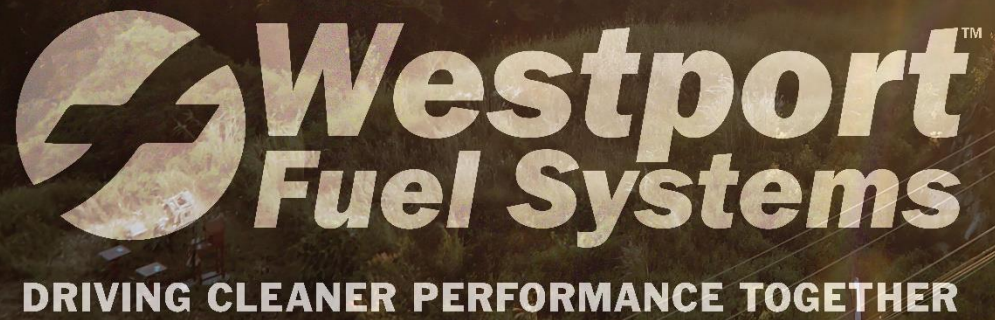




H.C. Wainwright Conference
September 2022

Westport Fuel Systems

Disclaimer and Forward-Looking Statements

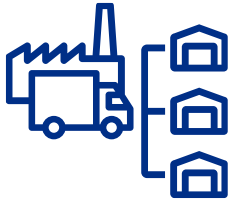
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This presentation contains forward-looking statements, including statements regarding revenue and cash usage expectations, future strategic initiatives and future growth, future of our development programs (including those relating to HPDI and Hydrogen), the impact of COVID-19 and ongoing semiconductor shortages on our business, the demand for our products, the future success of our business and technology strategies, intentions of partners and potential customers, the performance and competitiveness of Westport Fuel Systems' products and expansion of product coverage, future market opportunities, speed of adoption of natural gas for transportation and terms and timing of future agreements as well as Westport Fuel Systems management's response to any of the aforementioned factors. These statements are neither promises nor guarantees but involve known and unknown risks and uncertainties and are based on both the views of management and assumptions that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activities, performance or achievements expressed in or implied by these forward-looking statements. These risks, uncertainties and assumptions include those related to our revenue growth, operating results, industry and products, the general economy, conditions of and access to the capital and debt markets, access to required semiconductors, solvency, governmental policies and regulation, technology innovations, fluctuations in foreign exchange rates, operating expenses, continued reduction in expenses, ability to successfully commercialize new products, the performance of our joint ventures, the availability and price of natural gas, global government stimulus packages and new environmental regulations, the acceptance of and shift to natural gas vehicles, the relaxation or waiver of fuel emission standards, the inability of fleets to access capital or government funding to purchase natural gas vehicles, the development of competing technologies, our ability to adequately develop and deploy our technology, the actions and determinations of our joint venture and development partners, the effects and duration of COVID-19 and the ongoing semiconductor shortage as well as other risk factors and assumptions that may affect our actual results, performance or achievements or financial position discussed in our most recent Annual Information Form and other filings with securities regulators. Readers should not place undue reliance on any such forward-looking statements, which speak only as of the date they were made. We disclaim any obligation to publicly update or revise such statements to reflect any change in our expectations or in events, conditions or circumstances on which any such statements may be based, or that may affect the likelihood that actual results will differ from those set forth in these forward-looking statements except as required by National Instrument 51-102. The contents of any website, RSS feed or Twitter account referenced in this document are not incorporated by reference herein.

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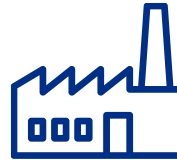
We're Changing the Way the World Moves

Delivering advanced, market-ready alternative-fuel systems for today's combustion-powered vehicles that lower fuel costs and cut carbon emissions without sacrificing performance.



Tier 1

Transportation supplier with diverse business units



Manufacturing

7 global locations



Accessing

Full suite of renewable and alternative fuels



Sales in 70

countries, strong global footprint



>100

Global distributors worldwide



>1,400 Patents & Applications

Robust patent portfolio

Design, engineer, and manufacture cleaner fuel systems and components that address the challenges of climate change and meet stricter carbon emissions regulations.



Why Westport?

- Leader in gaseous fuel solutions for transportation, delivering alternative, cleaner fuel systems that lower fuel costs
- Energy transition is accelerating, and our diversified portfolio positions us to capture this growing market opportunity
- Proven low-carbon HPDI technology using Natural Gas available now
- Global recognition of Hydrogen is growing, we have the necessary enabling technologies to respond with H₂ HPDI
- Commitment to operational excellence supports status as Tier 1 supplier with deep range of automotive OEM partners and customers
- Aggressive growth plan underpinned by fortified balance sheet



Strategy

1

Drive sustainable growth in our existing markets through a diversified portfolio of technology, products, and services

2

Unlock new and emerging markets through the delivery of cleaner, affordable transportation solutions

3

Drive operational excellence and reputation as a Tier 1 supplier with enhanced quality and reliability

Recent Developments



- Awarded €38M program to supply LPG fuel systems to a global OEM
- Unveiled demonstrator vehicle with hydrogen HPDI fuel system for internal combustion engines for heavy-duty truck applications
- Westport Hydrogen HPDI truck pulling a Ray Lee's/Ozark trailer fueled with hydrogen for the first time in America in August at the West Sacramento Station, the first hydrogen station in the world

Climate Change Has Changed Our Industry

Our alternative-fuel systems meet the world's new demands, today.



Climate change requires urgent attention: if we continue to emit CO₂ at current levels, we have only ten years remaining in the global carbon budget before we breach the 1.5-degree Celsius threshold, emphasizing the need for immediate action.

Hydrogen Council //

*"Path to Hydrogen Competitiveness" report,
January 2020, p. 2*



Macro Enablers Driving Growth

Regulation

Mandating cleaner transportation

- Carbon neutrality objectives, CO2 emissions and fuel efficiency standards for vehicles
- Air pollutant emissions standards for vehicles
- Renewable energy and alternative fuels infrastructure regulations
- Increasing carbon reporting requirements for companies

Affordability

Gaseous fuel solutions offer compelling TCO

- Affordability required to achieve scale
- Population growth and economic development

Fuel Availability

Rapid expansion of gaseous fuel infrastructure

- China: largest existing infrastructure with 7,000+ LNG stations
- Europe: 4,181 CNG, 579 LNG, 47,788 LPG stations and growing
- India: 10,000 CNG stations planned in next 5 years
- US: 1,680 CNG and 144 LNG stations and growing

Renewables

Perfect fit with Westport's solutions

- Biomethane "ready now" alternative delivering net-zero carbon transport today
- Promising green hydrogen plans
- Matching the cleanest gaseous fuels with the most efficient engine technologies

Product Availability

Westport solutions are being deployed TODAY

- Production solutions available NOW
- We don't have to wait to address demands for cleaner affordable transportation

Delivering Emission Reductions Through Alternative Fuel Capabilities

LPG

Liquefied Petroleum Gas / Propane / Autogas



- Favourable price advantage over diesel in key markets
- Strong and growing refuelling network in Europe
- Most commonly used alternative fuel in the world

CNG

Compressed Natural Gas



- Over 4,000+ CNG stations in Europe
- Indian CNG market a major growth opportunity for Westport
- Price advantage over diesel in select markets

LNG

Liquefied Natural Gas



- Key driver of heavy-duty growth
- China, Europe both large and growing refuelling infrastructure
- Increased focus on biomethane as result of Russia-Ukraine conflict

H₂

Hydrogen



- Strong OEM interest in H₂ HPDI offering
- Increasing global recognition of H₂ as the future zero-emissions fuel
- H₂ HPDI can offer better economics and performance

**All available as renewable fuels
substitute for fossil-based fuels**

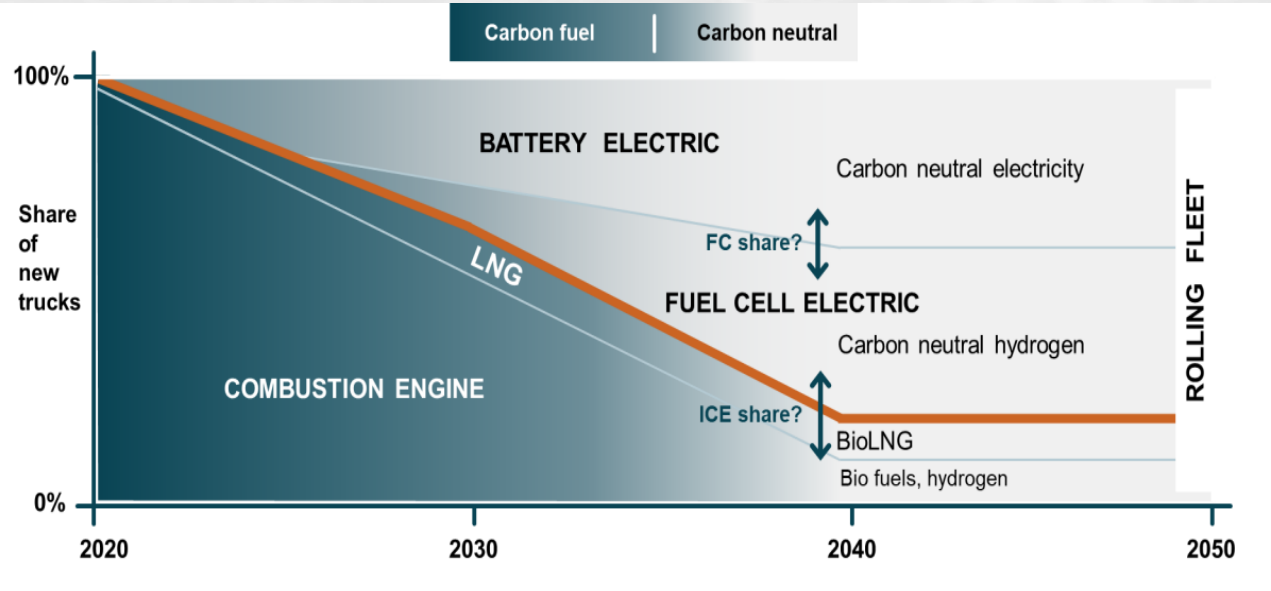
Leading Global Supplier

Broad range of products addressing diverse market segments

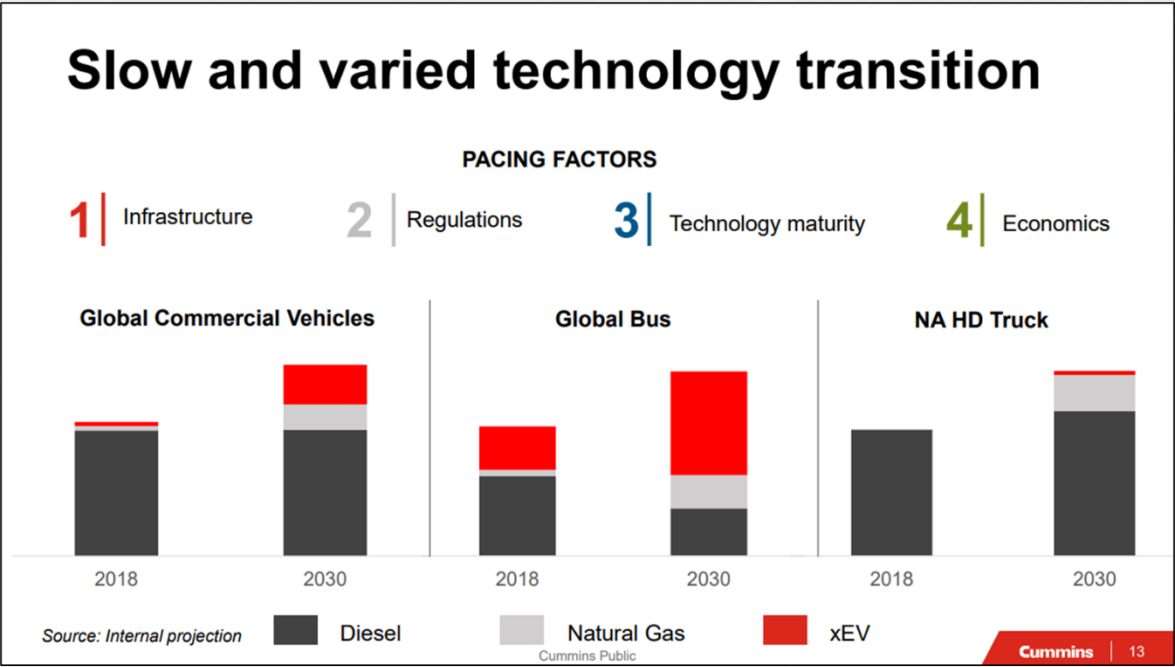
	CHANNELS TO MARKET		
	Original Equipment Manufacturers (OEMs)		Independent Aftermarket (IAM) Dealers/Distributors
Market Segments	Light- & Medium-Duty	Heavy-Duty	Light- & Medium-Duty
Westport Products	Components	HPDI 2.0™ Systems	Conversion Kit Components
Gaseous Fuels	LPG (Propane), CNG, LNG & Hydrogen		CNG & LPG
Primary Geographic Focus	Europe, China, India		Italy, Russia, Turkey, Poland, Algeria, Argentina
Revenue (2021)	\$195M		\$116M

Multiple Clean Energy Technologies Required for Energy Transition

Westport's High Pressure Direct Injection (HPDI) product and Natural Gas (NG) conversion kits offer first-mover advantage in the face of aggressive regulatory mandates



Source:
Volvo Group Capital Markets Day, July 5, 2022
<https://www.volvogroup.com/en-en/investors/reports-and-presentations.html>

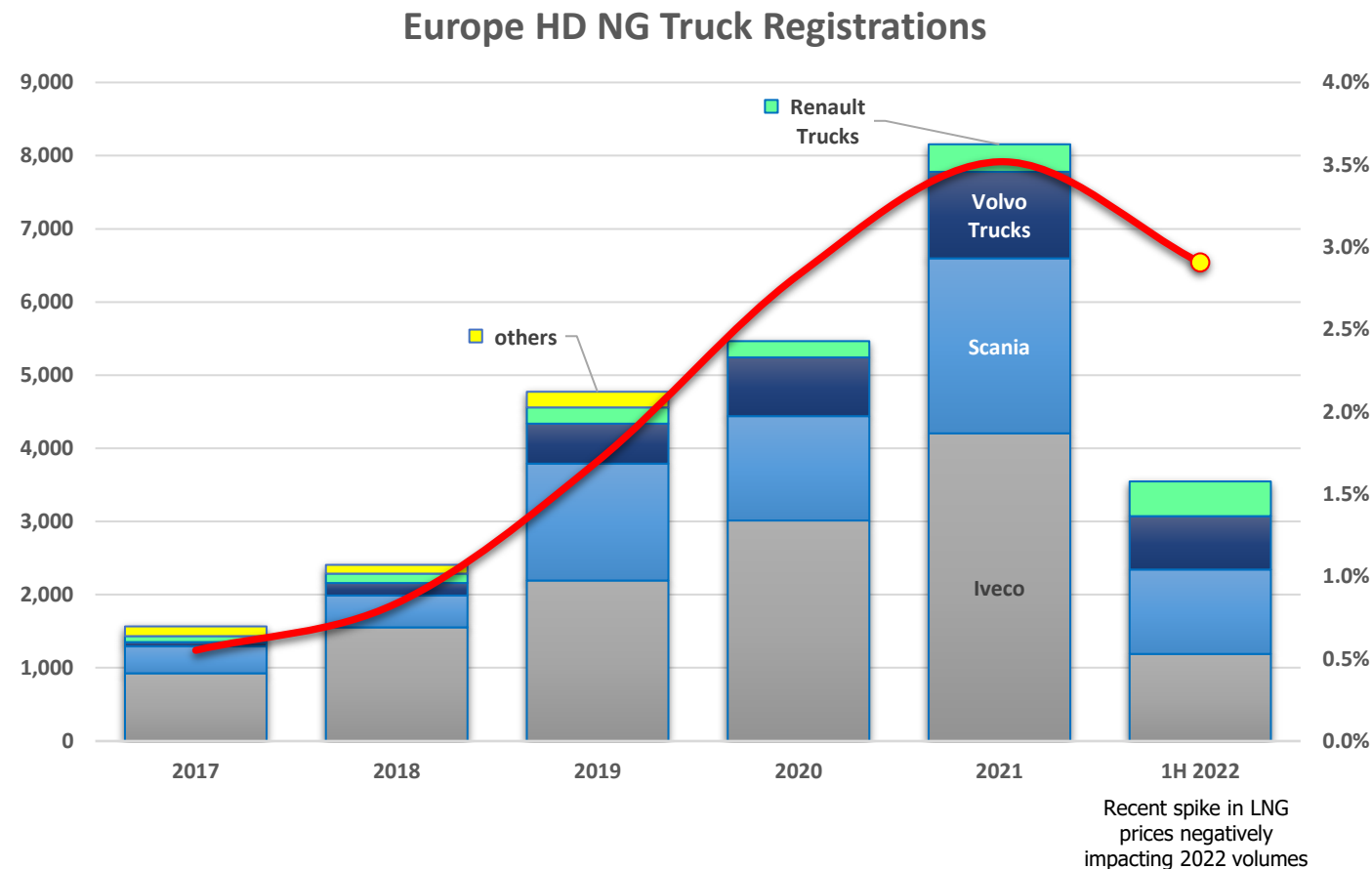


Source:
Cummins Analyst Day Presentation, November 21, 2019
<https://investor.cummins.com/events-presentations/presentations>

As technology, regulations and fuel adoption trends shift,
we expect a variety of solutions will take hold for different applications

Adoption Continues for Natural Gas Trucks in Europe

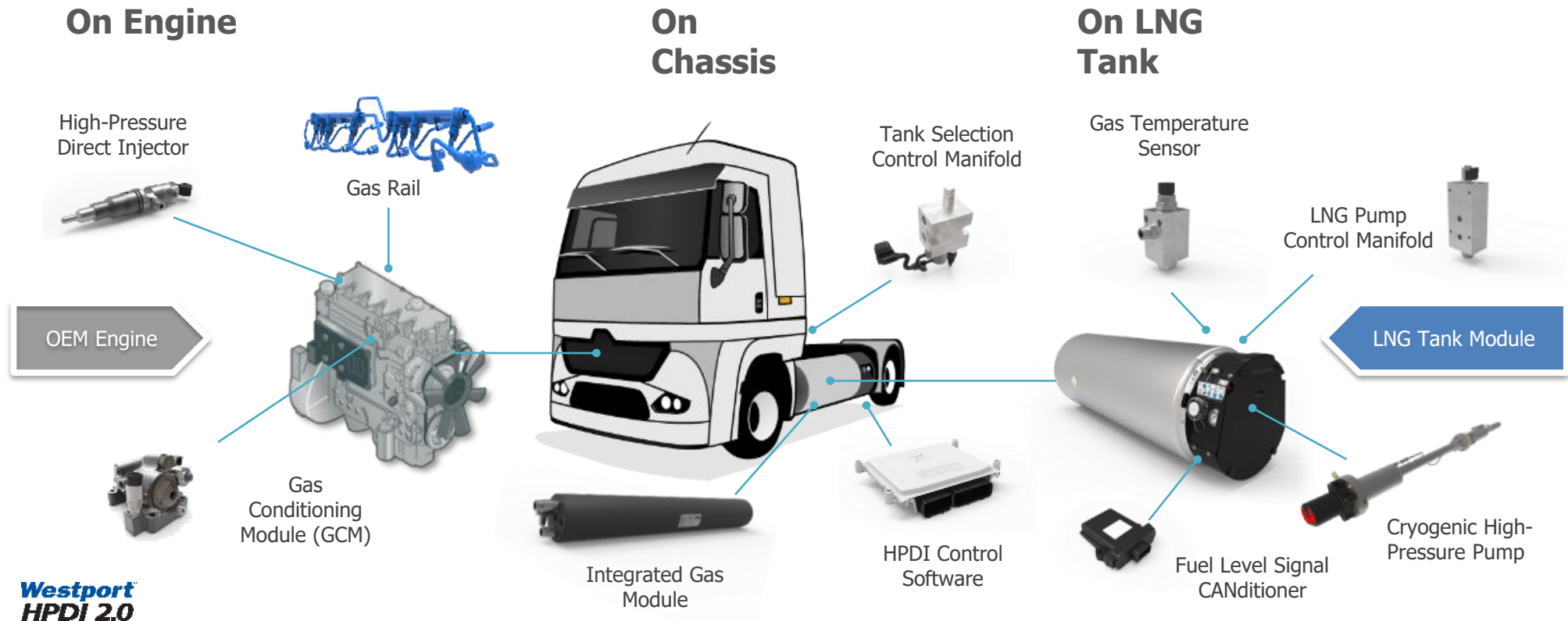
- OEM's market share for natural gas trucks approaching 3.5% in 2021, representing ~40% year-over-year growth
- Over 500 LNG stations serving heavy-duty truck fleets across Europe, a number that continues to grow
- As adoption of bioLNG increases, the total CO₂ reductions (Well to Wheel) accumulates rapidly



Sources: IHS Markit, ACEA, WFS analysis

Natural Gas Share of Class 8 Market

HPDI 2.0™ is a High-Performance, Low-Emissions Fuel System Solution for Today's Combustion-Powered Heavy-Duty Trucks





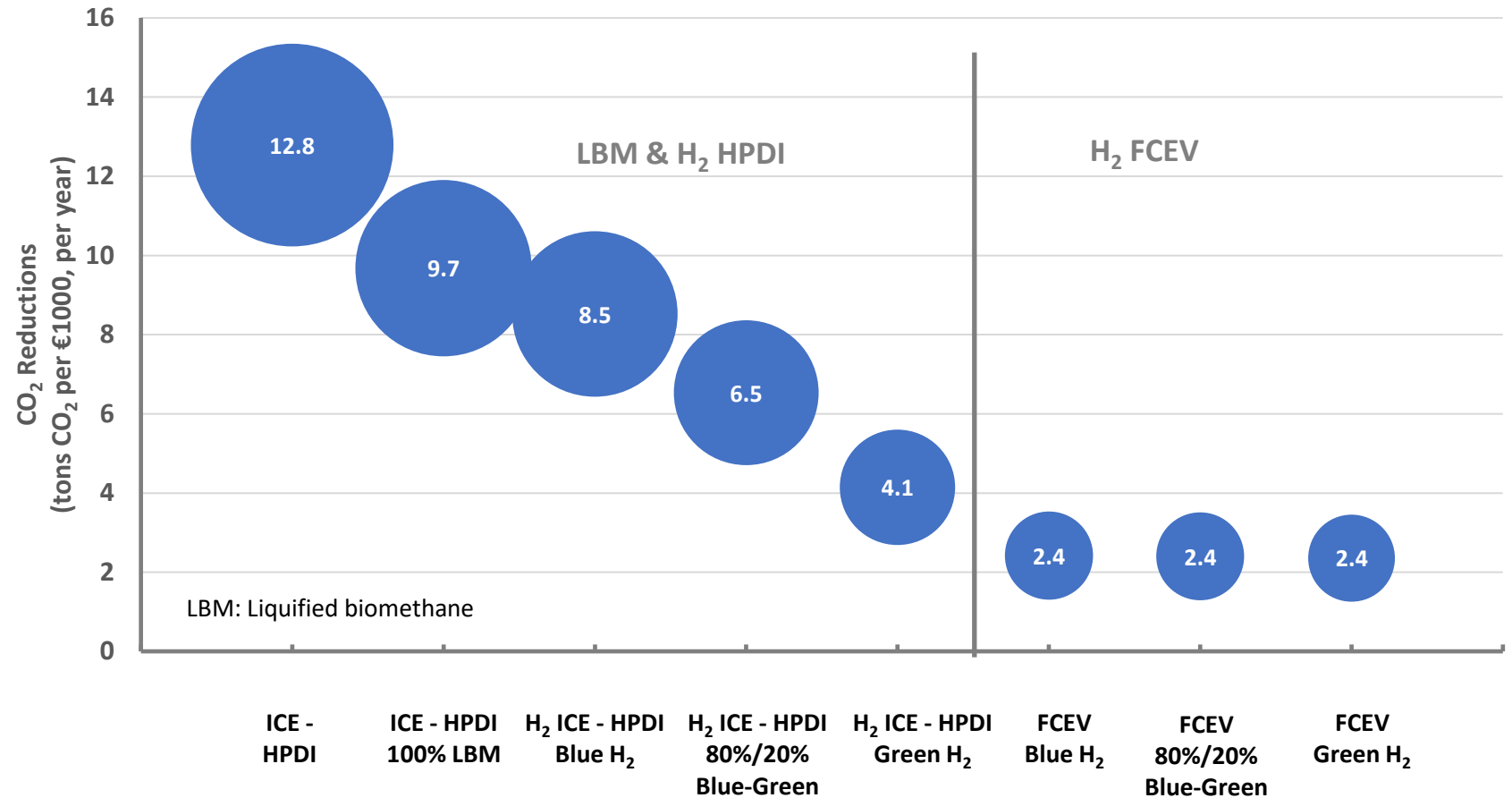
HPDI: Cost-Competitive Heavy-Duty Trucking Technology Meets Stringent Carbon Reduction Regulations Today

- Same torque, efficiency, and reliability as diesel engines
- **20% CO₂ reduction**
- **100% CO₂ reduction potential with hydrogen (H₂)**
- No change to diesel engine architecture
- Minimal change to vehicle architecture

HPDI Growth Story Driven by Cost Efficiency

HPDI solutions are more cost effective than fuel cells for CO₂ abatement

- 4x more cost effective using blue hydrogen
- 6x more cost effective using 40% liquid biomethane. HPDI is doing this today in markets like Germany where LNG is already 60% bio-LNG



HPDI for heavy-duty, long-haul applications offers superior fuel efficiency and responds NOW to EU CO₂ 2025 regulations

Introducing H₂ HPDI

Higher torque, power density, and efficiency than diesel

Hydrogen combustion is a nascent solution but could fill an important niche by harnessing established technologies and supply chains.

Bernd Heid, Christopher Martens, and Anna Orthofer

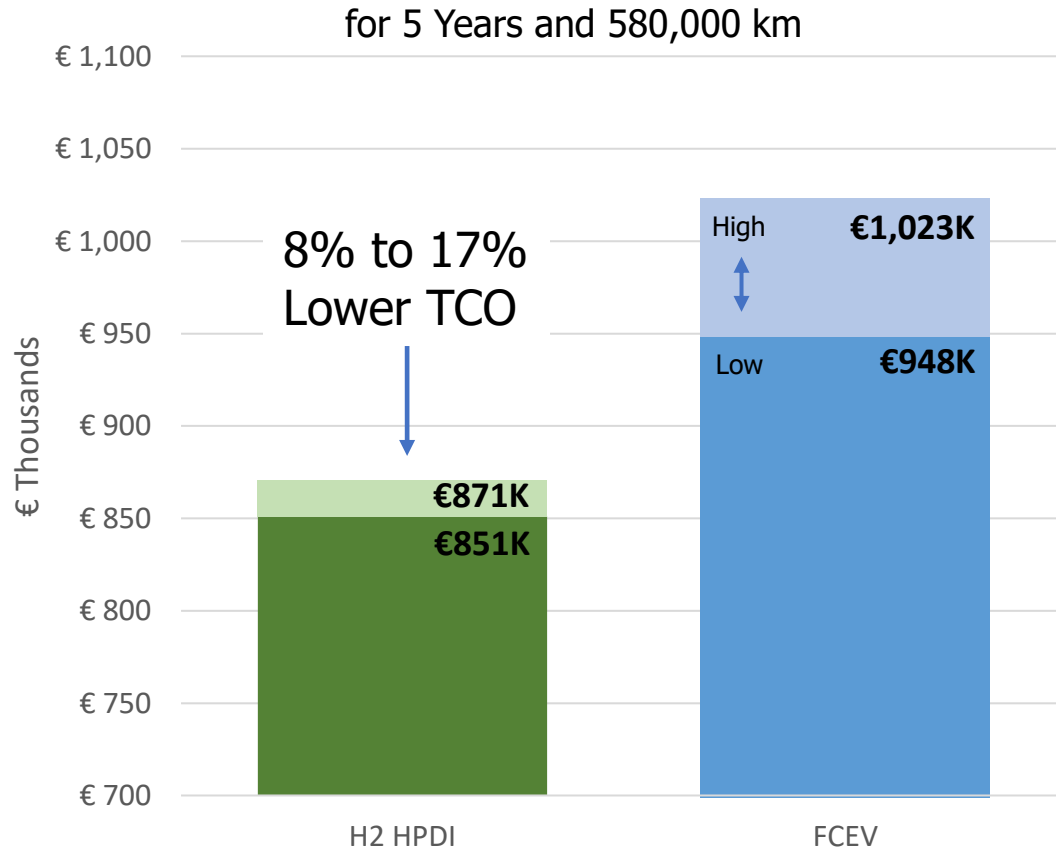
"How Hydrogen Combustion Engines Can Contribute to Zero Emissions",
McKinsey & Company article, June 2021

- H₂ HPDI offers compelling TCO for high load applications
- Growing interest in H₂ HPDI from OEMs
- H₂ HPDI offers a pathway to green hydrogen
- Utilizing many engine and aftertreatment systems already in place, with changes only made to the fuel system, translates to a shorter time to market



H₂ HPDI: Pathway to Near-Zero Emissions

Total Cost of Ownership (TCO)



Source: AVL / Westport TCO study, 2021

Benefits vs. Fuel Cell



For the Truck Customer

- Lower upfront acquisition costs
- Proven truck design and durability
- Familiar truck operation



For the OEM

- Low product development cost
- Preserve current manufacturing, supply chain, and service infrastructure
- Avoid manufacturing investments for fuel cells, batteries, and motors



For the Environment

- Renewable, zero carbon fuel
- Lower investment path to reduce CO₂ in heavy-duty, long-haul trucking

Affordability Drives Conversion in Light-Duty OEM and IAM



Passenger Cars			
	Petrol ¹	LPG ²	Biomethane ³
Incremental price per vehicle		€800	€3,100
Fuel cost (€/litre or kg)	€1.94	€1.12	€0.81
Annual distance (km)	20,000	20,000	20,000
Fuel consumption (km/l or kg)**	13	13	13
Annual fuel cost	€2,985	€1,824	€1,357
Annual Fuel Cost Savings		€1,161	€1,274
Payback (months)		8	29
CO ₂ Emission Reductions (%)***		~10%	~23%

The actual payback period is dependent upon vehicle transaction prices, annual distance traveled, fuel prices, and the import taxes and incentives. All of these factors can vary over time and between jurisdictions.

[1] Based on Italian fuel prices as of July 2022

[2] Based on Italian fuel prices as of July 2022

[3] Biomethane figures based on German fuel prices as of August 2022

Major OEMs Offering a Range of CNG Models in India

Growing market share in India

- 50% increase in sales as compared to Q2 2021
- Significant increase in infrastructure for CNG underway. LNG and H₂ on the horizon
 - More than 4,000 CNG stations in place and nearly 1,000 to be commissioned in the next year
 - OEMs participating in alternative fuel programs for CNG with existing and new engine platforms
- Investments in green hydrogen focused on significantly reducing consumer costs



Key passenger vehicle, commercial vehicle, and three-wheeler OEMs have upscaled their CNG programs with their high-selling models now offering a CNG option

HPDI for OEM is the Primary Driver of Growth

- Adoption by large-scale OEM's
- Growth driven by adoption in European market and expansion into North American and Chinese markets
- Development of HPDI technology for hydrogen uses
- Development of systems for off-road applications
- Achieve economies of scale and expand gross margin



Leader in the LPG and CNG Conversion Space

IAM business has foundations for profitable, measured growth

- Unlock new markets
- Maintain market leadership with a focus on quality, reliability and affordable products
- Focus on technology leadership, expanding our IAM platform
- Increase market share & profitability in our current markets
- Aggressively pursue cost reductions



Path to Profitability

Clearly defined priorities to maintain and improve financial strength

- 1 Aggressively work to enhance margins
- 2 Drive profitable growth in new and existing markets
- 3 Increase HPDI sales volumes, driving economic of scale and advance commercialization of H₂ HPDI
- 4 Preserve liquidity
- 5 Efficient capital allocation and M&A strategy

Setting the foundation to support the achievement of our strategic priorities

2021 Financial Highlights

Revenue

\$312 million



24% YoY

- Continued recovery, despite global supply-chain headwinds

OEM Revenue

\$195 million



31% YoY

- Growing sales of HPDI
- Recovery of LD OEM sales

Adjusted EBITDA

\$17.5 million



vs. \$14.7 million in FY20

- Increased gross margin
- Gain on Stako acquisition
- Income tax recovery

Strong Results Despite Significant Macro Headwinds

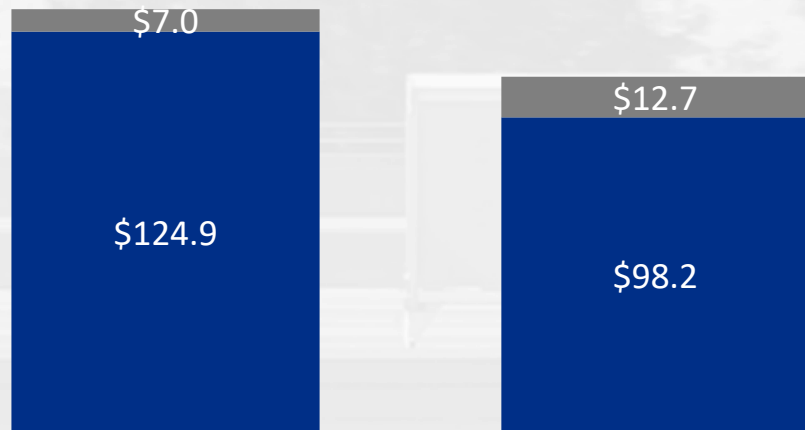
Liquidity

Addressing cost reductions, margin improvements, and cash conversion

- Pricing action taken with customers
- Reduction in inventory levels following built-up inventory to manage against supply chain risk along with shortages of raw materials and components

Cash and Liquidity

(\$ Millions)



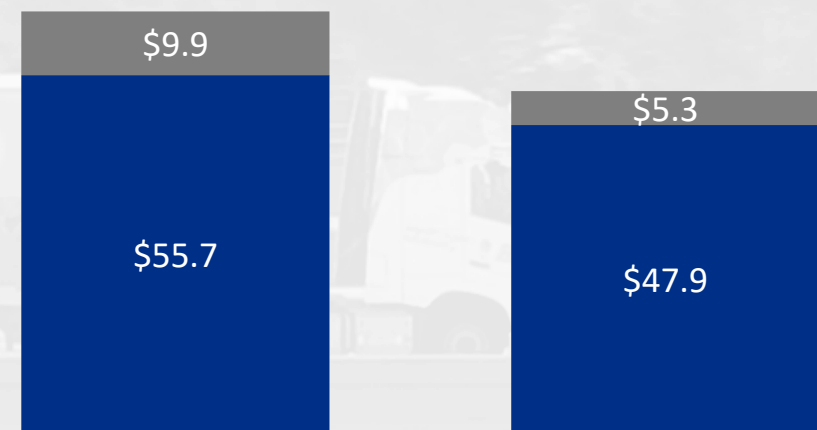
Q4 21

Q2 22

■ Cash ■ HSBC AR Facility

Debt & Cartesian Royalty Payable

(\$ Millions)



Q4 21

Q2 22

■ Debt ■ Cartesian Royalty Payable

Sustainability is a Core Principle

Sustainability is at the core of our technology strategy, our product portfolio, and our operations



Governance

- Formed a 10-member ESG Steering Committee, led by the CEO, to oversee core programs and targets, integrating ESG into the company's goals and processes



Our ESG Strategy

- Focused on taking concrete steps to ensure that the way we do business has positive impacts throughout our value chain



Stakeholder Engagement

- Learning, improving, and ensuring our strategies, activities and reporting are aligned with the needs and interests of those affected by our business



Diversity and Inclusion

- ~50% gender representation on the Board of Directors
- Over 30% female representation across global workforce



Environment

- Helping our customers to be leaders in affordable, sustainable, and efficient transportation solutions



Our Carbon Footprint

- We have committed to developing a Climate Action Plan that outlines our path to near-zero GHG emissions and aligns our climate-related disclosures with TCFD recommendations



Summary

- Leader in gaseous fuel solutions for transportation, delivering alternative, cleaner fuel systems that lower fuel costs
- Energy transition is accelerating, and our diversified portfolio positions us to capture this growing market opportunity
- Proven low-carbon HPDI technology using Natural Gas available now
- Global recognition of Hydrogen is growing, we have the necessary enabling technologies to respond with H₂ HPDI
- Commitment to operational excellence supports status as Tier 1 supplier with deep range of automotive OEM partners and customers
- Aggressive growth plan underpinned by fortified balance sheet

Questions?



Executive Leadership Team



David M. Johnson

Chief Executive Officer
& Board Director

Industry veteran with more than 25 years of experience leading engine development for automotive and commercial vehicle industries including at Ford Motor Company in Truck Powertrain Planning. Since then, Mr. Johnson has served in a variety of roles with leading automotive companies including senior roles at Navistar and General Motors.



**Richard
Oraziotti**

Chief Financial Officer

Served as Senior Vice President, Treasurer of Goldcorp, Inc. Chartered Professional Accountant ("CPA") in British Columbia. Global Executive MBA from the IESE Business School at the University of Navarra and a Bachelor of Business Administration from Simon Fraser University.



Lance Follett

Chief Legal Officer &
Executive Vice President

Served as Vice President of Licensing, Vice President of European Partnerships and Senior Vice President of Corporate Development and Intellectual Property for Westport Fuel Systems. Member of the Law Society of British Columbia and a registered Patent Agent. B.Sc. (Hons) degree from the University of British Columbia, and a J.D. from the University of Victoria.



**Nicola
Cosciani**

EVP, Global Operations

Served as Supply Chain Manager, Operation Manager and Business Unit Manager for companies such as ABB and FIAMM. Participated in different regulatory bodies in Italy and the European Community. Holds degree in Economics from Bologna University.



Tim Smith

EVP & Chief of Staff

Served in technical, management, and executive roles at Daimler Trucks North America, Navistar, and Dana Corporation. Bachelor of Science degree in Mechanical Engineering from the University of Toledo.

Board of Directors



**Daniel M.
Hancock Chair**



**Michele J.
Buchignani**



**Brenda J.
Eprile**



Rita Forst



**Anthony
('Tony')
Guglielmin**



**Prof. Dr. Karl Viktor
Schaller**



**Eileen
Wheatman**



**Philip
Hodge**



Thank you.

