	As at March 31, 2017	As at March 31, 2016
Fixed income	$ 23,872	$ –
Equities	2,383	–
	$ 26,255	$ –

8 RESTRICTED CASH

As part of the disposal of the Commercial Solar division on November 5, 2014, Just Energy was required to transfer cash into restricted bank accounts. The Company has indemnified the buyer for certain obligations. The cash will be released as these obligations are satisfied. As of March 31, 2017, these restricted cash balances were $3,620 (2016 – $7,495).

9 TRADE AND OTHER RECEIVABLES

	As at March 31, 2017	As at March 31, 2016
Trade account receivables, net	$ 288,254	$ 300,628
Other	64,885	61,627
	$ 353,139	$ 362,255

10 PREPAID EXPENSES, DEPOSITS AND OTHER CURRENT ASSETS

	As at March 31, 2017	As at March 31, 2016
Prepaid expenses and deposits	$ 62,087	$ 62,330
Green certificates	49,236	52,354
	$ 111,323	$ 114,684

11 INVESTMENTS

(a) As at March 31, 2017, Just Energy has $3,707 (2016 – $589), including accrued interest, in a promissory note that was issued to the non-controlling shareholder of a subsidiary. The promissory note matures on August 24, 2037, and bears interest at the annual federal rate established by the Internal Revenue Service. Interest earned on this promissory note is recorded in other income.

(b) On August 10, 2012, Just Energy, through a subsidiary, acquired an interest in ecobee, a private company that designs, manufactures and distributes smart thermostats, for an amount of $6,460. During the fiscal year 2017, Just Energy further increased its investment in the company by $5,394. The Company markets these smart thermostats in all its core markets, bundling the thermostats with commodity and home service products. As at March 31, 2017, Just Energy owns approximately 10% of ecobee. This investment is not measured at fair value because it cannot be determined reliably.

12 PROPERTY, PLANT AND EQUIPMENT

As at March 31, 2017

	Computer equipment	Furniture and fixtures	Vehicles	Office equipment	Thermo-stats	Leasehold improve-ments	Total
Cost:							
Opening balance – April 1, 2016	$ 19,494	$ 7,300	$ 6	$ 23,157	$ 12,792	$ 8,913	$ 71,662
Additions	3,651	788	–	1,142	1,213	1,521	8,315
Retirements	(4,531)	(1,493)	(6)	(9,649)	(594)	(6,046)	(22,319)
Exchange differences	58	179	–	297	60	129	723
Ending balance, March 31, 2017	18,672	6,774	–	14,947	13,471	4,517	58,381
Accumulated amortization:							
Opening balance – April 1, 2016	(11,968)	(5,544)	(6)	(16,314)	(4,985)	(7,800)	(46,617)
Amortization charge to cost of sales	–	–	–	–	(2,974)	–	(2,974)
Amortization charge for the year	(2,426)	(409)	–	(3,183)	–	(561)	(6,579)
Retirements	4,531	1,493	6	9,649	281	6,046	22,006
Exchange differences	(1,737)	(316)	–	(247)	(35)	(200)	(2,535)
Ending balance, March 31, 2017	(11,600)	(4,776)	–	(10,095)	(7,713)	(2,515)	(36,699)
Net book value, March 31, 2017	$ 7,072	$ 1,998	$ –	$ 4,852	$ 5,758	$ 2,002	$ 21,682

As at March 31, 2016

	Computer equipment	Furniture and fixtures	Vehicles	Office equipment	Thermo-stats	Leasehold improve-ments	Total
Cost:							
Opening balance – April 1, 2015	$ 15,934	$ 6,972	$ 5	$ 22,571	$ 10,330	$ 8,666	$ 64,478
Additions	3,480	270	–	496	2,405	246	6,897
Exchange differences	80	58	1	90	57	1	287
Ending balance, March 31, 2016	19,494	7,300	6	23,157	12,792	8,913	71,662
Accumulated depreciation:							
Opening balance – April 1, 2015	(10,203)	(5,330)	(5)	(15,100)	(2,678)	(7,347)	(40,663)
Depreciation charge to cost of sales	–	–	–	–	(2,543)	–	(2,543)
Depreciation charge for the year	(1,739)	(181)	–	(1,226)	–	(460)	(3,606)
Exchange differences	(26)	(33)	(1)	12	236	7	195
Ending balance, March 31, 2016	(11,968)	(5,544)	(6)	(16,314)	(4,985)	(7,800)	(46,617)
Net book value, March 31, 2016	$ 7,526	$ 1,756	$ –	$ 6,843	$ 7,807	$ 1,113	$ 25,045

13 INTANGIBLE ASSETS

As at March 31, 2017

	Gas contracts	Electricity contracts	Goodwill	Sales network and affinity relationships	Brand	Software	IT system development	Other	Total
Cost:									
Opening balance – April 1, 2016	$ 122,010	$ 320,185	$ 280,513	$ 160,243	$ 30,423	$ 35,277	$ 35,387	$ 13,212	$ 997,250
Retirements	(123,204)	(331,335)	–	(111,578)	–	(15,945)	(30,186)	(9,165)	(621,413)
Acquisition of a subsidiary	–	–	6,020	–	–	–	–	–	6,020
Additions	–	–	–	–	–	6,593	10,079	1,402	18,074
Exchange differences	1,194	11,150	2,668	4,930	731	234	1,349	288	22,544
Ending balance, March 31, 2017	–	–	289,201	53,595	31,154	26,159	16,629	5,737	422,475
Opening balance – April 1, 2016	(122,010)	(320,185)	–	(137,345)	–	(32,078)	(30,011)	(9,748)	(651,377)
Retirements	123,204	331,335	–	111,578	–	15,945	30,186	9,165	621,413
Amortization charge for the year	–	–	–	(6,612)	–	(6,707)	(1,584)	(1,038)	(15,941)
Exchange differences	(1,194)	(11,150)	–	(4,468)	–	(283)	(1,198)	(290)	(18,583)
Ending balance, March 31, 2017	–	–	–	(36,847)	–	(23,123)	(2,607)	(1,911)	(64,488)
Net book value, March 31, 2017	$ –	$ –	$ 289,201	$ 16,748	$ 31,154	$ 3,036	$ 14,022	$ 3,826	$ 357,987

As at March 31, 2016

	Gas contracts	Electricity contracts	Goodwill	Sales network and affinity relationships	Brand	Software	IT system development	Other	Total
Cost:									
Opening balance – April 1, 2015	$ 121,142	$ 312,271	$ 277,768	$ 156,282	$ 29,671	$ 29,219	$ 31,753	$ 11,759	$ 969,865
Additions	–	–	–	–	–	5,807	3,009	1,246	10,062
Exchange differences	868	7,914	2,745	3,961	752	251	625	207	17,323
Ending balance, March 31, 2016	122,010	320,185	280,513	160,243	30,423	35,277	35,387	13,212	997,250
Accumulated amortization:									
Opening balance – April 1, 2015	(121,142)	(312,271)	–	(125,816)	–	(25,793)	(27,764)	(8,568)	(621,354)
Amortization charge for the year	–	–	–	(8,335)	–	(6,143)	(1,608)	(977)	(17,063)
Exchange differences	(868)	(7,914)	–	(3,194)	–	(142)	(639)	(203)	(12,960)
Ending balance, March 31, 2016	(122,010)	(320,185)	–	(137,345)	–	(32,078)	(30,011)	(9,748)	(651,377)
Net book value, March 31, 2016	$ –	$ –	$ 280,513	$ 22,898	$ 30,423	$ 3,199	$ 5,376	$ 3,464	$ 345,873

The capitalized internally developed costs relate to the development of new customer billing and analysis software solutions for the different energy markets of Just Energy. All research costs and development costs not eligible for capitalization have been expensed and are recognized in administrative expenses.

14 FINANCIAL INSTRUMENTS

(a) Fair value of derivative financial instruments

The fair value of financial instruments is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (i.e., an exit price). Management has estimated the value of financial swaps, physical forwards and option contracts for electricity, natural gas, carbon and renewable energy certificates, and generation and transmission capacity contracts using a discounted cash flow method, which employs market forward curves that are either directly sourced from third parties or are developed internally based on third party market data. These curves can be volatile, thus leading to volatility in the mark to market with no immediate impact to cash flows. Gas options have been valued using the Black option value model using the applicable market forward curves and the implied volatility from other market traded options.

The following table illustrates gains (losses) related to Just Energy's derivative financial instruments classified as fair value through profit or loss and recorded on the consolidated statements of financial position as fair value of derivative financial assets and fair value of derivative financial liabilities, with their offsetting values recorded in change in fair value of derivative instruments and other.

	For the year ended March 31, 2017	For the year ended March 31, 2016
Change in fair value of derivative instruments and other		
Physical forward contracts and options (i)	**$ 215,935**	$ 23,901
Financial swap contracts and options (ii)	**144,288**	(39,095)
Foreign exchange forward contracts	**(1,756)**	4,401
Share swap	**(98)**	3,733
Liability associated with exchangeable shares and equity-based compensation	**222**	168
Eurobond conversion feature	**14,261**	(15,380)
Unrealized foreign exchange on Eurobond	**(4,309)**	–
Other derivative options	**6,248**	(531)
Change in fair value of derivative instruments and other	**$ 374,791**	$ (22,803)

The following table summarizes certain aspects of the fair value of derivative financial assets and liabilities recorded in the consolidated statements of financial position as at March 31, 2017:

	Financial assets (current)	Financial assets (non-current)	Financial liabilities (current)	Financial liabilities (non-current)
Physical forward contracts and options (i)	$ 982	$ 983	$ 89,472	$ 124,173
Financial swap contracts and options (ii)	3,207	2,027	65,362	46,246
Foreign exchange forward contracts	565	–	–	295
Share swap	–	–	13,916	–
Eurobond conversion feature	–	–	–	8,010
Other derivative options	6,902	–	43	–
As at March 31, 2017	$ 11,656	$ 3,010	$ 168,793	$ 178,724

The following table summarizes certain aspects of the fair value of derivative financial assets and liabilities recorded in the consolidated statements of financial position as at March 31, 2016:

	Financial assets (current)	Financial assets (non-current)	Financial liabilities (current)	Financial liabilities (non-current)
Physical forward contracts and options (i)	$ 1,109	$ 1,752	$ 276,211	$ 149,478
Financial swap contracts and options (ii)	1,269	1,269	151,371	100,915
Foreign exchange forward contracts	2,496	–	–	470
Share swap	–	–	–	13,818
Eurobond conversion feature	–	–	–	22,271
Other derivative options	116	363	280	–
As at March 31, 2016	$ 4,990	$ 3,384	$ 427,862	$ 286,952

Below is a summary of the financial instruments classified through profit and loss as at March 31, 2017, to which Just Energy has committed:

(i) Physical forward contracts and options consist of:

- Electricity contracts with a total remaining volume of 33,976,901 MWh, a weighted average price of $46.58/MWh and expiry dates up to December 31, 2024.
- Natural gas contracts with a total remaining volume of 68,549,885 GJs, a weighted average price of $4.01/GJ and expiry dates up to October 31, 2021.
- Renewable energy certificates ("REC") and emission-reduction credit contracts with a total remaining volume of 5,883,357 MWh and 628,582 tonnes, respectively, a weighted average price of $24.14/REC and $2.76/tonne, respectively, and expiry dates up to December 31, 2019 and December 31, 2028.
- Electricity generation capacity contracts with a total remaining volume of 8,419 MWCap, a weighted average price of $7,838.59/MWCap and expiry dates up to December 31, 2021.

(ii) Financial swap contracts and options consist of:

- Electricity contracts with a total remaining volume of 20,847,985 MWh, an average price of $41.61/MWh and expiry dates up to July 31, 2022.
- Natural gas contracts with a total remaining volume of 112,012,364 GJs, an average price of $4.09/GJ and expiry dates up to December 31, 2022.
- Electricity generation capacity contracts with a total remaining volume of 618 MWCap, a weighted average price of $2,946.16/MWCap and expiry dates up to October 31, 2020.

These derivative financial instruments create a credit risk for Just Energy since they have been transacted with a limited number of counterparties. Should any counterparty be unable to fulfill its obligations under the contracts, Just Energy may not be able to realize the financial assets' balance recognized in the consolidated financial statements.

Share swap agreement

The Company has entered into a share swap agreement to manage the statements of income volatility associated with the Company's restricted share grant and deferred share grant plans. The value, on inception, of the 2,500,000 shares under this share swap agreement was approximately $33,803. Net monthly settlements received under the share swap agreement are recorded in other income. The Company marks to market the fair value of the share swap agreement and has included that value in the non-current derivative financial liabilities on the consolidated statements of financial position. Changes in the fair value of the share swap agreement are recorded through the consolidated statements of income as a change in fair value of derivative instruments.

Fair value ("FV") hierarchy derivatives

Level 1

The fair value measurements are classified as Level 1 in the FV hierarchy if the fair value is determined using quoted unadjusted market prices.

Level 2

Fair value measurements that require observable inputs other than quoted prices in Level 1, either directly or indirectly, are classified as Level 2 in the FV hierarchy. This could include the use of statistical techniques to derive the FV curve from observable market prices. However, in order to be classified under Level 2, significant inputs must be directly or indirectly observable in the market. Just Energy values its New York Mercantile Exchange ("NYMEX") financial gas fixed-for-floating swaps under Level 2.

Level 3

Fair value measurements that require unobservable market data or use statistical techniques to derive forward curves from observable market data and unobservable inputs are classified as Level 3 in the FV hierarchy. For the supply contracts, Just Energy uses quoted market prices as per available market forward data and applies a price-shaping profile to calculate the monthly prices from annual strips and hourly prices from block strips for the purposes of mark to market calculations. The profile is based on historical settlements with counterparties or with the system operator and is considered an unobservable input for the purposes of establishing the level in the FV hierarchy. For the natural gas supply contracts, Just Energy uses three different market observable curves: i) Commodity (predominately NYMEX), ii) Basis and iii) Foreign exchange. NYMEX curves extend for over five years (thereby covering the length of Just Energy's contracts); however, most basis curves extend only 12 to 15 months into the future. In order to calculate basis curves for the remaining years, Just Energy uses extrapolation, which leads natural gas supply contracts to be classified under Level 3.

For the share swap, Just Energy uses a forward interest rate curve along with a volume weighted average share price. The Eurobond conversion feature is valued using an option pricing model.

The Company's accounting policy is to recognize transfers between levels of the fair value hierarchy on the date of the event or change in circumstances that caused the transfer. There was no transfer into or out of Level 1, Level 2 or Level 3 during the years ended March 31, 2017 or 2016.

Fair value measurement input sensitivity

The main cause of changes in the fair value of derivative instruments is changes in the forward curve prices used for the fair value calculations. Just Energy provides a sensitivity analysis of these forward curves under the "Market risk" section of this note. Other inputs, including volatility and correlations, are driven off historical settlements.

The following table illustrates the classification of derivative financial assets (liabilities) in the FV hierarchy as at March 31, 2017:

	Level 1	Level 2	Level 3	Total
Derivative financial assets	$ –	$ –	$ 14,666	$ 14,666
Derivative financial liabilities	–	(17,741)	(329,776)	(347,517)
Total net derivative liabilities	**$ –**	**$ (17,741)**	**$ (315,110)**	**$ (332,851)**

The following table illustrates the classification of derivative financial assets (liabilities) in the FV hierarchy as at March 31, 2016:

	Level 1	Level 2	Level 3	Total
Derivative financial assets	$ –	$ –	$ 8,374	$ 8,374
Derivative financial liabilities	–	(68,209)	(646,605)	(714,814)
Total net derivative liabilities	$ –	$ (68,209)	$ (638,231)	$ (706,440)

Key assumptions used when determining the significant unobservable inputs included in Level 3 of the FV hierarchy consist of:

(i) up to 5% price extrapolation to calculate monthly prices that extend beyond the market observable 12- to 15-month forward curve,

(ii) discount for counterparty non-performance risk up to 5%, and

(iii) discount rate in the range of 6% to 8%.

The following table illustrates the changes in net fair value of financial assets (liabilities) classified as Level 3 in the FV hierarchy for the following periods:

	Year ended March 31, 2017	Year ended March 31, 2016
Balance, beginning of year	**$ (638,231)**	$ (623,924)
Total gains (losses)	**(42,084)**	(252,062)
Purchases	**(30,265)**	(116,916)
Sales	**2,084**	2,717
Settlements	**393,386**	351,954
Balance, end of year	**$ (315,110)**	$ (638,231)

(b) Classification of non-derivative financial assets and liabilities

As at March 31, 2017 and 2016, the carrying value of cash and cash equivalents, short-term investments, restricted cash, current trade and other receivables, unbilled revenues and trade and other payables approximates their fair value due to their short-term nature.

Long-term debt recorded at amortized cost has a fair value as at March 31, 2017 of $542 million (March 31, 2016 – $690 million) and the interest payable on outstanding amounts is at rates that vary with Bankers' Acceptances, LIBOR, Canadian bank prime rate or U.S. prime rate, with the following exceptions:

(i) the $100 million, $160 million and US$150 million convertible debentures, which are fair valued based on market value; and

(ii) the fair value of the senior unsecured note is based on discounting future cash flows using a discount rate consistent with the above convertible debentures.

The $100 million, $160 million and US$150 million convertible debentures are classified as Level 1 and the senior unsecured note is classified as Level 2 in the FV hierarchy.

(c) Management of risks arising from financial instruments

The risks associated with Just Energy's financial instruments are as follows:

(i) Market risk

Market risk is the potential loss that may be incurred as a result of changes in the market or fair value of a particular instrument or commodity. Components of market risk to which Just Energy is exposed are discussed below.

Foreign currency risk

Foreign currency risk is created by fluctuations in the fair value or cash flows of financial instruments due to changes in foreign exchange rates and exposure as a result of investments in U.S., U.K. and Germany operations.

The performance of the Canadian dollar relative to the U.S. dollar could positively or negatively affect Just Energy's income, as a portion of Just Energy's income is generated in U.S. dollars and is subject to currency fluctuations upon translation to Canadian dollars. Due to its growing operations in the U.S. and Europe, Just Energy expects to have a greater exposure to foreign currency fluctuations in the future than in prior years. Just Energy has economically hedged between 50% and 90% of forecasted cross border cash flows that are expected to occur within the next 12 months and between 0% and 50% of certain forecasted cross border cash flows that are expected to occur within the next 13 to 24 months. The level of economic hedging is dependent on the source of the cash flow and the time remaining until the cash repatriation occurs.

Just Energy may, from time to time, experience losses resulting from fluctuations in the values of its foreign currency transactions, which could adversely affect its operating results. Translation risk is not hedged.

With respect to translation exposure, if the Canadian dollar had been 5% stronger or weaker against the U.S. dollar for the year ended March 31, 2017, assuming that all the other variables had remained constant, profit for the year would have been $28.0 million higher/lower and other comprehensive income would have been $34.2 million lower/higher.

Interest rate risk

Just Energy is only exposed to interest rate fluctuations associated with its floating rate credit facility. Just Energy's current exposure to interest rates does not economically warrant the use of derivative instruments. The Company's exposure to interest rate risk is relatively immaterial and temporary in nature. Just Energy does not currently believe that long-term debt exposes it to material interest rate risks but has set out parameters to actively manage this risk within its Risk Management Policy.

A 1% increase (decrease) in interest rates would have resulted in a decrease (increase) of approximately $332 in profit before income taxes for the year ended March 31, 2017 (2016 – $11).

Commodity price risk

Just Energy is exposed to market risks associated with commodity prices and market volatility where estimated customer requirements do not match actual customer requirements. Management actively monitors these positions on a daily basis in accordance with its Risk Management Policy. This policy sets out a variety of limits, most importantly, thresholds for open positions in the gas and electricity portfolios which also feed a Value at Risk limit. Should any of the limits be exceeded, they are closed expeditiously or express approval to continue to hold is obtained. Just Energy's exposure to market risk is affected by a number of factors, including accuracy of estimation of customer commodity requirements, commodity prices, volatility and liquidity of markets. Just Energy enters into derivative instruments in order to manage exposures to changes in commodity prices. The derivative instruments that are used are designed to fix the price of supply for estimated customer commodity demand and thereby fix margins such that shareholder dividends can be appropriately established. Derivative instruments are generally transacted over the counter. The inability or failure of Just Energy to manage and monitor the above market risks could have a material adverse effect on the operations and cash flows of Just Energy. Just Energy mitigates the exposure to variances in customer requirements that are driven by changes in expected weather conditions through active management of the underlying portfolio, which involves, but is not limited to, the purchase of options including weather derivatives. Just Energy's ability to mitigate weather effects is limited by the degree to which weather conditions deviate from normal.

Commodity price sensitivity – all derivative financial instruments

If all the energy prices associated with derivative financial instruments including natural gas, electricity, verified emission-reduction credits and renewable energy certificates had risen (fallen) by 10%, assuming that all of the other variables had remained constant, profit before income taxes for the year ended March 31, 2017 would have increased (decreased) by $138,237 ($137,432), primarily as a result of the change in fair value of Just Energy's derivative financial instruments.

Commodity price sensitivity – Level 3 derivative financial instruments

If the energy prices associated with only Level 3 derivative financial instruments including natural gas, electricity, verified emission-reduction credits and renewable energy certificates had risen (fallen) by 10%, assuming that all of the other variables had remained constant, profit before income taxes for the year ended March 31, 2017 would have increased (decreased) by $141,772 ($140,989), primarily as a result of the change in fair value of Just Energy's derivative financial instruments.

(ii) Credit risk

Credit risk is the risk that one party to a financial instrument fails to discharge an obligation and causes financial loss to another party. Just Energy is exposed to credit risk in two specific areas: customer credit risk and counterparty credit risk.

Customer credit risk

In Alberta, Texas, Illinois, British Columbia, California, Michigan, Delaware, Ohio, Georgia and the United Kingdom, Just Energy has customer credit risk and, therefore, credit review processes have been implemented to perform credit evaluations of customers and manage customer default. If a significant number of customers were to default on their payments, it could have a material adverse effect on the operations and cash flows of Just Energy. Management factors default from credit risk in its margin expectations for all the above markets.

The aging of the accounts receivable from the above markets was as follows:

	March 31, 2017	March 31, 2016
Current	**$ 96,510**	$ 104,275
1–30 days	**30,672**	33,984
31–60 days	**12,806**	13,129
61–90 days	**8,358**	6,603
Over 90 days	**47,059**	48,382
	$ 195,405	$ 206,373

Changes in the allowance for doubtful accounts related to the balances in the table above were as follows:

	March 31, 2017	March 31, 2016
Balance, beginning of year	**$ 58,789**	$ 58,314
Provision for doubtful accounts	**56,041**	68,531
Bad debts written off	**(64,262)**	(60,304)
Other	**(1,137)**	(7,752)
Balance, end of year	**$ 49,431**	$ 58,789

In the remaining markets, the local distribution companies ("LDCs") provide collection services and assume the risk of any bad debts owing from Just Energy's customers for a fee. Management believes that the risk of the LDCs failing to deliver payment to Just Energy is minimal. There is no assurance that the LDCs providing these services will continue to do so in the future.

Counterparty credit risk

Counterparty credit risk represents the loss that Just Energy would incur if a counterparty fails to perform under its contractual obligations. This risk would manifest itself in Just Energy replacing contracted supply at prevailing market rates, thus impacting the related customer margin. Counterparty limits are established within the Risk Management Policy. Any exceptions to these limits require approval from the Board of Directors of Just Energy. The Risk Department and Risk Committee monitor current and potential credit exposure to individual counterparties and also monitor overall aggregate counterparty exposure. However, the failure of a counterparty to meet its contractual obligations could have a material adverse effect on the operations and cash flows of Just Energy.

As at March 31, 2017, the estimated counterparty credit risk exposure amounted to $14,666 (2016 – $8,374), representing the risk relating to the Company's exposure to derivatives that are in an asset position.

(iii) Liquidity risk

Liquidity risk is the potential inability to meet financial obligations as they fall due. Just Energy manages this risk by monitoring detailed weekly cash flow forecasts covering a rolling six-week period, monthly cash forecasts for the next 12 months, and quarterly forecasts for the following two-year period to ensure adequate and efficient use of cash resources and credit facilities.

The following are the contractual maturities, excluding interest payments, reflecting undiscounted disbursements of Just Energy's financial liabilities:

As at March 31, 2017:

	Carrying amount	Contractual cash flows	Less than 1 year	1–3 years	4–5 years	More than 5 years
Trade and other payables	$ 486,632	$ 486,632	$ 486,632	$ –	$ –	$ –
Long-term debt[1]	498,088	527,743	–	367,743	160,000	–
Gas, electricity and non-commodity contracts	347,517	3,397,692	1,982,896	1,189,745	188,282	36,769
	$ 1,332,237	$ 4,412,067	$ 2,469,528	$ 1,557,488	$ 348,282	$ 36,769

1 Included in long-term debt are the $100,000 and $160,000 relating to convertible debentures and US$150,000 relating to convertible bonds, which may be settled through the issuance of shares at the option of the holder or Just Energy upon maturity.

As at March 31, 2016:

	Carrying amount	Contractual cash flows	Less than 1 year	1–3 years	4–5 years	More than 5 years
Trade and other payables	$ 511,276	$ 511,276	$ 511,276	$ –	$ –	$ –
Long-term debt	660,543	696,221	–	501,416	194,805	–
Gas, electricity and non-commodity contracts	714,814	3,808,888	2,099,984	1,442,238	231,227	35,439
	$ 1,886,633	$ 5,016,385	$ 2,611,260	$ 1,943,654	$ 426,032	$ 35,439

In addition to the amounts noted above, as at March 31, 2017, the contractual net interest payments over the term of the long-term debt with scheduled repayment terms are as follows:

	Less than 1 year	1–3 years	4–5 years	More than 5 years
Interest payments	$ 26,300	$ 37,475	$ 21,600	$ –

(iv) Supplier risk

Just Energy purchases the majority of the gas and electricity delivered to its customers through long-term contracts entered into with various suppliers. Just Energy has an exposure to supplier risk as the ability to continue to deliver gas and electricity to its customers is reliant upon the ongoing operations of these suppliers and their ability to fulfill their contractual obligations. As at March 31, 2017, Just Energy has applied a discount factor to determine the fair value of its financial assets in the amount of $4,980 (2016 – $2,865) to accommodate for its counterparties' risk of default.

15 ACQUISITION OF DB SWDIREKT GMBH AND DB SWPRO GMBH

On December 8, 2016, Just Energy completed the acquisition of 95% of the issued and outstanding shares of SWDirekt, a retail energy company, and 50% of the issued and outstanding shares of SWPro, a sales and marketing company, for $6.2 million, subject to closing adjustments. Terms of the deal include a $2.2 million payment upon the achievement of sales targets. In addition, variable compensation is payable to the selling shareholders, which will be recorded as remuneration expense in the future, subject to the financial performance of the acquired businesses. At this time, it is not practicable to estimate the amount of variable compensation payable in the future.

The acquisition of SWDirekt and SWPro was accounted for using the purchase method of accounting. Just Energy allocated the purchase price to the identified assets and liabilities acquired based on their fair values at the time of acquisition as follows:

Net assets acquired		
Working capital (including cash of $77)	$	361
Property, plant and equipment		56
Intangible assets		6,003
Non-controlling interest		(41)
Other liabilities		(221)
Total consideration	$	6,158

Cash paid, net of estimated working capital adjustment	$	3,994
Contingent consideration		2,164
Total consideration	$	6,158

The purchase price allocation is considered preliminary, and as a result may be adjusted. The transaction costs related to the acquisition of SWDirekt and SWPro have been expensed and are included in other operating expenses in the consolidated income statement.

16 NON-CONTROLLING INTEREST

Financial information of subsidiaries that have non-controlling interests is provided below:

		March 31, 2017		March 31, 2016
Profit (loss) allocated to non-controlling interest				
Just Ventures (a)	**$**	**24,558**	$	17,890
SWDirekt (b)		**(72)**		–
SWPro (b)		**(15)**		–
	$	**24,471**	$	17,890

(a) Just Energy has a 50% interest in Just Ventures. These entities operate out of North Carolina and are involved in the marketing of Just Energy products primarily through Internet and telemarketing-based efforts. The non-controlling shareholder also has a 50% interest in these entities. Management has determined that Just Energy controls these entities due to its ability to affect the variable returns from these entities as a result of its control over the structuring and pricing of products, determining credit risk, servicing and billing customers and the level of input on the marketing activity in given regions. During the year, Just Energy paid $24,471 (2016 – $17,890) in distributions to non-controlling interest.

(b) Just Energy owns 95% of the issued and outstanding shares of db swdirekt GmbH ("SWDirekt") and 50% of the issued and outstanding shares of db swpro GmbH ("SWPro"), and, therefore, has treated the 5% and 50%, respectively, that is not owned by Just Energy as a non-controlling interest.

The summarized financial information of these subsidiaries is provided below. This information is based on 100% of the entities' activities before intercompany eliminations.

		Just Ventures		**SWDirekt**		**SWPro**
Summarized financial information for 2017:						
Gross margin	**$**	**82,357**	**$**	**5**	**$**	**(43)**
Selling and marketing expenses		**34,264**		**235**		**100**
Profit from operations		**48,093**		**(349)**		**(143)**
Cash flows provided by operating activities		**48,093**		**(349)**		**(143)**
Cash flows used in financing activities		**(48,093)**		**–**		**–**

	Just Ventures	SWDirekt	SWPro
Summarized financial information for 2016:			
Gross margin	$ 78,774	$ –	$ –
Selling and marketing expenses	42,994	–	–
Profit from operations	35,780	–	–
Cash flows provided by operating activities	35,780	–	–
Cash flows used in financing activities	(35,780)	–	–

17 LONG-TERM DEBT AND FINANCING

	March 31, 2017	March 31, 2016
Credit facility (a)	**$ 68,258**	$ –
Less: Debt issue costs (a)	**(2,257)**	(2,980)
6.75% convertible debentures (b)	**145,579**	–
6.5% convertible bonds (c)	**190,486**	182,564
5.75% convertible debentures (d)	**96,022**	93,637
6.0% convertible debentures (e)	**–**	311,028
Senior unsecured note (f)	**–**	80,000
Less: Debt issue costs (f)	**–**	(3,706)
	$ 498,088	$ 660,543

Future annual minimum repayments are as follows:

	Less than 1 year	1–3 years	4–5 years	More than 5 years	Total
Credit facility (a)	$ –	$ 68,258	$ –	$ –	$ 68,258
6.75% convertible debentures (b)	–	–	160,000	–	160,000
6.5% convertible bonds (c)	–	199,485	–	–	199,485
5.75% convertible debentures (d)	–	100,000	–	–	100,000
	$ –	$ 367,743	$ 160,000	$ –	$ 527,743

The following table details the finance costs for the year ended March 31. Interest is expensed based on the effective interest rate.

	2017	2016
Credit facility (a)	**$ 10,564**	$ 6,832
6.75% convertible debentures (b)	**7,090**	–
6.5% convertible bonds (c)	**16,418**	15,991
5.75% convertible debentures (d)	**8,135**	7,942
6.0% convertible debentures (e)	**19,396**	27,464
Loss on redemption of 6.0% convertible debentures (e)	**4,415**	–
Senior unsecured note (f)	**10,999**	14,311
Unwinding of discount and other	**1,060**	–
	$ 78,077	$ 72,540

(a) As at March 31, 2017, Just Energy has a $342.5 million credit facility to meet working capital requirements, which includes an increase to the capacity by $50 million for a letter of credit facility (the "LC facility"), effective December 30, 2016. The principal amount outstanding under the LC facility is guaranteed by Export Development Canada under its Account Performance Security Guarantee Program. The syndicate of lenders for the credit facility includes Shell Energy North America (Canada) Inc./Shell Energy North America (US), L.P., Canadian Imperial Bank of Commerce, National Bank of Canada, HSBC Bank Canada, Alberta Treasury Branches, JP Morgan Chase Bank, N.A. and Canadian Western Bank. The term of the credit facility expires on September 1, 2018.

Interest is payable on outstanding loans at rates that vary with Bankers' Acceptance rates, LIBOR, Canadian bank prime rate or U.S. prime rate. Under the terms of the operating credit facility, Just Energy is able to make use of Bankers' Acceptances and LIBOR advances at stamping fees of 3.40%. Prime rate advances are at rates of interest of bank prime plus 2.40% and letters of credit are at rates of 3.40%. Interest rates are adjusted quarterly based on certain financial performance indicators. As at March 31, 2017, the Canadian prime rate was 2.70% and the U.S. prime rate was 4.00%.

As at March 31, 2017, $68.3 million has been drawn against the facility but total letters of credit outstanding as of March 31, 2017 amounted to $109.2 million (March 31, 2016 – $130.0 million). As at March 31, 2017, Just Energy has $160.1 million of the facility remaining for future working capital and/or security requirements. Just Energy's obligations under the credit facility are supported by guarantees of certain subsidiaries and affiliates and collateralized by a general security agreement and a pledge of the assets and securities of Just Energy and the majority of its operating subsidiaries and affiliates excluding, primarily, the U.K., Barbados and German operations. Just Energy is required to meet a number of financial covenants under the credit facility agreement. As at March 31, 2017, the Company was compliant with all of these covenants.

(b) On October 5, 2016, Just Energy issued $160 million of convertible unsecured senior subordinated debentures (the "6.75% convertible debentures"). The 6.75% convertible debentures bear interest at an annual rate of 6.75%, payable semi-annually in arrears on June 30 and December 31 in each year, and have a maturity date of December 31, 2021. Each $1,000 principal amount of the 6.75% convertible debentures is convertible at the option of the holder at any time prior to the close of business on the earlier of the maturity date and the last business day immediately preceding the date fixed for redemption into 107.5269 common shares of Just Energy, representing a conversion price of $9.30, subject to certain anti-dilution provisions. Holders who convert their debentures will receive accrued and unpaid interest for the period from and including the date of the latest interest payment up to, but excluding, the date of conversion.

The 6.75% convertible debentures will not be redeemable at the option of the Company on or before December 31, 2019. After December 31, 2019 and prior to December 31, 2020, the 6.75% convertible debentures may be redeemed in whole or in part from time to time at the option of the Company on not more than 60 days' and not less than 30 days' prior notice, at a price equal to their principal amount plus accrued and unpaid interest, provided that the weighted average trading price of the common shares of Just Energy on the Toronto Stock Exchange (the "TSX") for the 20 consecutive trading days ending five trading days preceding the date on which the notice of redemption is given is at least 125% of the conversion price. On or after December 31, 2020, the 6.75% convertible debentures may be redeemed in whole or in part from time to time at the option of the Company on not more than 60 days' and not less than 30 days' prior notice, at a price equal to their principal amount plus accrued and unpaid interest.

The conversion feature of the 6.75% convertible debentures has been accounted for as a separate component of shareholders' deficit in the amount of $8.0 million. Upon initial recognition of the convertible debentures, Just Energy recorded a deferred tax liability of $2.1 million and reduced the equity component of the convertible debentures by this amount. The remainder of the net proceeds of the 6.75% convertible debentures has been recorded as long-term debt, which is being accreted up to the face value of $160 million over the term of the 6.75% convertible debentures using an effective interest rate of 9.1%. If the 6.75% convertible debentures are converted into common shares, the value of the conversion will be reclassified to share capital along with the principal amount converted. No amounts of the 6.75% convertible debentures have been converted or redeemed as at March 31, 2017.

(c) On January 29, 2014, Just Energy issued US$150 million of European-focused senior unsecured convertible bonds (the "6.5% convertible bonds"). The 6.5% convertible bonds bear interest at an annual rate of 6.5%, payable semi-annually in arrears in equal installments on January 29 and July 29 in each year, and have a maturity date of July 29, 2019. The Company incurred transaction costs of $5,215 and has shown these costs net of the 6.5% convertible bonds.

A Conversion Right in respect of a bond may be exercised, at the option of the holder thereof, at any time from May 30, 2014 to July 7, 2019. The initial conversion price is US$9.3762 per common share (being C$10.2819) but is subject to adjustments. In the event of the exercise of a Conversion Right, the Company may, at its option, subject to applicable regulatory approval and provided no event of default has occurred and is continuing, elect to satisfy its obligation in cash equal to the market value of the underlying shares to be received.

As a result of the debt being denominated in a different functional currency than that of Just Energy, the conversion feature is recorded as a financial liability instead of a component of equity. Therefore, the conversion feature of the 6.5% convertible bonds has been accounted for as a separate financial liability with an initial value of US$8,517. The remainder of the net proceeds of the 6.5% convertible bonds has been recorded as long-term debt, which is being accreted up to the face value of $150 million over the term of the 6.5% convertible bonds using an effective interest rate of 8.8%. At each reporting period, the conversion feature is recorded at fair value with changes in fair value recorded through profit or loss. As at March 31, 2017, the fair value of this conversion feature is US$6,023 and is included in other non-current financial liabilities. No amounts of the 6.5% convertible debentures have been converted or redeemed as at March 31, 2017. The Company has made an immaterial adjustment in regards to the 6.5% convertible bonds previously designated as a hedge of the Company's U.S. dollar net investment, as it was determined that the hedging relationship should be discontinued. As a result, $20,878 of unrealized foreign exchange was reclassified from accumulated other comprehensive income to deficit in the comparative figures.

(d) In September 2011, Just Energy issued $100 million of convertible unsecured subordinated debentures (the "5.75% convertible debentures"), which was used to fund an acquisition. The 5.75% convertible debentures bear interest at an annual rate of 5.75%, payable semi-annually on March 31 and September 30 in each year, and have a maturity date of September 30, 2018. Each $1,000 principal amount of the 5.75% convertible debentures is convertible at the option of the holder at any time prior to the close of business on the earlier of the maturity date and the last business day immediately preceding the date fixed for redemption into 56.0 common shares of Just Energy, representing a conversion price of $17.85 per common share. On or after September 30, 2016, the 5.75% convertible debentures may be redeemed in whole or in part from time to time at the option of the Company on not more than 60 days' and not less than 30 days' prior notice, at a price equal to their principal amount plus accrued and unpaid interest.

The Company may, at its option, on not more than 60 days' and not less than 30 days' prior notice, subject to applicable regulatory approval and provided no event of default has occurred and is continuing, elect to satisfy its obligation to repay all or any portion of the principal amount of the 5.75% convertible debentures that are to be redeemed or that are to mature, by issuing and delivering to the holders thereof that number of freely tradable common shares determined by dividing the principal amount of the 5.75% convertible debentures being repaid by 95% of the current market price on the date of redemption or maturity, as applicable.

The conversion feature of the 5.75% convertible debentures has been accounted for as a separate component of shareholders' deficit in the amount of $10,188. Upon initial recognition of the convertible debentures, Just Energy recorded a deferred tax liability of $2,579 and reduced the equity component of the convertible debentures by this amount. The remainder of the net proceeds of the 5.75% convertible debentures has been recorded as long-term debt, which is being accreted up to the face value of $100 million over the term of the 5.75% convertible debentures using an effective interest rate of 8.6%. If the 5.75% convertible debentures are converted into common shares, the value of the conversion will be reclassified to share capital along with the principal amount converted. No amounts of the 5.75% convertible debentures have been converted or redeemed as at March 31, 2017.

(e) In May 2010, Just Energy issued $330 million of convertible extendible unsecured subordinated debentures (the "6.0% convertible debentures"). The 6.0% convertible debentures bear interest at a rate of 6.0% per annum payable semi-annually in arrears on June 30 and December 31, with an original maturity date of June 30, 2017.

On November 7, 2016, Just Energy redeemed $225 million of the 6.0% convertible debentures. Of the amount paid, $222 million was recorded as a reduction in the liability component of the 6.0% convertible debentures, a non-cash loss on early redemption of $3.1 million was classified as finance costs, and $12.9 million was recorded as an increase in contributed surplus. On February 21, 2017, Just Energy redeemed $94.6 million of the 6.0% convertible debentures. Of the amount paid, $93.4 million was recorded as a reduction in the liability component of the 6.0% convertible debentures, a non-cash loss on early redemption of $1.3 million was classified as finance costs, and $5.4 million was recorded as an increase in contributed surplus.

In addition to the $225 million and $94.6 million redemptions mentioned above, Just Energy purchased and retired $1.8 million (2016 – $6.9 million) of the 6.0% convertible debentures during the year ended March 31, 2017. During the year, the Company paid $1.9 million (2016 – $6.9 million), reducing the net book value by $1.7 million (2016 – $6.7 million), and the loss was recorded as an increase to interest expense. As at March 31, 2017, the face value of this debenture is $nil (2016 – $321.4 million).

(f) The senior unsecured note was originally issued in the amount of $105 million bearing interest at 9.75% and maturing in June 2018. Just Energy early redeemed $25 million on March 31, 2016 and June 30, 2016, respectively, with the remaining $55 million repaid on October 5, 2016.

18 PROVISIONS

	2017	2016
Cost		
Balance, beginning of year	$ 17,989	$ 19,206
Provisions made during the year	–	2,292
Provisions reversed and used during the year	(10,602)	(3,976)
Unwinding of discount	389	(10)
Foreign exchange impact	439	477
Balance, end of year	$ 8,215	$ 17,989
Current	8,215	13,573
Non-current	–	4,416
	$ 8,215	$ 17,989

Legal proceedings

In March 2012, Davina Hurt and Dominic Hill filed a lawsuit against Commerce Energy Inc., Just Energy Marketing Corp. and the Company (collectively referred to as "Just Energy") in the Ohio Federal Court claiming entitlement to payment of minimum wage and overtime under Ohio wage claim laws and the federal Fair Labor Standards Act ("FLSA") on their own behalf and similarly situated door-to-door sales representatives who sold for Commerce in certain regions of the United States. The Court granted the plaintiffs' request to certify the lawsuit as a class action. Approximately 1,800 plaintiffs opted into the federal minimum wage and overtime claims, and approximately 8,000 plaintiffs were certified as part of the Ohio state overtime claims. A jury trial on the liability phase was completed on October 6, 2014. The jury refused to find a wilful violation by Just Energy but reached a verdict that supports the plaintiffs' class and collective action that certain individuals were not properly classified as outside salespeople in order to qualify for an exemption under the minimum wage and overtime requirements pursuant to the FLSA and Ohio wage and hour laws. Just Energy disagrees with the result of the October 2014 trial and is of the opinion that it is not supported by existing law and precedent. On January 9, 2015, the Court struck the plaintiffs' damage expert report. Potential amounts owing have yet to be determined and will be subject to a separate damage phase proceeding. Just Energy made a request for an early appeal of the liability phase decision (before the damage phase was completed), referred to as an interlocutory appeal. The trial judge granted Just Energy's request. But in November 2015, the United States Court of Appeals for the Sixth Circuit refused the early appeal, indicating the issues did not warrant early review. Just Energy's appeal opportunities remain open after conclusion of the damages phase, which still remains unscheduled by the Court. Just Energy strongly believes it complied with the law and continues to vigorously defend against the claims.

In August 2013, Levonna Wilkins, a former door-to-door independent contractor for Just Energy Marketing Corp. ("JEMC"), filed a lawsuit against Just Energy Illinois Corp., Commerce Energy Inc., JEMC and the Company (collectively referred to as "Just Energy") in the Illinois Federal District Court claiming entitlement to payment of minimum wage and overtime under Illinois wage claim laws and the FLSA on her own behalf and similarly situated door-to-door sales representatives who sold in Illinois. On March 13, 2015, the Court granted Wilkins' request to certify the lawsuit as a class action to include a class made up of Illinois sales representatives who sold for Just Energy Illinois and Commerce. On March 22, 2016, Just Energy's summary judgment motion to dismiss Wilkins' claims was denied. On June 16, 2016, the Court granted Just Energy's motion for reconsideration which objected to Wilkins' class definition and revised the definition to exclude sales representatives who sold for Commerce. Wilkins decided not to seek leave to file an interlocutory appeal of the Court's June 16 order. No trial date has been scheduled. Just Energy strongly believes it complied with the law and continues to vigorously contest this matter.

In March 2015, Kevin Flood, a former door-to-door independent contractor for Just Energy Marketing Corp., filed a lawsuit against JEMC, Just Energy New York Corp. and the Company (collectively referred to as "Just Energy") in New York Federal District Court (Southern District) claiming entitlement to payment of minimum wage and overtime under New York wage claim laws and the FLSA on his own behalf and similarly situated door-to-door sales representatives who sold in New York. On January 25, 2016, the Court granted Flood's request to certify the lawsuit as a class action for the FLSA claims to include a class made up of New York sales representatives who sold for Just Energy New York. 167 individuals opted in to the FLSA class. Flood also filed a request to certify the lawsuit as a class action for alleged violations of the New York wage claim laws, and Just Energy filed responsive papers. On January 20, 2017, the Court granted Just Energy's motion for summary judgment dismissing Flood's claims and denied the motion to certify the class action. Opt-in plaintiffs did not file any statements by the Court's February 3, 2017 deadline demonstrating that their claims are not similarly situated from Flood's claims, and therefore, their claims are dismissed. On February 16, 2017, Flood and opt-in plaintiffs filed an appeal of the dismissal of the Federal District Court's order to the Court of Appeals for the Second Circuit. The appeal remains pending. Just Energy strongly believes it complied with the law and will vigorously contest the appeal of the dismissal.

In May 2015, Kia Kordestani, a former door-to-door independent contractor ("IC") sales representative for Just Energy Corp., filed a lawsuit against Just Energy Corp., Just Energy Ontario L.P. and the Company (collectively referred to as "Just Energy") in the Superior Court of Justice, Ontario, claiming status as an employee and seeking benefits and protections of the Employment Standards Act such as minimum wage, overtime pay, and vacation and public holiday pay on his own behalf and similarly situated door-to-door sales representatives who sold in Ontario. On Just Energy's request, Mr. Kordestani was removed as a plaintiff but replaced with Haidar Omarali, also a former door-to-door sales representative. In August 2015, Omarali filed a motion to certify a proposed class action of door-to-door sales representatives, and the Court set a hearing for June 21, 2016. The Court issued its certification decision on July 27, 2016, which granted Omarali's request for certification with certain changes. Importantly, the Court refused to certify Omarali's request for damages on an aggregate basis, finding that any alleged class member damages "cannot be determined without proof by individual class members", and the Court left any further resolution on this issue to the common issues trial judge. The Court also refused to certify Omarali's request for the option of punitive damages against Just Energy and found that there was no evidence that Just Energy's conduct justified a punitive damages question, largely because the evidence presented showed that over the years Just Energy was "reassured that their sales agents were indeed ICs, not employees" by "various administrative agencies including the Canada Revenue Agency, the Workplace Safety and Insurance Board, and at least on one occasion before an employment officer of the Employment Standards Act". At Just Energy's request, the Court also certified a common issue on limitations which presents the question of whether claims for services provided before May 2013 are barred by the two-year limitations period set by statute. On September 16, 2016, Just Energy filed a motion for leave to appeal the class certification, which the Court denied on November 17, 2016. Per the court order, notice of the lawsuit was issued to class members in late February 2017. The parties will work with the Court to set examination and procedural deadlines. No trial date has been scheduled. Just Energy strongly believes it complied with the law and continues to vigorously contest this matter.

19 INCOME TAXES

(a) Tax expense

		2017		2016
Current tax expense	$	**27,123**	$	13,890
Deferred tax expense (benefit)				
Origination and reversal of temporary differences	$	**152,945**	$	5,867
Benefit arising from previously unrecognized tax loss or temporary difference		**(136,837)**		(20,075)
Deferred tax expense (benefit)		**16,108**		(14,208)
Provision for (recovery of) income taxes	$	**43,231**	$	(318)

(b) Reconciliation of the effective tax rate

The provision for income taxes represents an effective rate different than the Canadian corporate statutory rate of 26.50% (2016 – 26.50%).

	2017	2016
Income before income taxes	$ 514,114	$ 82,176
Combined statutory Canadian federal and provincial income tax rate	26.50%	26.50%
Income tax expense based on statutory rate	$ 136,240	$ 21,777
Increase (decrease) in income taxes resulting from:		
Benefit of mark to market loss and other temporary differences not recognized	$ (136,837)	$ (20,075)
Variance between combined Canadian tax rate and the tax rate applicable to foreign earnings	40,396	9,080
Other permanent items	3,432	(11,100)
Total income tax benefit	$ 43,231	$ (318)

(c) Recognized deferred tax assets and liabilities

Recognized deferred tax assets and liabilities are attributed to the following:

	2017	2016
Mark to market losses on derivative instruments	$ 28,667	$ 51,142
Tax losses and excess of tax basis over book basis	9,893	14,894
Partnership loss deferred for tax purposes	–	143
Total deferred tax asset	38,560	66,179
Offset of deferred taxes	(17,292)	(26,594)
Net deferred tax asset	$ 21,268	$ 39,585
Partnership income deferred for tax purposes	$ (8,281)	$ (22,449)
Mark to market gains on derivative instruments	(391)	(665)
Book to tax differences on other assets	(4,476)	(848)
Convertible debentures	(4,144)	(2,634)
Total deferred tax liability	(17,292)	(26,596)
Offset of deferred taxes	17,292	26,594
Net deferred tax liability	$ –	$ (2)

(d) Movement in deferred tax balances

		Balance April 1, 2016		Recognized in profit or loss		Cumulative translation adjustment		Balance March 31, 2017
Partnership income deferred for tax	$	(22,306)	$	14,025	$	–	$	(8,281)
Book to tax differences – customer contracts		(5,139)		5,139		–		–
Book to tax differences on other assets		19,181		(11,557)		(2,207)		5,417
Mark to market gains (losses) on derivative instruments		50,481		(22,205)		–		28,276
Convertible debentures		(2,634)		(1,510)		–		(4,144)
	$	39,583	$	(16,108)	$	(2,207)	$	21,268

		Balance April 1, 2015		Recognized in profit or loss		Cumulative translation adjustment		Balance March 31, 2016
Partnership income deferred for tax	$	(23,367)	$	1,061	$	–	$	(22,306)
Book to tax differences – customer contracts		(5,139)		–		–		(5,139)
Book to tax differences on other assets		11,537		7,644		–		19,181
Mark to market gains (losses) on derivative instruments		51,646		(1,165)		–		50,481
Convertible debentures		(9,303)		6,669		–		(2,634)
	$	25,374	$	14,209	$	–	$	39,583

(e) Unrecognized deferred tax assets

Deferred tax assets not reflected as at March 31 are as follows:

		2017		2016
Losses available for carryforward	$	55,745	$	48,560
Mark to market on losses on derivative instruments		86,767		200,074
Excess of tax over book basis		14,718		6,666
AMT credit carryforward		2,068		–

Losses available for carryforward (recognized and unrecognized) are set to expire as follows:

2029	$	–
2030		–
2031 and thereafter		139,363
Total	$	139,363

20 SHAREHOLDERS' CAPITAL

Just Energy is authorized to issue an unlimited number of common shares and 50,000,000 preferred shares issuable in series, both with no par value. Shares outstanding have no preferences, rights or restrictions attached to them.

On February 7, 2017, Just Energy closed its underwritten public offering of 4,000,000 of its 8.50% Series A Fixed-to-Floating Rate Cumulative Redeemable Perpetual Preferred Shares (the "preferred shares") at a public offering price of US$25.00 per preferred share, for gross proceeds of US$100 million. In addition, concurrently with the closing of the public offering of preferred shares, Just Energy closed a non-brokered private placement of 40,000 preferred shares at a price of US$25.00 per preferred share, for gross proceeds of US$1 million.

Details of issued and outstanding shareholders' capital are as follows:

	Year ended March 31, 2017		Year ended March 31, 2016	
	Shares	**Amount**	Shares	Amount
Common shares: Issued and outstanding				
Balance, beginning of year	**147,183,778**	**$ 1,069,434**	146,559,176	$ 1,063,423
Share-based awards exercised	**679,760**	**7,191**	624,602	6,011
Repurchase and cancellation of shares	**(850,000)**	**(6,549)**	–	–
Balance, end of year	**147,013,538**	**$ 1,070,076**	147,183,778	$ 1,069,434
Preferred shares: Issued and outstanding				
Balance, beginning of year	**–**	**$ –**	–	$ –
Shares issued for cash	**4,040,000**	**132,973**	–	–
Preferred shares issuance cost	**–**	**(4,610)**	–	–
Balance, end of year	**4,040,000**	**$ 128,363**	–	$ –
Shareholders' capital	**151,053,538**	**$ 1,198,439**	147,183,778	$ 1,069,434

21 ACCUMULATED OTHER COMPREHENSIVE INCOME

Foreign currency translation adjustments are as follows:

	2017	2016
Balance, beginning of year	**$ 69,786**	$ 77,271
Other comprehensive loss to be reclassified to profit or loss in subsequent years:		
Unrealized foreign currency translation adjustment	**575**	(7,485)
Balance, end of year	**$ 70,361**	$ 69,786

22 SHARE-BASED COMPENSATION PLANS

(a) Stock option plan

Just Energy may grant awards under its 2010 share option plan (formerly the 2001 Unit Option Plan) to directors, officers, full-time employees and service providers (non-employees) of Just Energy and its subsidiaries and affiliates. In accordance with the share option plan, Just Energy may grant options to a maximum of 11,300,000 shares. As at March 31, 2017, there were 814,166 options still available for grant under the plan. Of the options issued, 500,000 options remain outstanding at March 31, 2017 with an exercise price of $7.88. The exercise price of the share options equals the closing market price of the Company's shares on the last business day preceding the grant date. The share options vest over periods ranging from three to five years from the grant date and expire after five or ten years from the grant date.

(b) Restricted share grants

Just Energy grants awards under the 2010 Restricted Share Grants Plan (formerly the 2004 unit appreciation rights, "UARs") in the form of fully paid RSGs to senior officers, employees and service providers of its subsidiaries and affiliates. As at March 31, 2017, there were 4,107,830 RSGs (2016 – 4,591,312) still available for grant under the plan. Of the RSGs issued, 1,668,780 remain outstanding as at March 31, 2017 (2016 – 1,740,363). Except as otherwise provided, (i) the RSGs vest from one to five years from the grant date providing, in most cases, on the applicable vesting date the RSG grantee continues as a senior officer, employee or service provider of Just Energy or any affiliate thereof; (ii) the RSGs expire no later than ten years from the grant date; (iii) a holder of RSGs is entitled to payments at the same rate as dividends paid to JEGI shareholders; and (iv) when vested, the holder of an RSG may exchange one RSG for one common share.

There are 560,000 RSGs granted to senior management that do not receive dividend payments. In addition to a continued employment condition for vesting, there are certain share price targets that must be met.

RSGs available for grant

	2017	2016
Balance, beginning of year	**4,591,312**	28,024
Add: Increase in RSGs available for grant	**–**	5,000,000
Less: Granted	**(676,270)**	(592,084)
Add: Cancelled/forfeited	**192,788**	155,372
Balance, end of year	**4,107,830**	4,591,312

The average grant date fair value of RSGs granted in the year was $7.91 (2016 – $6.09).

(c) Performance bonus grants

Just Energy grants awards under the 2013 performance bonus incentive plan (the "PBG Plan") in the form of fully paid PBGs to senior officers, employees, consultants and service providers of its subsidiaries and affiliates. As at March 31, 2017, there were 2,650,513 (2016 – 2,842,409) PBGs still available for grant under the PBG Plan. Of the PBGs issued, 1,158,025 remain outstanding as at March 31, 2017 (2016 –1,084,903). Except as otherwise provided, (i) the PBGs will entitle the holder to be paid in three equal installments of one-third on each of the first, second and third anniversaries of the grant date providing, in most cases, that on the applicable vesting date the PBG grantee continues as a senior officer, employee, consultant or service provider of Just Energy or any affiliate thereof; (ii) the PBGs expire no later than three years from the grant date; (iii) a holder of PBGs is entitled to payments at the same rate as dividends paid to JEGI shareholders; and (iv) when vested, Just Energy, at its sole discretion, shall have the option of settling payment for the PBGs, to which the holder is entitled in the form of either cash or in common shares.

PBGs available for grant

	2017	2016
Balance, beginning of year	**2,842,409**	3,106,896
Less: Granted	**(278,680)**	(371,100)
Add: Cancelled/forfeited	**86,784**	106,613
Balance, end of year	**2,650,513**	2,842,409

The average grant date fair value of PBGs granted in the year was $7.96 (2016 – $6.03).

(d) Deferred share grants

Just Energy grants awards under its 2010 Directors' Compensation Plan (formerly the 2004 Directors' deferred unit grants, "DUGs") to all independent directors on the basis that each director is required to annually receive 15% of their compensation entitlement in DSGs and/or common shares and may elect to receive all or any portion of the balance of their annual compensation in DSGs and/or common shares. The holders of DSGs and/or common shares are also granted additional DSGs/common shares on a monthly basis equal to the monthly dividends paid to the shareholders of Just Energy. The DSGs vest on the earlier of the date of the director's resignation or three years following the date of grant and expire ten years following the date of grant. As at March 31, 2017, there were 117,936 DSGs (2016 – 147,430) available for grant under the plan. Of the DSGs issued, 93,506 DSGs (2016 – 69,933) remain outstanding as at March 31, 2017.

DSGs available for grant

	2017	2016
Balance, beginning of year	**147,430**	178,136
Less: Granted	**(29,494)**	(30,706)
Balance, end of year	**117,936**	147,430

The weighted average grant date fair value of DSGs granted in the year was $7.54 (2016 – $8.09).

23 REPORTABLE BUSINESS SEGMENTS

Just Energy's reportable segments include the following: Consumer Energy and Commercial Energy.

Transactions between operating segments are in the normal course of operations and are recorded at the exchange amount. Allocations made between segments for shared assets or allocated expenses are based on the number of customers in the respective segments.

Management monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on operating profit or loss and is measured consistently with operating profit or loss in the consolidated financial statements. Just Energy is not considered to have any key customers.

For the year ended March 31, 2017

	Consumer division	Commercial division	Consolidated
Sales	$ 2,083,833	$ 1,673,221	$ 3,757,054
Gross margin	512,919	183,052	695,971
Amortization of property, plant and equipment	6,259	320	6,579
Amortization of intangible assets	13,637	2,304	15,941
Administrative expenses	129,882	38,551	168,433
Selling and marketing expenses	142,883	83,425	226,308
Other operating expenses	51,914	10,203	62,117
Operating profit for the year	$ 168,344	$ 48,249	$ 216,593
Finance costs			(78,077)
Change in fair value of derivative instruments and other			374,791
Other income			807
Provision for income taxes			(43,231)
Profit for the year			$ 470,883
Capital expenditures	$ 17,681	$ 8,708	$ 26,389
Total goodwill	$ 146,669	$ 142,532	$ 289,201
Total assets	$ 889,063	$ 348,892	$ 1,237,955
Total liabilities	$ 1,240,347	$ 146,934	$ 1,387,281

For the year ended March 31, 2016

	Consumer division		Commercial division		Consolidated
Sales	$	2,177,538	$	1,928,322	$ 4,105,860
Gross margin		538,646		163,642	702,288
Amortization of property, plant and equipment		3,378		228	3,606
Amortization of intangible assets		13,691		3,372	17,063
Administrative expenses		130,253		40,077	170,330
Selling and marketing expenses		163,153		94,196	257,349
Other operating expenses		63,880		9,999	73,879
Operating profit for the year	$	164,291	$	15,770	$ 180,061
Finance costs					(72,540)
Change in fair value of derivative instruments and other					(22,803)
Other expense					(2,542)
Recovery of income taxes					318
Profit for the year					$ 82,494
Capital expenditures	$	11,363	$	5,596	$ 16,959
Total goodwill	$	143,061	$	137,452	$ 280,513
Total assets	$	530,190	$	769,599	$ 1,299,789
Total liabilities	$	1,427,709	$	523,167	$ 1,950,876

Sales from external customers
The revenue is based on the location of the customer:

	For the year ended March 31, 2017	For the year ended March 31, 2016
Canada	**$ 476,208**	$ 533,078
United States	**2,793,004**	3,120,617
United Kingdom	**487,712**	452,165
Germany	**130**	–
Total	**$ 3,757,054**	$ 4,105,860

Non-current assets
Non-current assets by geographic segment consist of property, plant and equipment and intangible assets and are summarized as follows:

	As at March 31, 2017	As at March 31, 2016
Canada	**$ 189,911**	$ 194,236
United States	**182,840**	175,758
United Kingdom	**844**	924
Germany	**6,074**	–
Total	**$ 379,669**	$ 370,918

24 OTHER EXPENSES

(a) Other operating expenses

	For the year ended March 31, 2017	For the year ended March 31, 2016
Amortization of other intangible assets	$ 15,941	$ 17,063
Amortization of property, plant and equipment	6,579	3,606
Bad debt expense	56,041	68,531
Share-based compensation	6,076	5,348
	$ 84,637	$ 94,548

(b) Amortization and energy costs included in cost of sales in the consolidated statement of income

	For the year ended March 31, 2017	For the year ended March 31, 2016
Amortization	$ 2,974	$ 2,543
Direct energy costs and other	3,058,109	3,401,029
	$ 3,061,083	$ 3,403,572

(c) Employee benefits expense

	For the year ended March 31, 2017	For the year ended March 31, 2016
Wages, salaries and commissions	$ 206,499	$ 222,910
Benefits	19,946	29,246
	$ 226,445	$ 252,156

25 IMPAIRMENT TESTING OF GOODWILL AND INTANGIBLE ASSETS WITH INDEFINITE LIVES

Goodwill acquired through business combinations and intangible assets with indefinite lives have been allocated to one of two cash-generating units, which are also operating and reportable segments, for impairment testing. These units are the Consumer division and Commercial division.

For impairment testing, goodwill and brand have been allocated as follows:

	Consumer division		Commercial division		Total	
	2017	2016	2017	2016	2017	2016
Goodwill	$ 146,669	$ 143,061	$ 142,532	$ 137,452	$ 289,201	$ 280,513
Brand	16,491	16,104	14,663	14,319	31,154	30,423
	$ 163,160	$ 159,165	$ 157,195	$ 151,771	$ 320,355	$ 310,936

Just Energy performed its annual impairment test as at March 31, 2017. Just Energy considers the relationship between its market capitalization and its book value, among other factors, when reviewing for indicators of impairment. As at March 31, 2017, the market capitalization of Just Energy was above the book value of its equity.

The recoverable amount of each of the CGUs has been determined based on a value-in-use calculation using cash flow projections from financial budgets covering a five-year period. The projections for the first year have been approved by the Audit Committee; the assumptions used in the following years have been approved by senior management. The calculation of the value-in-use for each unit is most sensitive to the following assumptions:

- Customer consumption assumptions used in determining gross margin
- New customer additions and attrition and renewals
- Selling and marketing costs
- Discount rates
- Growth rates used to extrapolate cash flows beyond the budget period

Customer consumption is forecasted using normalized historical correlation between weather and customer consumption and weather projections. A 5% decrease in the consumption assumptions would not have an impact on the results of the impairment test.

New customer additions and attrition and renewal rate estimates are based on historical results and are adjusted for new marketing initiatives that are included in the budget. A 5% decrease annually in the overall customer base would not have an impact on the results of the impairment test.

Selling and marketing costs fluctuate with customer additions, renewals and attrition. Selling and marketing costs used in the financial forecast are based on assumptions consistent with the above new customer additions, renewals and attritions. Rates used are based on historical information and are adjusted for new marketing initiatives included in the budget. A 5% increase annually in selling and marketing costs would not have an impact on the results of the impairment test.

Discount rates represent the current market assessment of the risks specific to the Company, regarding the time value of money and individual risks of the underlying assets. The discount rate calculation is based on the specific circumstances of Just Energy and its operating segments and is derived from its weighted average cost of capital ("WACC"). The WACC takes into account both debt and equity. The cost of equity is derived from the expected return on investment by Just Energy's investors and the cost of debt is based on the interest bearing borrowings the Company is obliged to service. Just Energy used a discount rate of 8.6%. A 5% increase in the WACC would not have an impact on the results of the impairment test.

26 EARNINGS PER SHARE

	For the year ended March 31, 2017	For the year ended March 31, 2016
BASIC EARNINGS PER SHARE		
Earnings available to shareholders	**$ 446,412**	$ 64,604
Basic weighted average shares outstanding	**147,589,186**	146,866,817
Basic earnings per share available to shareholders	**$ 3.02**	$ 0.44
DILUTED EARNINGS PER SHARE		
Earnings available to shareholders	**$ 446,412**	$ 64,604
Adjustment for dilutive impact of convertible debentures	**12,776**	49,284
Adjusted earnings available to shareholders	**$ 459,188**	$ 113,888
Basic weighted average shares outstanding	**147,589,186**	146,866,817
Dilutive effect of:		
Restricted share and performance bonus grants	**2,945,119**	3,167,073
Deferred share grants	**81,176**	126,701
Convertible debentures	**38,804,494**	39,933,526[1]
Shares outstanding on a diluted basis	**189,419,975**	190,094,117
Diluted earnings per share available to shareholders	**$ 2.42**	$ 0.43

1 The assumed conversion into shares results in an anti-dilutive position in the prior year; therefore, this item has not been included in the computation of dilutive earnings per share.

27 CAPITAL DISCLOSURE

Just Energy defines capital as shareholders' equity (excluding accumulated other comprehensive income) and long-term debt. Just Energy's objectives when managing capital are to maintain flexibility by:

(i) enabling it to operate efficiently;

(ii) providing liquidity and access to capital for growth opportunities; and

(iii) providing returns and generating predictable cash flow for dividend payments to shareholders.

Just Energy manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. The Board of Directors does not establish quantitative return on capital criteria for management, but rather promotes year over year sustainable and profitable growth. Just Energy's capital management objectives have remained unchanged from the prior year. Just Energy is not subject to any externally imposed capital requirements other than financial covenants in its long-term debt, and as at March 31, 2017 and 2016, all of these covenants have been met.

28 RELATED PARTY TRANSACTIONS AND KEY MANAGEMENT PERSONNEL REMUNERATION

Parties are considered to be related if one party has the ability to control the other party or exercise influence over the other party in making financial or operating decisions. The definition includes subsidiaries and other persons.

Subsidiaries
Transactions between Just Energy and its subsidiaries meet the definition of related party transactions. These transactions are eliminated on consolidation and are not disclosed in these consolidated financial statements.

Key management personnel
Just Energy's key management personnel, and persons connected with them, are also considered to be related parties for disclosure purposes. Key management personnel are defined as those individuals having authority and responsibility for planning, directing and controlling the activities of Just Energy and comprise the Chair of the Board of Directors, the Co-Chief Executive Officers and the Chief Financial Officer.

During the years ended March 31, 2017 and 2016, Just Energy recorded the following as an expense related to these individuals:

	As at March 31, 2017	As at March 31, 2016
Salaries and benefits	**$ 7,199**	$ 6,599
Share-based compensation, net	**3,223**	3,326
	$ 10,422	$ 9,925

As at March 31, 2017, key management personnel held approximately 2,126,745 RSGs/PBGs (2016 – 1,973,809).

29 DIVIDENDS PAID

For the year ended March 31, 2017, dividends of $0.50 (2016 – $0.50) per common share were declared by Just Energy. These dividends amounted to $75,094 (2016 – $74,792), and were approved throughout the year by the Board of Directors and were paid out during the year.

For the year ended March 31, 2017, dividends of US$0.3128 (2016 – $nil) per preferred share were declared by Just Energy. These dividends amounted to $1,657 (2016 – $nil), and were approved by the Board of Directors and were paid out on March 31, 2017.

30 COMMITMENTS AND GUARANTEES

Commitments for each of the next five years and thereafter are as follows:

As at March 31, 2017

	Less than 1 year	1–3 years	4–5 years	More than 5 years	Total
Premises and equipment leasing	$ 2,730	$ 11,686	$ 8,228	$ 15,342	$ 37,986
Gas, electricity and non-commodity contracts	1,982,896	1,189,745	188,282	36,769	3,397,692
	$ 1,985,626	$ 1,201,431	$ 196,510	$ 52,111	$ 3,435,678

Just Energy has entered into leasing contracts for office buildings and administrative equipment. These leases have a leasing period of between one and eight years. No purchase options are included in any major leasing contracts. Just Energy is also committed under long-term contracts with customers to supply gas and electricity. These contracts have various expiry dates and renewal options.

(a) Surety bonds and letters of credit

Pursuant to separate arrangements with Westchester Fire Insurance Company, Travelers Casualty and Surety Company of America, Berkley Insurance Company and Charter Brokerage LLC, Just Energy has issued surety bonds to various counterparties including states, regulatory bodies, utilities and various other surety bond holders in return for a fee and/or meeting certain collateral posting requirements. Such surety bond postings are required in order to operate in certain states or markets. Total surety bonds issued as at March 31, 2017 amounted to $55.9 million.

As at March 31, 2017, Just Energy had total letters of credit outstanding in the amount of $109.2 million (Note 17(a)).

(b) Officers and directors

Corporate indemnities have been provided by Just Energy to all directors and certain officers of its subsidiaries and affiliates for various items including, but not limited to, all costs to settle suits or actions due to their association with Just Energy and its subsidiaries and/or affiliates, subject to certain restrictions. Just Energy has purchased directors' and officers' liability insurance to mitigate the cost of any potential future suits or actions. Each indemnity, subject to certain exceptions, applies for so long as the indemnified person is a director or officer of one of Just Energy's subsidiaries and/or affiliates. The maximum amount of any potential future payment cannot be reasonably estimated.

(c) Operations

In the normal course of business, Just Energy and/or Just Energy's subsidiaries and affiliates have entered into agreements that include guarantees in favour of third parties, such as purchase and sale agreements, leasing agreements and transportation agreements. These guarantees may require Just Energy and/or its subsidiaries to compensate counterparties for losses incurred by the counterparties as a result of breaches in representation and regulation or as a result of litigation claims or statutory sanctions that may be suffered by the counterparty as a consequence of the transaction. The maximum payable under these guarantees is estimated to be $68 million.

31 ADJUSTMENTS REQUIRED TO REFLECT NET CASH RECEIPTS FROM GAS SALES

	2017	2016
Changes in:		
Accrued gas receivables	$ (2,735)	$ 31,593
Gas delivered in excess of consumption	3,106	(5,162)
Accrued gas payable	1,284	(17,263)
Deferred revenue	(2,336)	5,727
	$ (681)	$ 14,895

32 CHANGES IN NON-CASH WORKING CAPITAL

	As at March 31, 2017	As at March 31, 2016
Accounts receivable and unbilled revenues	$ 18,069	$ 109,135
Gas in storage	(9,282)	2,219
Prepaid expenses and deposits	3,361	(39,846)
Provisions	(9,774)	(1,217)
Trade and other payables	(25,130)	(51,581)
	$ (22,756)	$ 18,710

33 SUBSEQUENT EVENTS

On May 2, 2017, Just Energy entered into an at-the-market issuance sales agreement dated May 1, 2017 (the "Sales Agreement") with FBR Capital Markets & Co. ("FBR"). Under this agreement, Just Energy may, at its discretion and from time to time during the term of the Sales Agreement, offer and sell in the United States 8.50% Series A Fixed-to-Floating Rate Cumulative Redeemable Perpetual Preferred Shares of the Company ("preferred shares") having an aggregate offering price of up to US$150 million (the "Offering"). The Company intends to use the net proceeds of the Offering for general corporate purposes.

34 COMPARATIVE CONSOLIDATED FINANCIAL STATEMENTS

Certain figures in the comparative consolidated financial statements have been reclassified from statements previously presented to conform to the presentation of the current period's consolidated financial statements.

CORPORATE INFORMATION

Corporate Office

Just Energy Group Inc.
First Canadian Place
100 King Street West
Suite 2630, P.O. Box 355
Toronto, ON M5X 1E1

Investor Relations

905-795-3560
info@justenergy.com

Auditors

Ernst & Young LLP
Toronto, ON Canada

Transfer Agent and Registrar

Computershare Investor Services Inc.
100 University Avenue
Toronto, ON M5J 2Y1

Shares Listed

Toronto Stock Exchange
Trading symbol: JE

New York Stock Exchange
Trading symbol: JE

Annual General Meeting

TSX Broadcast Centre
130 King Street West
Toronto, ON
10:00 am Eastern
June 27, 2017

Concept and Design: THE WORKS DESIGN COMMUNICATIONS worksdesign.com Executive Photography: David Graham White

just energy | Hudson Energy | Tara Energy | amigo energy | GreenSTAR energy | terrapass

SERVICE

PERFORMANCE

EFFICIENCY

ANNUAL REPORT 2018

THE POWER OF TRUST

SOLUTIONS

CONNECTED

INNOVATION

PARTNERSHIP

just energy

GROWTH IN KEY METRICS

Over two decades ago, customers first welcomed Just Energy, turning to us for energy commodity solutions that would give them peace of mind by helping them manage price volatility. And that is still true, but now it is only part of the story. Today, in markets around the world, we are building stronger, deeper relationships with customers by providing them with insight as well as options for managing energy more efficiently. We offer customers a steadily growing assortment of smart products and sustainable approaches that give them the comfort, convenience and control they want. We also offer an expanding range of options for customers to connect with us – for advice, service and solutions they can depend on, today and tomorrow. That's *The Power of Trust*.

$3,627 MILLION
in sales

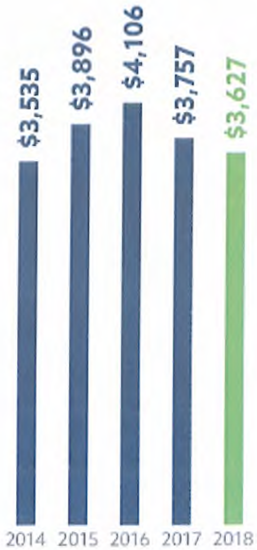
$174 MILLION
in Base EBITDA

$641 MILLION
in gross margin

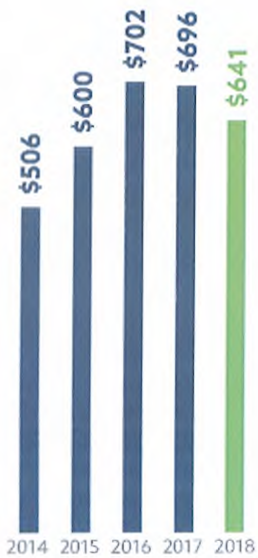
$1,901 MILLION
in embedded gross margin

Established in 1997, Just Energy (NYSE:JE, TSX:JE) is a leading retail consumer company specializing in electricity and natural gas commodities, energy efficiency solutions, and renewable energy options. With offices located across the United States, Canada, the United Kingdom, Ireland, Germany and Japan, Just Energy serves approximately 1.6 million residential and commercial customers, providing homes and businesses with a broad range of energy solutions that deliver comfort, convenience and control. Just Energy Group Inc. is the parent company of Amigo Energy, Green Star Energy, Hudson Energy, Interactive Energy Group, Just Energy Advanced Solutions, Tara Energy, terrapass and EdgePower, Inc.

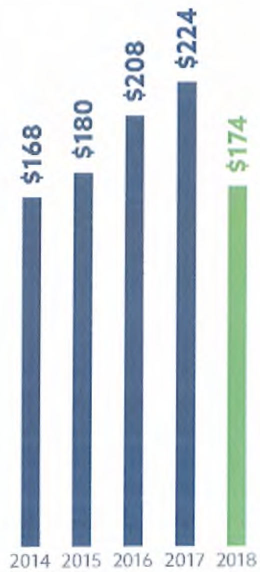
REVENUE
(C$ MILLIONS)



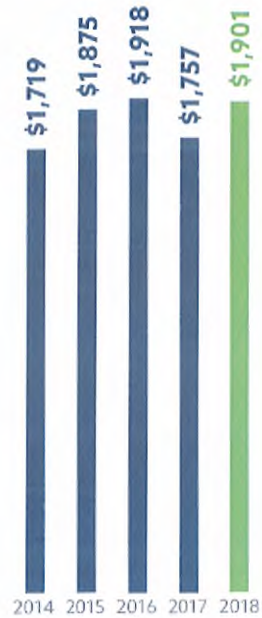
GROSS MARGIN
(C$ MILLIONS)



BASE EBITDA
(C$ MILLIONS)



EMBEDDED GROSS MARGIN
(C$ MILLIONS)



MARKET POSITION

Active in 23 deregulated utility commodity markets in North America

4th largest North American residential retailer*

9th largest commercial retailer in the U.S.*

Two of the top 10 most trusted Texas retail brands†

AT-A-GLANCE

Just Energy is an energy solutions provider focused on delivering innovative products and services centred around the customer.

CONSUMER

Description

- Targets residential and small commercial customers
- Operations in the U.S., Canada, the U.K., Ireland, Germany and Japan
- 1,836,000 RCEs

Main products

- Commodity: Structured products to deliver differentiated customer value
- Sustainable: Green energy and carbon offset solutions (JustGreen, terrapass)
- Efficiency and water conservation: ecobee, Skydrop, LED light bulbs
- Smart home: Home security and automation, voice-controlled devices
- Wellness: Air filters

Gross margin ($ and %)

- $488 million
- 76%

COMMERCIAL

Description

- Targets mid-size commercial customers (15 RCEs or more)
- Operations in the U.S., Canada, the U.K., Ireland, Germany and Japan
- 2,327,000 RCEs

Main products

- Fixed price
- Variable price
- Green energy options
- Sustainability solutions
- Energy management solutions

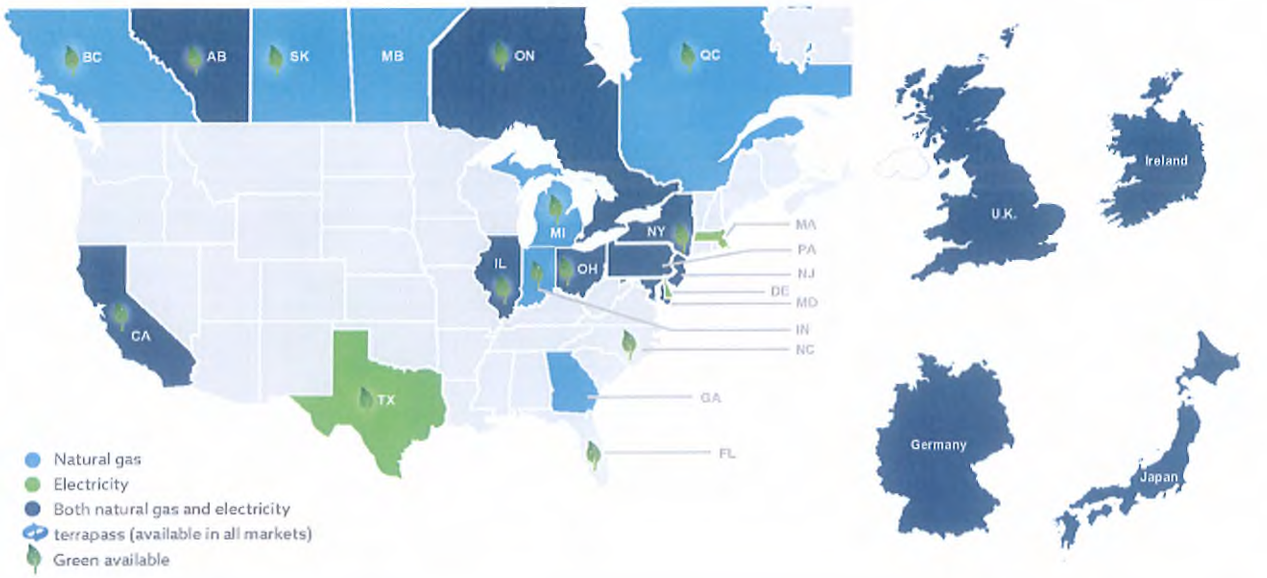
Gross margin ($ and %)

- $153 million
- 24%

Just Energy measures its energy customer base in residential customer equivalents ("RCEs") based on the average natural gas or electricity consumption of a typical household.

* DNV GL, Retail Landscape Report, April 2017
† Market Strategies International, Cogent Reports 2017 Texas Retail Electric Provider Brand Trust Study, September 2017

Just Energy Group markets



2018 business mix

- Commercial 56%
- Consumer 44%

- Retail, online and other 47%
- Commercial brokerage 39%
- Door-to-door 14%

- Electricity 72%
- Natural gas 28%

- U.S. 67%
- International 22%
- Canada 11%

Our brands

LETTER TO SHAREHOLDERS

Dear Fellow Shareholders,

Fiscal 2018 was an important year for Just Energy as we began our third decade as an organization. Throughout the year, we persevered through highly unusual, challenging weather events without losing focus on our strategic initiatives and goals.

Our business delivered solid earnings growth when adjusting for abnormal weather events. We exceeded an aggressive goal in our retail channel expansion strategy by establishing a presence in over 500 stores across 18 different retail partners by year-end. Further, we made significant progress on our path towards transforming Just Energy from a pure-play retail energy provider to a consumer-centric company that operates throughout the entire customer life cycle.

We are entering fiscal 2019 at a pivotal time for our Company. Our product, channel and geographic expansion strategies are gaining traction, and we are well positioned to deliver sustained growth in fiscal 2019 and beyond. We have great momentum and the entire organization is energized by our transformation to a consumer company.

The transformation is underway

Energy markets are experiencing a groundswell of change and disruption, which presents opportunities for Just Energy to pursue new forms of technology and innovation, develop new routes to access consumers, and strengthen our leadership position in the industry. Our transformation from a retail energy provider to a consumer-centric company will enable us to capitalize on the opportunities we see in the marketplace.

When our transformation is complete, Just Energy will no longer be viewed simply as a retail energy provider, offering price-based, push-driven, invisible products sold through third parties. Our future as a true consumer company centres on real value creation and delivery, which depends on our ability to provide value added products and best-in-class customer service and experience.

To achieve this goal, we're focused on developing a profitable suite of value-add products and services through which Just Energy will own and control customer relationships with direct interaction throughout the product life cycle. We believe in the convergence of the smart-connected home, combining automation, security and energy, and water resources, and we are building a platform to seamlessly integrate these exciting, high growth opportunities into our expanding product portfolio.

Committed to our core principles

Just Energy's vision is to be the gold standard among consumer companies, focused on energy management solutions, and delivering value, stability and innovation in every customer, employee, shareholder and community relationship. This vision serves as the framework for every aspect of our business. We want to express to all of our stakeholders that we're committed to the following core principles that will guide our organization's future. Each of Just Energy's representatives and partners must embody these core tenets of our values:

1) **Honesty.** We strive to deliver the highest satisfaction and greatest benefit to every customer, shareholder, employee and community partner, through honest and transparent practices.
2) **Accountability.** We will move forward with a new resolve and commitment to faster execution of our objectives. This commitment to accountability begins at the top and cascades throughout the organization. We will all be held accountable to our vision and for delivering on our strategic imperatives.
3) **Results.** Just Energy will be an organization focused on a unified goal that promotes our sustainable growth with a laser focus on maximizing shareholder returns.

In summary, our commitment to our employees, customers, shareholders and other stakeholders has never wavered. We are moving forward with a clear vision for the future, and we are focused on transforming that vision into action through compelling products and innovative strategies that position us to capitalize on the robust opportunities in our evolving marketplace.

We wish to thank our Board of Directors for their continued stewardship and guidance; our employees for their tireless dedication to our mission; and our customers and shareholders for their continued support. We look forward to the journey ahead.

Yours truly,

Pat McCullough
Chief Executive Officer

Rebecca MacDonald
Executive Chair

A FOUNDATION OF TRUST

For over 20 years, Just Energy has been providing our customers with peace of mind through solutions that allow them to manage the price and volatility risks associated with deregulated natural gas and electricity. From that foundation, we have evolved to a consumer company acting as a trusted advisor to offer our customers a growing range of options, products and services that enable them to take control of the ways they use and consume energy.

Engaging with customers

The key to understanding what customers are looking for is straightforward: listen to them. Over the past several years, we have worked to review and improve the ways we engage with existing and potential customers.

For residential customers, this led to an evolution from our original door-to-door, transaction-based model. We now employ a diversified approach that combines retail store presence and online marketing with door-to-door sales, affinity marketing and strategic partnerships, among other modes of engagement, with a focus on establishing long-term, trust-based relationships built on meeting customers' evolving needs and preferences.

We also broadened the range of approaches we take to engaging with our commercial customers, from an independent contractor/broker and digital model to one that includes door-to-door sales, authorized agents and other means. And, as with our residential customers, our goal is to build lasting relationships based upon delivering value added solutions such as LED retrofits, and energy monitoring and management.

We have invested significantly in improving our analytics. Combining big data, more than 20 years of market expertise and active outreach to increase our understanding of customer preferences enables us to ensure that our priorities and products are accurately aligned with our customers' wants and needs.

4.2 MILLION

residential customer equivalents ("RCEs")

Rewarding our customers

In a crowded marketplace, we know our customers have options. So we not only strive to engage them with value added products and services, but also reward them directly through our Just Energy Perks Rewards Program.

Now in its second year, the Perks program is available to all residential customers, who can earn points just by using our services. Those points can be redeemed in many ways: customers can choose from a range of energy and resource efficient products such as LED light bulbs, ecobee smart thermostats, and water reducing showerheads, to name only a few. The points can also be applied to gift cards from major retailers and restaurants, and even to Visa® Prepaid Cards, which customers can use however they please.

COMMODITY CONTRACT MIX

Fixed price	63%
Variable price	11%
Index	4%
Flat bill	6%
Other	16%

Are you willing to be contacted for research to help improve our products and services? 57% of residential customers said "Yes".

Our customer commitments

We are committed to customer satisfaction. We understand that life changes, and so does a customer's energy needs and preferences. Our products and services are designed to provide the best in comfort, convenience and control, and, as a trusted energy advisor, we will help with a solution that best fits our customers' needs and lifestyle.

Switch plans with ease

New baby? Empty nester? New home? Call us. We'll help you find the right product for your changing needs and lifestyle.

Keeping you in the know

No surprises. If you're on a variable plan, we'll let you know at least 30 days in advance of your rate changing.

No exit fees

If you choose to cancel your plan, call us first and we'll waive any exit fees.

We respect your time

We know time is an important commodity. If you're on hold for longer than five minutes, we'll send you a Visa® Prepaid Card!

CONSUMER OFFERINGS

Energy commodity

- Fixed price: Avoid fluctuations in market price
- Variable price with cap: Enjoy low market price with protection against increases
- Flat bill: Eliminate price and weather risk; get certainty in monthly energy costs

Smart home

- Smart thermostats
- Smart irrigation controllers
- Smart locks
- Amazon Alexa integration

Home services

- Air filters: The right size delivered when it's time to change
- Home warranty: Low monthly fees for protection against unexpected expenses, like HVAC and appliance breakdown

Sustainability

- Perks Rewards Program offers a wide range of energy efficient products
- Renewable energy certificates ("RECs")
- Carbon offsets for natural gas usage
- Water restoration certificates

COMMERCIAL OFFERINGS

Energy commodity

- Fixed price: Avoid fluctuations in market price
- Index price: Allow price to move with market
- Structured products: Combinations of fixed and index prices and other hedging strategies
- Bill analysis: Audit of utility charges to identify errors; analysis of usage patterns to recommend cost saving measures

Energy brokerage

- Build custom energy risk strategies
- Source price bids and negotiate terms of service with multiple energy providers
- Commercial property energy portfolio management

Energy management

- LED lighting retrofits including lighting audits, solution design, installation and financing
- Building energy management solutions

Sustainability

- Carbon footprint assessment
- Power purchase agreements with renewable generators
- Renewable energy certificates
- Carbon offsets
- Water restoration certificates

THE POWER OF INNOVATION

Just Energy has built its business on the power of innovation. We started by bringing fresh ideas and new choices to deregulated markets. Today, we continue to leverage innovation – in the products and services we bring to the market, and in the ways we connect with our customers.

Great things in store

In 2017, Just Energy launched a pilot program in Texas, in which authorized agents marketed Just Energy products to consumers from wireless-enabled kiosks located in malls and shopping centres. The pilot was remarkably successful and led us to adopt retail kiosks as a key channel for connecting with residential customers. In the retail environment, potential customers come to us, looking for solutions and products that will help them manage energy more efficiently. Through this sales avenue, we also benefit from association with trusted brands like H-E-B Grocery and Sam's Club, which helps reinforce our positioning as a trusted advisor. We steadily expanded our retail presence throughout the year and exceeded our target of being in 500 stores by the close of fiscal year 2018. In fiscal 2019, we will continue to develop partnerships with respected retailers while expanding our retail program across North America and internationally.

Supplying the smart home

Through innovative products and key relationships with trusted brands, Just Energy is leveraging smart home infrastructure. In 2016, we began to bundle energy efficient LED light bulbs with our commodity products. We introduced the ecobee3 lite smart thermostat, which tracks household data to help customers make heating and cooling decisions based on their family's usage patterns. Last year, Just Energy became the first energy retailer to enable customers to access a range of billing and account management services through Amazon's Alexa voice-activated service. Now customers can also connect to their ecobee thermostats through Alexa.

These innovations, along with the Skydrop Smart Irrigation Controller and the FilterEasy subscription service, are representative of the value added products and partnerships that we will continue to pursue to differentiate our Company and better serve our customers.

We steadily expanded our retail presence throughout the year and exceeded our target of being in 500 stores by the close of fiscal year 2018.