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Westport Fuel Systems at a Glance

**Tier 1**
Automotive Supplier

**Manufacturing**
7 Global Locations

**Renewable**
Alternative Fuels

70 Countries (Sales)

>100 Global Distributors

1,400 Patents & Applications

Nasdaq: WPRT / TSX: WPRT
We Design, Develop and Manufacture Alternative Fuel Components and Systems

<table>
<thead>
<tr>
<th>Valves</th>
<th>Regulators</th>
<th>Injectors</th>
<th>Electronics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type 1 CNG Tank System</td>
<td>CNG Tank Valves</td>
<td>CNG Pressure Regulators</td>
<td>CNG Electronic Control Modules</td>
</tr>
<tr>
<td>LPG Level Sensor</td>
<td>CNG Fill Valves</td>
<td>LPG Pressure Reducers</td>
<td>Bi-Fuel Electronic Control Modules</td>
</tr>
<tr>
<td>HPDI LNG Pump</td>
<td>Solenoid Cylinder Valves</td>
<td>HPDI Gas Conditioning Module</td>
<td></td>
</tr>
<tr>
<td>HPDI LNG Tank Module</td>
<td>Integrated Tank Valve Regulator</td>
<td>H2 Pressure Control Modules</td>
<td></td>
</tr>
<tr>
<td></td>
<td>H2 Tank Valves</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Nasdaq:WPRT / TSX:WPRT
Alternative Fuel Capabilities

Broad Range of Products that Deliver Emission Reductions

**LPG**
Liquefied Petroleum Gas / Propane / Autogas
- Components and complete systems
- Light-duty applications – vapor and liquid LPG
- Monofuel, bi-fuel, dual fuel solutions
- The most commonly used alternative fuel in the world

**CNG**
Compressed Natural Gas
- Components and complete systems
- Light- and medium-duty applications
- Monofuel, bi-fuel, dual fuel solutions

**LNG**
Liquefied Natural Gas
- Complete systems
- Heavy-duty and high horsepower applications
- Monofuel and dual fuel solutions

**H₂**
Hydrogen
- High and low pressure components
- Light- to heavy-duty and industrial applications
- Hydrogen/CNG blends or pure hydrogen

All Available as Renewable Fuels Substitute for fossil-based fuels

Nasdaq:WPRT / TSX:WPRT
• Pioneer in H₂ components
• > 40% market share for tank valves*

Hydrogen Capabilities

- Pressure Relief Device (PRD) tank end plug
- Remote PRD
- High pressure regulator
- Pressure Control Module (PCM); Low pressure regulator
- Filling valve (pending)
- Tank valve

*350 bar pressure

Nasdaq:WPRT / TSX:WPRT
Macro Trends Driving Change

Stringent Regulatory Frameworks
- European CO₂
  - HD: -15% / -30%
  - LD: -33% / -50%
- China VI
- India BS VI
- Increased anti-diesel sentiment

Demand for Clean, Affordable Transport
- Population growth and economic development
- Urban air quality concerns
- Affordability required to achieve scale

Refuelling Infrastructure Build-Out
- CNG and LNG refuelling infrastructure expanding across Europe, China and India.

Renewable Gas for Transport at Scale
- The “ready now” alternative fuel
- Shell building 50 carbon neutral LNG stations in Germany
- UPS purchases 170 million DGE of RNG

Sustainability Leadership and Differentiation
- Deploy production solutions, not demonstrations
- Fleet and customer demand for lower-carbon fuels
- Well-to-wheel analysis of fuel impacts needed

Nasdaq:WPRT / TSX:WPRT
## Future Heavy-Duty Transportation Fuel and Technology Mix

### Difference Compared to Diesel

*Heavy Duty Truck, 400 mile daily range @ current costs and technologies:*

<table>
<thead>
<tr>
<th>Fuel System</th>
<th>Fuel Storage Size (cubic feet)</th>
<th>Fuel + Storage Weight (pounds)</th>
<th>Propulsion System Cost (approximate)</th>
<th>Daily Fueling Time (minutes)</th>
<th>Daily Fuel Cost (US West Coast)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SI CNG</td>
<td>5X</td>
<td>+550</td>
<td>+$40,000</td>
<td>+5</td>
<td>-$20</td>
</tr>
<tr>
<td>HPDI</td>
<td>3X</td>
<td>+700</td>
<td>+$50,000</td>
<td>Same</td>
<td>-$50</td>
</tr>
<tr>
<td>H2 Fuel Cell</td>
<td>6X</td>
<td>+950</td>
<td>+$110,000</td>
<td>+10</td>
<td>+$100</td>
</tr>
<tr>
<td>Battery Electric</td>
<td>15X</td>
<td>+17,500</td>
<td>+$300,000</td>
<td>+70 (@ 700kW) +470 (@ 120kW)</td>
<td>-$70</td>
</tr>
</tbody>
</table>

For long-haul commercial vehicle applications which require extended range, battery electric and fuel cell technologies are not commercially available, nor economically viable.

*Information based on latest estimates from multiple industry sources and may vary*
• Class 7 and 8 HD natural gas vehicles offered by 40 OEMs
• Majority of HD natural gas trucks powered by LNG
• 10,500 LNG stations with 12,000 expected by the end of 2020
• LNG costs ~35-55% less than diesel

China: World’s Largest Natural Gas Truck Market

Natural Gas Trucks in Operation in China (2009 – 2019)

Source: PSR Database and WFS Analysis (2019)
LNG for Heavy-Duty Trucking Scaling in Europe

- LNG truck registrations increased 175% in 2019
- CNG vehicle registrations increased 40% over 2017

Heavy-Duty Natural Gas Trucks >400hp in Operation in Europe

- Four engines >400 hp
- Three OEMs
- Commercially available in Europe

Source: NGV Europe (2020) Available at https://www.ngva.eu/
Source: PSR (202) and Analysis by WFS
HPDI Delivers CO₂ Emission Reductions Now...

The only commercially viable, cost-competitive HD technology solution available today to meet EU regulations

- HPDI 2.0 reduces CO₂ more than
  - *The 2025 EU requirement with Fossil LNG*
  - *The 2030 EU requirement with just 20% RNG*

- Penalty for non-compliance in EU is €4,250 per gram/ton-km starting in 2025
  - *Penalty up to €38,000 per truck*

- Preserves substantial OEM investments

*Assuming recognition of 20% carbon intensity reduction with 20% renewable gas blend and 90% gas energy ratio
**Varies by vehicle class and application

Europe (2019 baseline)
-15% CO₂ required by 2025
-30% CO₂ required by 2030

United States
- Up to 25%** CO₂ reduction from 2017 through 2027

Fossil LNG
-20%

20% Renewable LNG
-34%*

Nasdaq:WPRT / TSX:WPRT
• LNG fueling infrastructure grew 90% over 2017
• 300+ LNG stations spanning 18 countries

• CNG fueling infrastructure grew 10% in 2019
• 3,800 CNG stations with ten countries having more than 100 CNG stations

Source: NGV Europe (2020)
Global Overview of Natural Gas and LPG Vehicles

- 55 million natural gas and LPG vehicles currently in service,
- ~1.5 million new vehicles or conversions sold annually

**Natural Gas Vehicles in Service (in thousands)**

- North America: 225
- Asia-Pacific: 19,842
- Europe: 2,014
- Latin America: 5,417
- Africa: 268

**Total: 27.8 million**

**LPG Vehicles in Service (in thousands)**

- Turkey: 6,100
- Russia: 4,500
- Poland: 4,200
- Korea: 3,500
- USA: 210
- Japan: 340
- China: 240
- Italy: 3,000
- Ukraine: 2,400
- Mexico: 350
- Thailand: 1,600
- Australia: 700

**Total: 27.1 million**

Source: NGV Global July 2019, World LPG Association 2018 Annual Report, WFS analysis
Road Transport Can Be Carbon Neutral

With zero net-carbon biomethane and a fossil gas BLEND, there is enough renewable gas feedstock to power 100% of the EU 28 truck energy demand in 2030

Source: WFS Analysis (2019) presented to SAE International with estimates based on CARB LCFS averages and GTI data sources
2020 Strategic Objectives

1. The successful commercial launch of Westport HPDI 2.0™ in China.

2. Material and structural cost reductions to improve margins and cash flow.

3. New light-duty and heavy-duty OEMs in key market geographies.

4. Profitable growth of our light-duty product sales through aftermarket and OEM channels.
Delivering Clean Transportation Solutions

**Cost Competitive and Commercially Available**
- Developed, validated, in production, for sale and in use around the world
- Low incremental costs to access cleaner, more affordable fuels

**Financial Discipline and Performance**
- Strong record of improvement
- Sustainable profitability driven by growth, aligning costs with revenues, and fiscal discipline in investment decisions

**Gaseous Fuels Industry Leader**
- Sales in 70 countries
- CNG, LNG, RNG, LPG, H₂
- All transportation applications
- Leading market shares

**Environmental Solutions for Climate and Air Quality**
- Reduced CO₂ emissions
- Reduced criteria emissions
- Net zero carbon NOW

**100% Renewable**
- Growing bio-methane (RNG) availability means net zero carbon transportation is possible NOW with gaseous fuels

**Alternative Fuels at Scale**
- No performance compromise
- Lower total cost of ownership
- Enables OEMs to meet regulations at the lowest cost
2019 Corporate Highlights: Steady Revenue Growth

- Transportation revenue grew to $305M

- Up 13% over 2018

- Up 33% over 2017

- Revenue growth due to HPDI volume ramp and increased DOEM services

Balanced business with market-ready solutions and customers in 70 countries
2019 Corporate Highlights:
Positive EBITDA and Adjusted EBITDA

- First full year of positive EBITDA
- Seventh consecutive quarter of positive adjusted EBITDA
- Positive EBITDA of $24.9m, up $38.4m YoY and adjusted EBITDA of $28.4m, up $18.8m

Continued ramp in HPDI and fiscal discipline to improve financial performance