

Investor Factsheet



Recent News

- Mar 22 Q4 and FY17 Results; Well Positioned for FY18 with Market-Ready Solutions

- Mar 19 Michele Buchignani Appointed to the Board of Directors

- Mar 8 Higher Pressure HPDI System Enabling Future Efficiency and Performance Demands

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 and Executive Vice President
- » James (Jim) Arthurs, Executive Vice President

Board of Directors

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

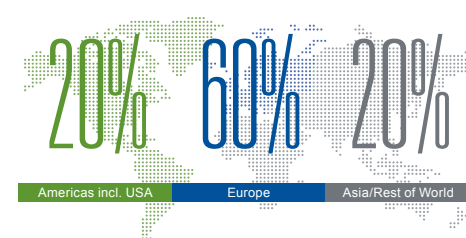
Key Financials

	Year Ended Dec 31	
(millions of USD, except per share amounts, shares outstanding)	2017	2016 ¹
Total revenue	247.1	177.4
Gross margin	64.1	36.4
GM %	26%	21%
Net income (loss) from Continuing Operations	(61.1)	(99.4)
Net income (loss) per share	(0.51)	(1.09)
Weighted avg. shares outstanding	119,558,566	91,028,504
Cash & cash Investments	71.8	60.9
Total assets	313.6	331.5
Total debt and royalty payable	73.5	100.6
Consolidated adjusted EBITDA ²	(17.9)	(44.4)
Net cash used in operating activities of Continuing Operations	(47.5)	(80.4)

Share Information

	Listed as WPRT	
(as of March 26, 2018)	NASDAQ	TSX
52 Week High	\$4.33	\$5.44
52 Week Low	\$0.87	\$1.15
Issued & outstanding	~ 132 million	
Average volume/day (30d)	~ 758,178	
Market capitalization	~ USD\$313 million	

Revenue by Region 2017



Footnotes

1. The year ended December 31, 2016 included only seven months of Fuel Systems Solutions, Inc. and its year-over-year comparison is not meaningful.
2. 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.

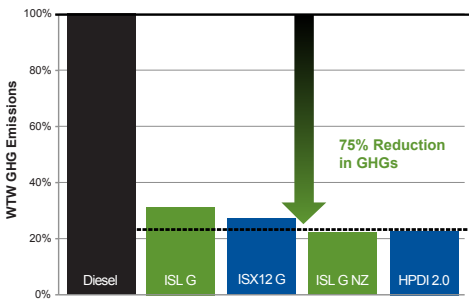
Value Proposition

Providing Solutions for Global Environmental Challenges

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

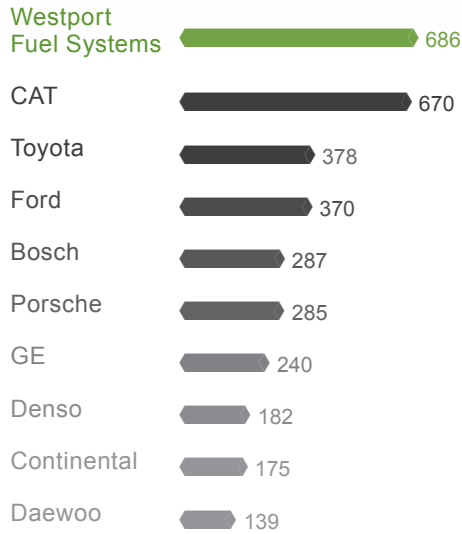
GHG Reductions

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



Leading Premier Technology Position

Natural Gas Engine Related Technology Patents³



Range of Brands and Products for Diverse Applications / Markets

Brand Equity in Alternative Fuel Space



Breadth of Reach

Passenger car, light-, medium- and heavy-duty trucks, HHP, cryogenics, and CNG refueling markets.

Inventors, engineers, manufacturers and suppliers of advanced clean 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 2018 priorities
- » Experienced leadership
- » Compelling value proposition
- » Financial discipline

Analyst Coverage

Firm	Analyst	Location
USA		
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

Footnotes

3. 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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