

Fuel Forward: Propelling Transportation with Natural Gas

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Westport at a Glance

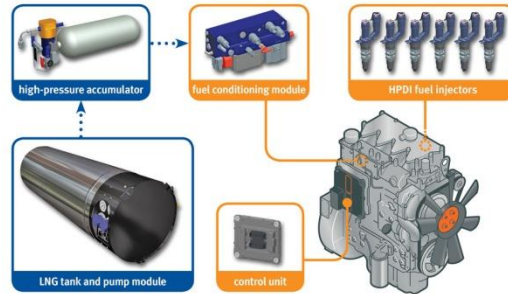
market focus

Transformation from petroleum-fueled to alternative-fueled engines.



position

The global leader in gaseous fuel engineering and technology.



strategy

Leverage IP to penetrate markets through relationships with market-leading OEMs.



DELPHI



Volvo



What does Westport do?

- Recognized as the authority for gaseous fuels, with expertise in:
 - global market intelligence,
 - fuel storage, delivery, and combustion technologies,
 - product integration, and
 - sustainable products, fuel use, and business practices
- Partner with global OEMs to integrate our industry leading technologies with their established and successful products and/or create new products
- Cultivate new markets where our expertise can rapidly establish a leadership role

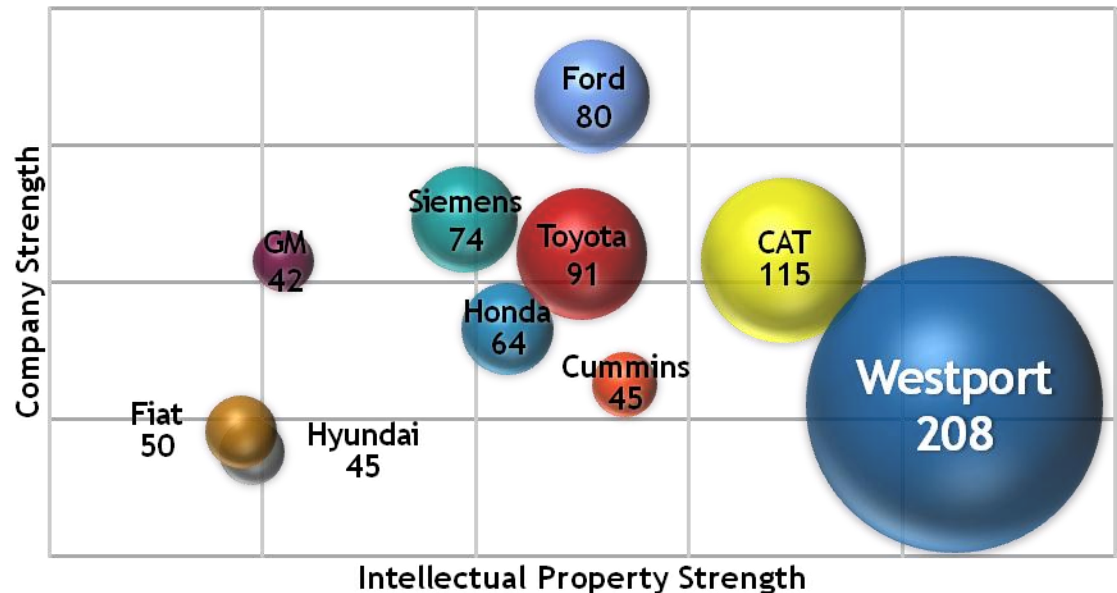
- natural gas
- propane
- hydrogen
- renewable natural gas (biomethane)

Proprietary Technology Enables OEM NGVs

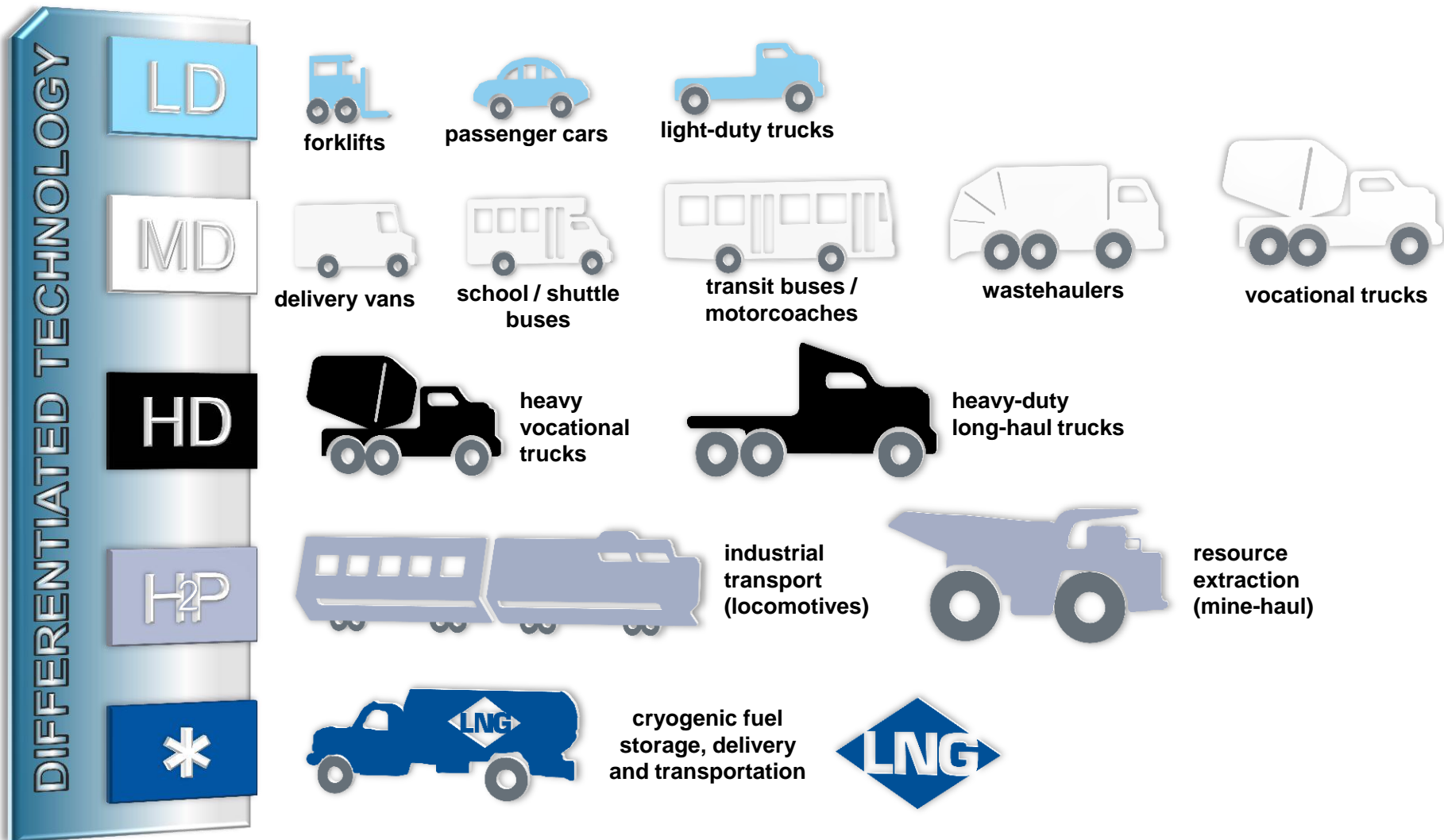
- Proprietary technology enables latest diesel and gasoline engines to operate on natural gas or other gaseous fuels
- Compatible with current and future engine technology; preserves and improves performance, efficiency, emissions
- Invested over \$250mm in R&D and commercialization since 1995
- Global patent portfolio pivotal to Westport's market leading position with OEM's
 - over 250 issued patents
 - includes over 65 issued US patents

Top 10 Natural Gas Engine Companies

(number of searchable* natural gas related patents)



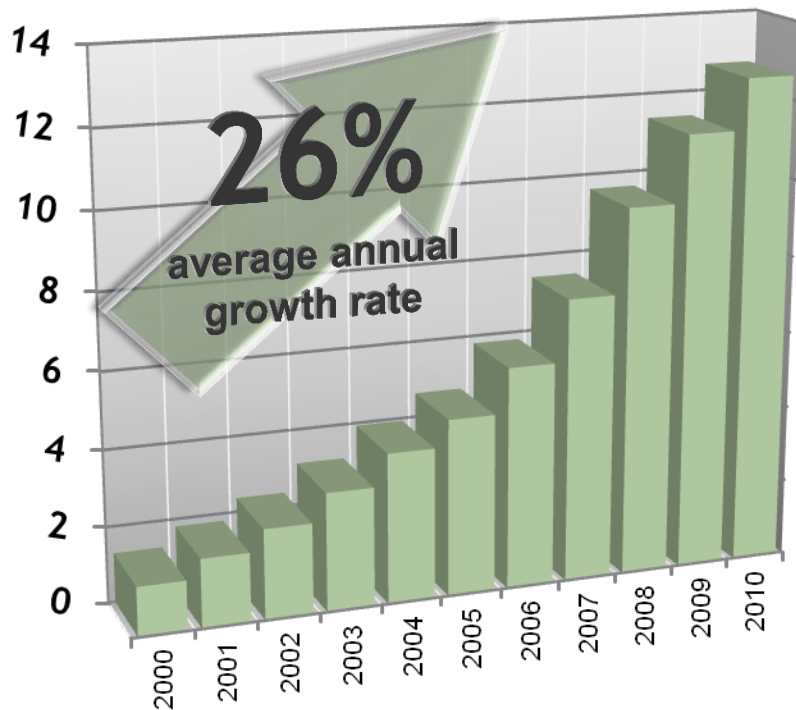
Leverage Technology Across Broad End-Market Applications



Natural Gas Vehicle Market at a Tipping Point*

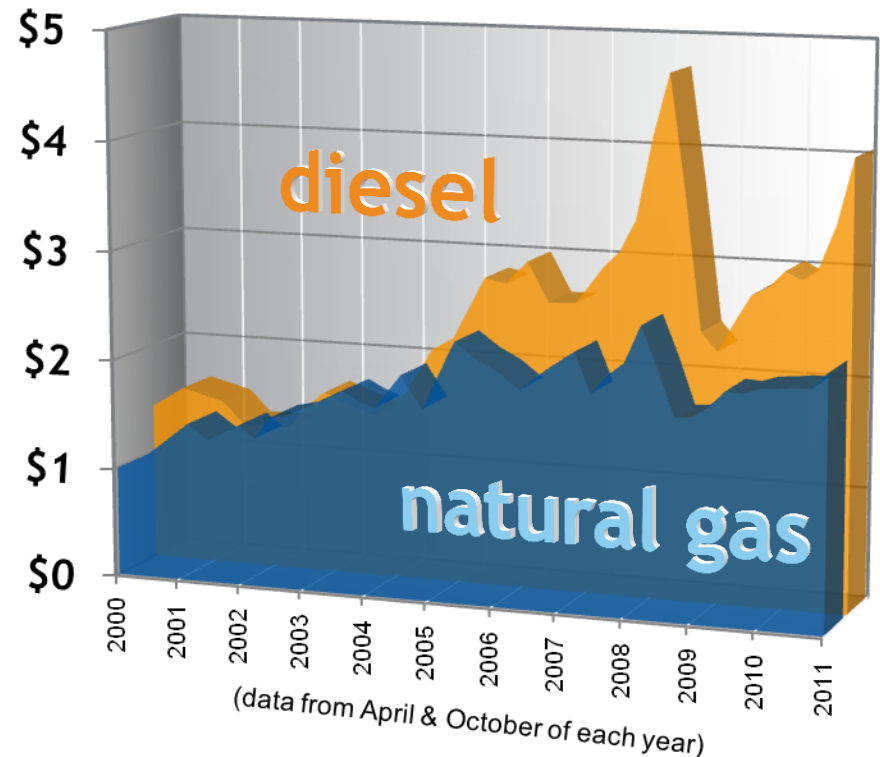
Global NGV Population

(millions of natural gas vehicles)



U.S. Retail Fuel Prices

(dollars per diesel gallon equivalent)



* In Economics, the point at which a dominant technology or player defines the standard for an industry —resulting in "winner-take-all" economies of scale and scope.

Natural Gas Vehicle Challenges

LNG	CNG
<ul style="list-style-type: none">■ Prolonged storage can result in boil-off	<ul style="list-style-type: none">■ Compression of gas
<ul style="list-style-type: none">■ Limited to heavy duty and vocational vehicle uses	<ul style="list-style-type: none">■ Requires access to pipeline
<ul style="list-style-type: none">■ Availability of current refueling stations	<ul style="list-style-type: none">■ Current refueling stations can have gas compression issues
<ul style="list-style-type: none">■ Public misperceptions about safety	<ul style="list-style-type: none">■ Slower refueling times
<ul style="list-style-type: none">■ Weight of on-board storage tanks	<ul style="list-style-type: none">■ Bulk and weight of tanks for range
<ul style="list-style-type: none">■ Higher cost of materials used in tanks	<ul style="list-style-type: none">■ Cost of tanks
<ul style="list-style-type: none">■ Requires access to LNG liquefier	<ul style="list-style-type: none">■ Vehicle Range

Infrastructure Corridors - A Leap Forward

Westport™



Innovative Co-Marketing Program to Develop North American Market for LNG Vehicles & Fuels

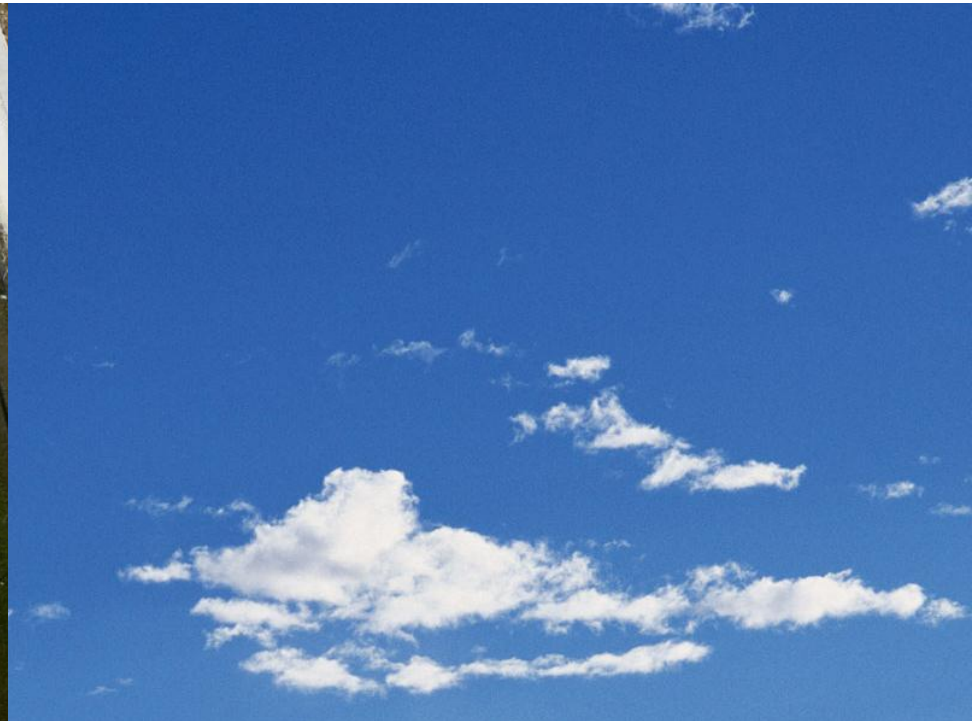
Consolidating key value chain components such as:

- fuel supply
- customer support
- comprehensive maintenance

into a single, user-friendly package.

Initial launch in North America centered in Alberta.

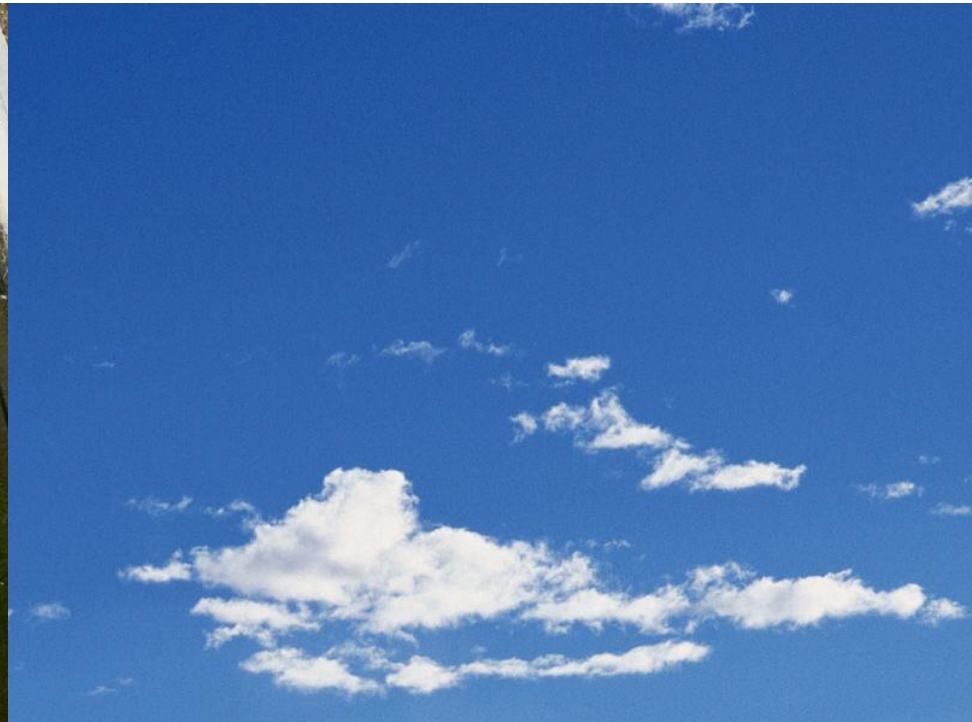




Thank You

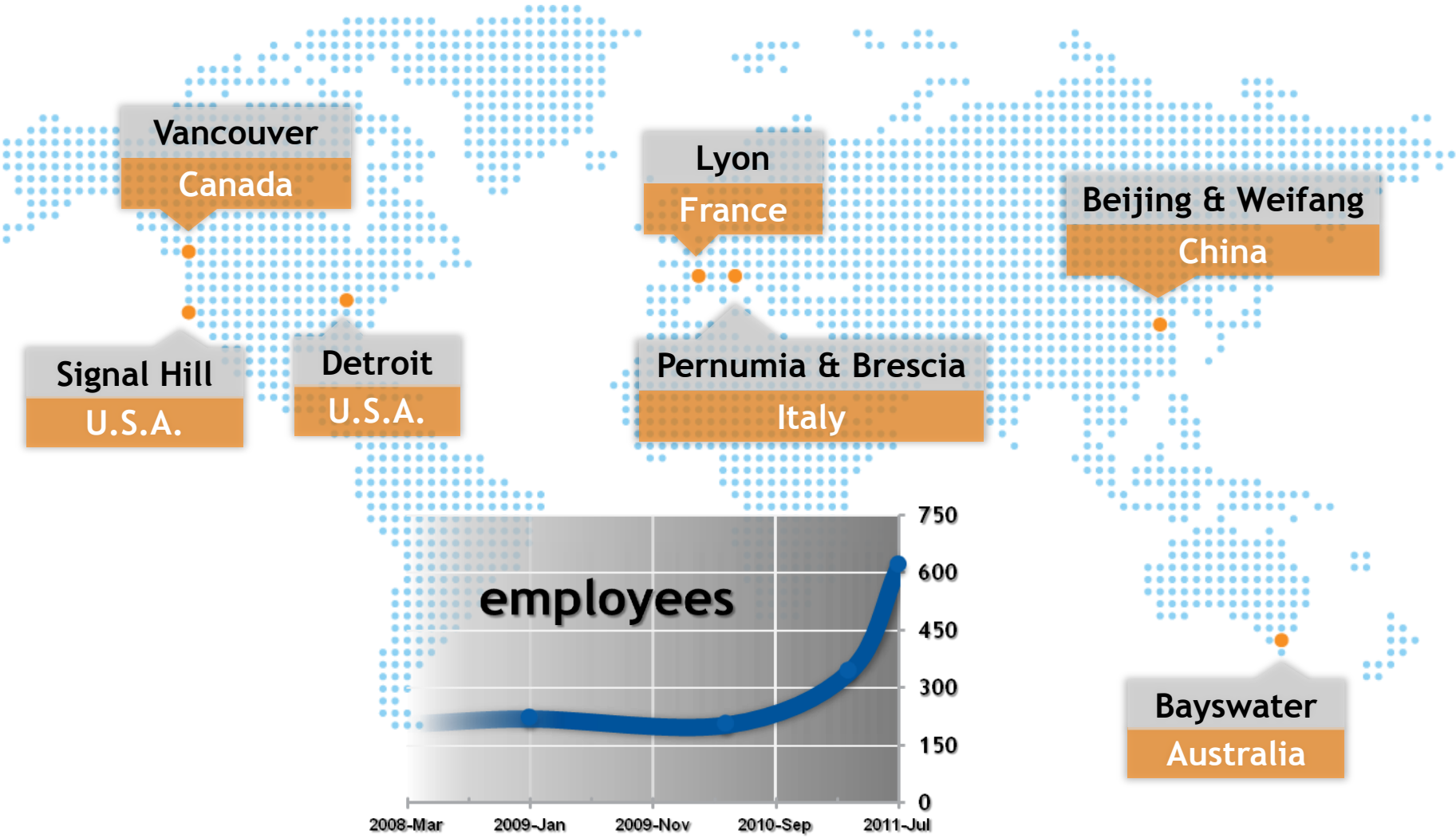
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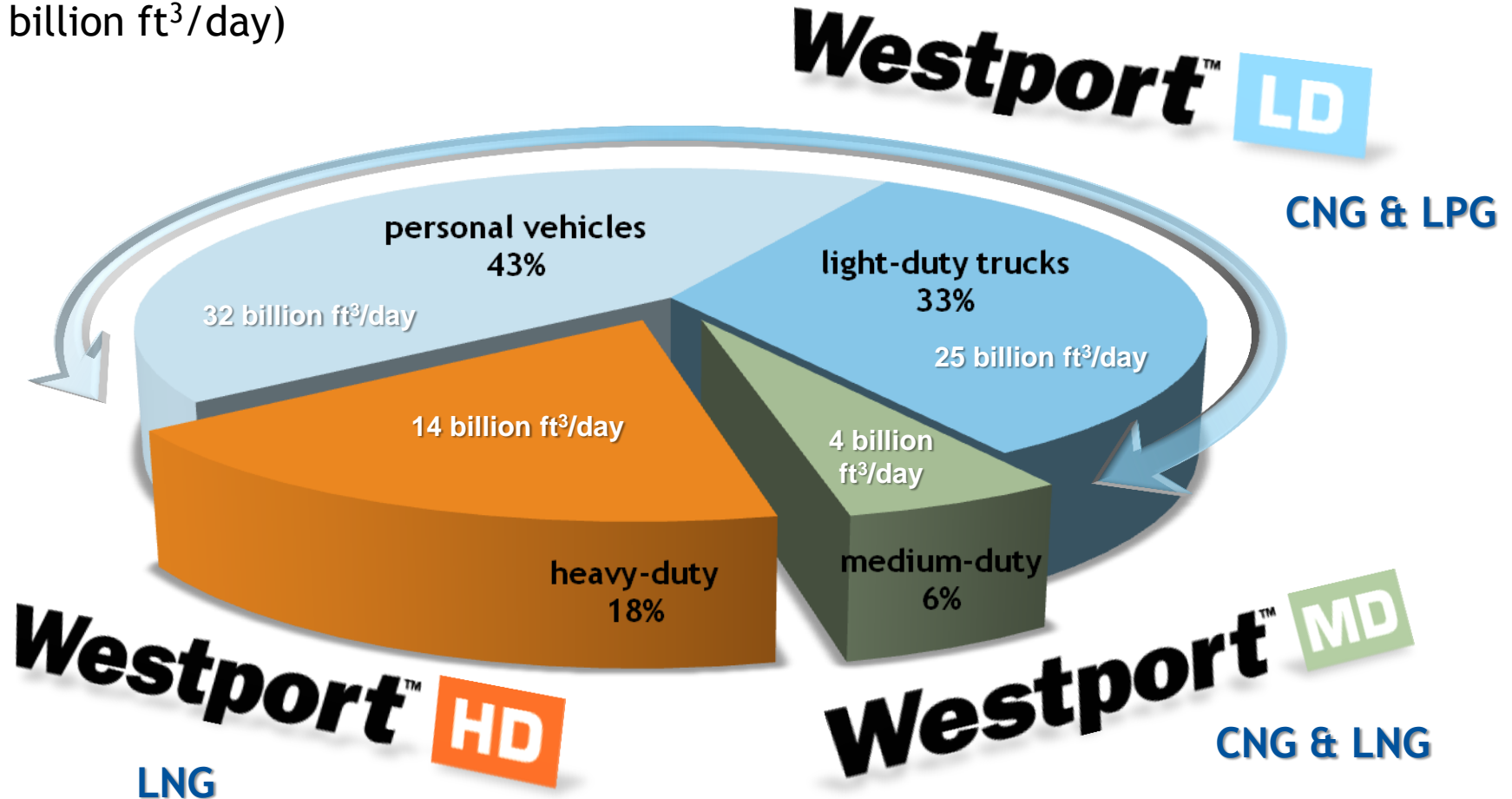
Appendix Slides

Global Operations



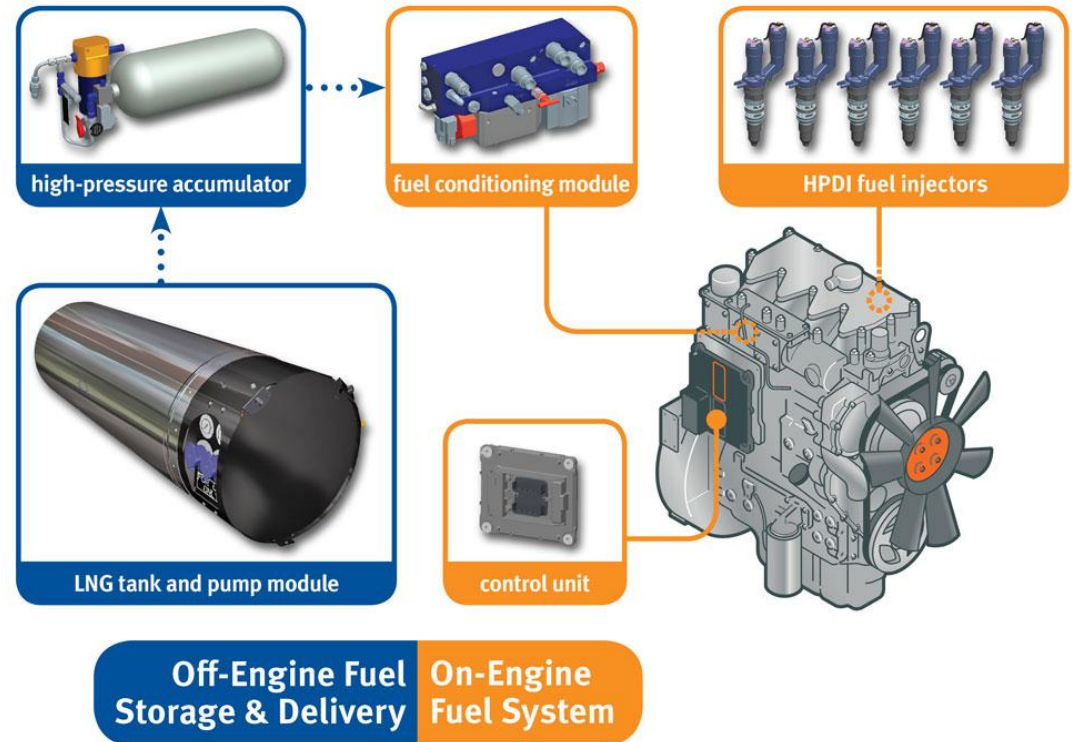
Transportation Energy Demands

Canada and USA natural gas fuel consumption by vehicle class (74 billion ft³/day)



The Westport HD System

- Natural gas engines with diesel-equivalent performance, range and efficiency
- Proprietary High Pressure Direct Injection technology (HPDI)
- Fuel injectors only change to engine
- Complete LNG fuel solution including proprietary tanks/fuel pumps integrated with engine



Leading Global Market Position

Heavy-Duty Truck Manufacturers (working with Westport)

North America	Europe	China	India
<ol style="list-style-type: none"> Daimler Group (Freightliner, Western Star) (34%) International (25%) PACCAR (Peterbilt, Kenworth) (23%) Volvo Group (Volvo Truck, Mack) (18%) 	<ol style="list-style-type: none"> Volvo + Renault (24%) Daimler (21%) MAN (16%) DAF (16%) Scania (14%) 	<ol style="list-style-type: none"> FAW (22%) Sinotruck (19%) DongFeng (18%) Shanxi Automobile (11%) Beijing Automotive (10%) Others (27%) 	<ol style="list-style-type: none"> Tata (70%) Ashok Leyland (19%) Force Motors (5%) Asia Motor Works (4%) Volvo Global Trucks (1%)
source: NADA, Class 8 trucks for 2010	source: www.acea.be, HCV-Heavy Commercial Vehicles (Trucks) over 16t for 2010	source: Morgan Stanley Truck & Engine Chartbook, September 30, 2010	source: Morgan Stanley Truck & Engine Chartbook, September 30, 2010

Broad Set of Relationships Creates Global Footprint

