

# Investor Factsheet



## Recent News

Nov 14 Q3 FY17 Results; Order Fulfillment of Westport HPDI 2.0 & Strengthened Balance Sheet

Oct 31 Awarded a Competitive NAFTAL Tender to Supply LPG Systems into the Growing Algerian Market

Aug 29 Will Repay Existing Debentures at Maturity; Early Termination of Debenture Tender Offer

## Executive Officers

- › Nancy S. Gougarty, Chief Executive Officer
- › Ashoka Achuthan, Chief Financial Officer
- › Andrea Alghisi, Chief Operating Officer, Automotive
- › Thomas G. Rippon, Chief Technology Officer
- › James (Jim) Arthurs, Executive Vice President

## Board of Directors

- › Brenda J. Eprile [Chairman]
- › Nancy S. Gougarty › Daniel M. Hancock
- › Anthony Harris › Colin S. Johnston
- › Scott Mackie › Wade Nesmith
- › Rodney T. Nunn › Peter Yu

## Key Financials

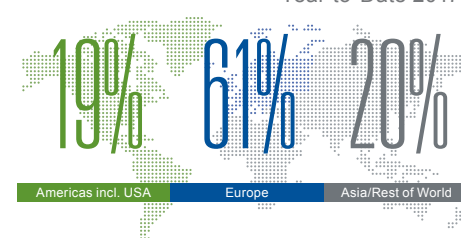
	Quarter ended Sep 30		
(millions of USD, except per share amounts, shares outstanding)	2017	2016	
Total revenue	60.8	56.1	
Gross margin	14.8	8.7	
GM %	24%	16%	
Net income (loss) from Continuing Operations	(15.7)	(33.6)	
Net income (loss) per share	<i>basic</i>	(0.12)	(0.30)
	<i>diluted</i>	(0.12)	(0.30)
Weighted avg. shares outstanding	<i>basic</i>	126,282,427	109,863,371
	<i>diluted</i>	126,282,427	109,863,371
Cash & short-term Investments	51.1	58.7	
Total assets	311.1	358.4	
Long-term debt	36.3	79.0	
Consolidated adjusted EBITDA <sup>1</sup>	(5.0)	(10.8)	
Net cash used in operating activities of Continuing Operations	(14.0)	(27.4)	

## Share Information

	Listed as WPRT	
(as of November 15, 2017)	NASDAQ	TSX
52 Week High	\$4.09	\$5.11
52 Week Low	\$0.82	\$1.10
Issued & outstanding	~ 131 million	
Average volume/day (30d)	~ 1,614,335	
Market capitalization	~ USD\$427 million	

## Revenue by Region

Year-to-Date 2017



## Footnotes

1. Westport Fuel Systems defines Adjusted EBITDA as EBITDA from continuing operations excluding expenses for stock-based compensation, unrealized foreign exchange gain or loss, and non-cash and other adjustments. Management uses Adjusted EBITDA as a long-term indicator of operational performance since it ties closely to the business units' ability to generate sustained cash flow. Adjusted EBITDA includes the company's share of income from joint ventures.

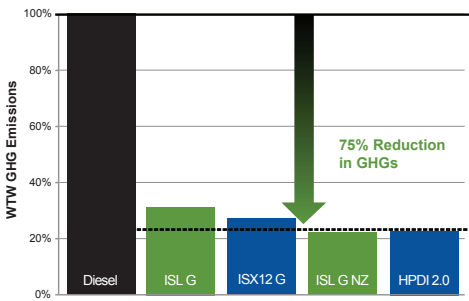
# Value Proposition

## Providing Solutions for Global Environmental Challenges

HPDI and other Westport Fuel Systems technologies provide criteria emissions (NOx, PM) and GHG reductions.

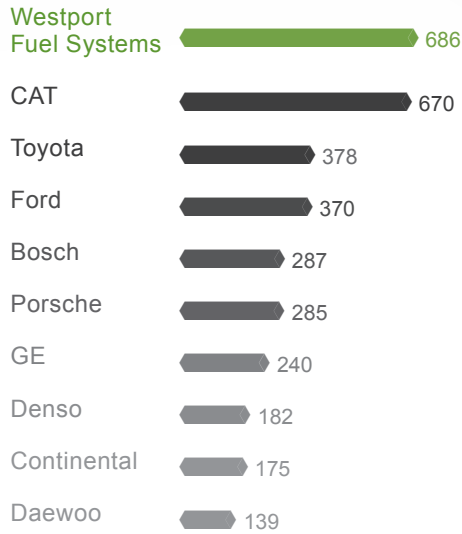
### GHG Reductions

Renewable Natural Gas from landfill gas offers significant Well-to-Wheel (WTW) emission reduction benefits:



## Leading Premier Technology Position

### Natural Gas Engine Related Technology Patents<sup>2</sup>



## Range of Brands and Products for Diverse Applications / Markets

### Brand Equity in Alternative Fuel Space



### Breadth of Reach

Passenger Car & Light Truck, Bus, Medium-Duty, Heavy-Duty, High-horsepower, Refueling, Electronics

Inventors, engineers, manufacturers and suppliers of advanced clean-burning fuel systems and components that can change the way the world moves.

## Driving Innovation to Power a Cleaner Tomorrow

Our technologies deliver the performance, fuel efficiency and environmental benefits to address the challenges of global climate change and urban air quality. We serve our customers in more than 70 countries with leading global transportation brands.

### Investment Highlights

- > Clear 2017 priorities
- > Experienced leadership
- > Compelling value proposition
- > Financial discipline

## Analyst Coverage

Firm	Analyst	Location
<b>USA</b>		
Cowen and Company	Jeff Osborne	New York, NY
Craig-Hallum Capital Group	Eric Stine	Minneapolis, MN
Lake Street Capital Markets	Robert Brown	Minneapolis, MN
Oppenheimer and Company	Colin Rusch	New York, NY

2. As of July 11, 2017 and based on the patent search results of publicly available data within the International Patent Classification F02, meeting the search term criteria: one of ("engine" or "combustion" or "injector" or "injection valve") and ("natural gas" or "methane" or "gaseous fuel") and in the claims, not ("fuel cell" or "turbine"). This chart includes published patent applications and issued or granted patents from: Argentina, Australia, Austria, Belgium, Brazil, Bulgaria, Canada, China, Czech Republic, Denmark, Eurasian Patent Organization, European Patent Office, Estonia, Finland, France, Georgia, Germany, Greece, Hong Kong, Hungary, India, Ireland, Italy, Japan, Latvia, Luxembourg, Malaysia, Mexico, Moldova, Netherlands, New Zealand, Norway, Philippines, Poland, Portugal, Romania, Russian Federation, Serbia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan, Tunisia, UK, Ukraine, USA, USSR, Yugoslavia, and the World Intellectual Property Office.



Thinking Ahead

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