

Investor Factsheet



Recent News

Nov 8 FY18 Q3 Results; Delivers Positive Adjusted EBITDA, Updates Revenue Guidance

Sep 26 Independent Study Confirms Emissions Performance of Cummins Westport ISX12N Natural Gas Engine

Aug 28 Westport Fuel Systems and Weichai Westport to Commercialize HPDI 2.0 Technology for China

Executive Leadership

- » Nancy S. Gougarty, Chief Executive Officer
- » Mike Willis, Chief Financial Officer
- » Jack Hall, Executive Vice President, OEM Division
- » Thomas G. Rippon, Chief Technology Officer and Executive Vice President
- » James (Jim) Arthurs, Executive Vice President
- » Massimiliano Fissore, Senior Vice President, Independent Aftermarket & Delayed OEM

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

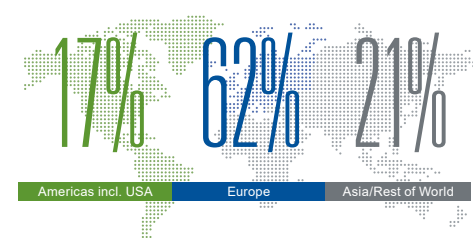
Key Financials

	9 Months Ended Sep 30 ⁽¹⁾	
	2018	2017
(millions of USD, except per share amounts, shares outstanding)		
Total revenue	209.8	172.3
Gross margin	52.0	46.3
GM %	25%	27%
Net income (loss) from Continuing Operations	(30.4)	(42.1)
Net income (loss) per share	(0.23)	(0.38)
Weighted avg. shares outstanding	132,128,066	110,317,330
Consolidated adjusted EBITDA ²	9.5	(15.0)
Net cash used in operating activities of Continuing Operations	(24.7)	(43.6)
	30-SEP-18	31-DEC-17
Cash & cash investments	54.2 ³	71.8
Total assets	276.6	313.6
Total debt and royalty payable	67.2	73.4

Share Information

	Listed as WPRT	
	NASDAQ	TSX
(as of Nov 13 2018)		
52 Week High	\$4.33	\$5.44
52 Week Low	\$2.10	\$2.71
Issued & outstanding	~ 133 million	
Average volume/day (30d)	~ 599,692	
Market capitalization	~ USD\$314 million	

Revenue by Region ^{YTD 2018}



Footnotes

- The 2017 and 2018 comparative periods have been revised to reflect the change in business segments and reflect the reclassification of the CNG Compressor business to discontinued operations.
- Westport Fuel Systems defines Adjusted EBITDA as EBITDA from continuing operations excluding expenses for stock-based compensation, unrealized foreign exchange gains or losses, and non-cash and other adjustments that the company deems to be non-recurring in nature. 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 and such information may not be appropriate for other purposes. Adjusted EBITDA includes the company's share of income from joint ventures. Please refer to GAAP and NON-GAAP FINANCIAL MEASURES for a full reconciliation of Adjusted EBITDA and EBITDA.
- Includes restricted cash of \$2.5 million, as of Sep 30, 2018.

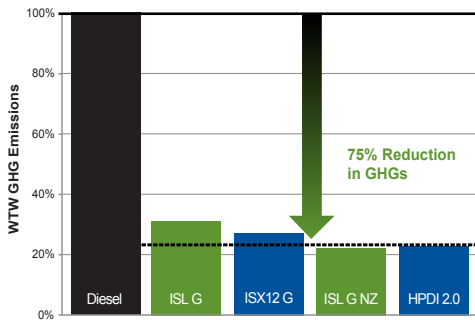
Value Proposition

Providing Solutions for Global Environmental Challenges

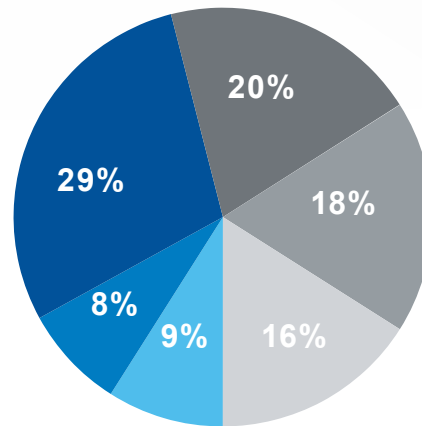
HPDI and other Westport Fuel Systems technologies provide criteria emissions (NOx, PM) and GHG reductions.

GHG Reductions

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



Leading Premier Technology Position⁴



- HPDI On Engine
- Aftermarket Components
- Other Technology
- Control Systems
- Cryogenics
- Spark-Ignited Direct Injection

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, and cryogenics 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 market-ready solutions and 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

Footnotes

4. Source: Westport Fuel Systems patent database; worldwide granted patents and pending applications for Westport Fuel Systems companies as of June 5, 2018.

Analyst Coverage

Firm	Analyst	Location
Cowen and Company	Jeff Osborne	New York, NY
Craig-Hallum Capital Group	Eric Stine	Minneapolis, MN
H.C. Wainwright & Co.	Amit Dayal	New York, NY
Lake Street Capital Markets	Robert Brown	Minneapolis, MN
Oppenheimer and Company	Colin Rusch	New York, NY



Thinking Ahead

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