
OPERATOR

Welcome to the Westport Innovations Q4 2015 Financial Results Conference Call. As a reminder, all participants are in listen-only mode and the conference is being recorded. After the presentation, there will be an opportunity to ask questions. To join the question queue, you may press star, then one on your telephone keypad. Should you need assistance during the conference call, you may signal an Operator by pressing star and zero.

I would now like to turn the conference over to Darren Seed, Vice President of Capital Markets and Communications. Please go ahead.

DARREN SEED speaking

Vice President, Capital Markets and Communications,
Westport Innovations Inc.

Thank you and good afternoon. Welcome to our fourth quarter and year-end fiscal 2015 conference call. It's being held to coincide with the disclosure of our financial results issued earlier this afternoon. For those who haven't seen the release and financial statements yet, they can be found on Westport's website at www.westport.com.

Speaking on behalf of the Company will be Westport's Chief Executive Officer, David Demers; Westport's VP Finance and Corporate Controller, Jim McCallum; and Nancy Gougarty, Westport's President and Chief Operating Officer.

Attendance at this call is open to the public and to media, but for the sake of brevity, we are restricting questions to analysts.

You are reminded that certain statements made in this conference call and our responses to various questions may constitute forward-looking statements within the meaning of U.S. and applicable Canadian securities law, and such forward-looking statements are made based on our current expectations and involve certain risks and uncertainties. Actual results may differ materially from those projected in the forward-looking statements. Information contained in this conference call is subject to, and qualified in its entirety, by information contained in the Company's public filings, and, except as required by applicable securities laws, we do not have any intention or obligation to update forward-looking information after this conference call. You are cautioned not to place undue reliance on any forward-looking statements.

Now, I will turn the call over to David Demers,

DAVID DEMERS speaking

Chief Executive Officer, Westport Innovations, Inc.

Thanks, Darren. Good afternoon, everyone, and thank you for your interest and support of Westport.

Despite energy market and currency volatility, 2015 ended well, particularly with Cummins Westport back delivering strong financial performance during the year after two years of warranty reserve adjustments, and, as you've seen, CWI had two important new product announcements that will set us up nicely for 2016. We're particularly proud of the near-zero emissions technology announcement, which will take the already low NOx emissions from our current engines down by another 95%, which is virtually zero. On our Westport operations and the corporate investment side, we've managed to cut our cash burn rate by more than half over 2014, while still continuing to advance our core strategic programs, including HPDI 2.0 developments with a number of OEM partners.

Now, I told you a year ago that there were four key elements to our 2015 strategy as we continue our transition from an R&D and market creation company to a profitable growing operating business. I'm going to reiterate those, because it is the end of the year.

Number one, we said that we're going to continue to invest in committed OEM partners in commercial products for the next decade that contain strong technology content, but we would defer investments when uncertain market timing or commercialization risk or low market parity. Clearly, we've done that. You can see the reduction in burn rate. As we completed programs or reallocated resources to the core, new partners and new programs do continue, but these are increasingly being funded by customers or other partners. We continue to invest heavily to bring our HPDI 2.0 program to the performance and durability standard that's expected by our OEM customers, but this program is on schedule, it's on budget, and we expect to be ready for field test trucks late in 2016, and early production trials in 2017, with our first OEM customers.

Second, I said that we would continue to rationalize and consolidate our current product portfolio for cost reduction, for margin improvement, to ensure customer value and leading price performance, and achieve full system sales beyond just individual component sales. I think this year we saw lots of examples of this. We can talk about our industrial products, the new generation Volvo Car launches, the Ford F-150 announcements, and of course this process continues and it will continue as we complete our impending merger with Fuel Systems Solutions and rationalize our joint product offerings, and there's lots of opportunities there.

Third, I said that we would identify \$50 million in non-core assets. Despite a difficult market, we've reached satisfactory terms with several counterparties, including the previously announced non-core asset sale with Cartesian. We'll announce details as these transactions close, and then, of course, we will continue this through 2016, as we reach for synergies following the Fuel Systems transaction.

Fourth, I said we'll continue to drive cost efficiencies and reduce our global overhead expenses. This year was a real challenge, with the currency volatility, tremendous uncertainty, as I think everybody would understand, with global energy prices, but even as we saw some lines of business seriously impacted by market conditions, and our North American Ford business would be probably the best example of that, we were able to reduce our operating expenses by \$37 million for the year, compared to 2014. This came through cost discipline, some favourable currency exchange factors with the Canadian dollar, for example, and euro against the U.S. dollar. Our prioritization of investments work, improved efficiencies, and just straight closing things down that we didn't feel were strategic. As a result, despite a drop in revenue year-over-year, our operating Adjusted EBITDA improved significantly to a \$1.7 million loss in Q4, compared to \$11.6 million the same period a year ago, an 85% improvement. Our cash used in operations during the year saw a similar dramatic improvement at \$46.8 million used in the year, compared to \$97.6 million in 2014, an improvement of 52%. As you know, after the year-end we announced a strategic financing with Cartesian Capital, and of course the merger with Fuel Systems will also bring important cash and cash generation opportunities to us as we move forward. Now, in 2016, we'll continue to press down on expenses while looking for market growth opportunities, and there are many, as we continue to target mid-2016 for crossing into sustainable operating cash flow from our operations.

Now, we laid out specific key components to our 2016 strategy in the press release and I encourage you all to have a look at that.

Just reflecting on 2015, I think we believe that the worst of the oil price shock and currency volatility is behind us, and as we and our customers look forward, I think what we see are the same key issues for the transportation industry as have been looming for the past decade.

First, continued relentless pressure on emissions reduction, including the recent global focus on greenhouse gases, is really going to hit the transportation industry with some tough challenges, and regulators are increasingly demanding dramatic improvements on emissions with traditional pollutants, like NOx in particulates, of course, but natural gas, as we've been telling you for years, makes these targets much easier to achieve at lower cost to the OEM and customers, and with the economic benefits of going to a cheaper fuel, and on that point, although oil prices have fallen, natural gas prices, particularly LNG globally, have fallen even further. It's not only apparent to everyone that that's true. In fact, I think most

people looking at the energy markets think that the supply and demand picture looks particularly favourable for customers of natural gas for many years ahead. 2015 also saw surprising growth in the renewable methane market, and a milestone that I think was very interesting and encouraging is that more than 50% of natural gas vehicles in California are now powered by renewable gas rather than the fossil fuel version. This is a global trend that we are seeing now, a lot of interest in renewable methane. With price and supply advantages, with emissions advantages, I think OEMs and policy makers are clearly going to react by bringing more natural gas products into the transportation energy mix.

Finally, with first-generation natural gas vehicles now well established in the marketplace, and with some customers with years of experience, we're seeing the market mature with distinct characteristics in specific market segments. OEMs are asking us for specific cost, performance, emission trade-offs in each segment, much as conventional products and fuel choices have developed over the years. Our merger with Fuel Systems will dramatically improve our competitive positioning across the spectrum going forward. We'll have strong offerings at the low cost end of the spectrum, but also unique technologies, such as HPDI 2.0 at the high end, and we believe that we will have unique systems development capability for those OEMs who are now looking to move into the next generation of differentiated products. So, we look forward to continued development of our global business in 2016, and continued progress toward our vision of a transition from oil-based fuels, like diesel and gasoline, to clean inexpensive natural gas.

Now, unfortunately, Ashoka has lost his voice. He is here in the room with us, so he might do some hand signaling, but Jim McCallum has volunteered to step in and take his speaking time. After Jim has completed, Nancy will wrap up with her report on 2015 operations. So, over to Jim.

JIM McCALLUM speaking

Vice President, Finance, and Corporate Controller, Westport Innovations Inc.

Thanks, David, and good afternoon, everyone. I'll be providing you with some highlights of our fourth quarter, our path to profitability and cash position.

As David noted, despite overall weakness in the oil and gas sector, 2015 was a positive year for Westport. Westport reported record 2015 results at the Cummins Westport joint venture, we continued our progress on bringing HPDI technology to market, and decreased our cash usage, reporting a 52% reduction in cash used from operating activities, compared to the prior year.

Adjusted revenue for the quarter ended December 31, 2015 was \$32.1 million, compared with \$27.4 million for the same period last year. The increase in adjusted revenue for the fourth quarter of 2015, compared to the fourth quarter of 2014, was primarily related to the introduction into the market and first-time sale of low-pressure pump systems in China for \$7 million. In accordance with GAAP, our revenue for the quarter was \$25.1 million, as we determined that revenue on the \$7 million China shipment will be recognized when the cash is received.

Adjusted revenue for the year ended December 31, 2015 was \$110.3 million, compared to \$130.6 million in 2014. Our GAAP revenue for the year was \$103.3 million. The reduction in revenue for 2015, compared to last year, was primarily due to reductions in forward product sales and currency translation from euro to U.S. dollars. Our European operations revenue in 2015 was \$73 million euros, compared to 67 million euros in 2014, an increase of 9%.

Our joint ventures, which we don't consolidate, are important to our business. Including our joint ventures, our total 2015 segment revenue was \$628 million, a decrease from 2014, largely due to the Weichai Westport joint venture.

As David mentioned, Cummins Westport had an excellent year. Cummins Westport revenue was \$332 million on 9,940 units for 2015, a decrease of approximately 2% over the same period last year. Westport's portion of Cummins Westport net income for 2015 was \$17.1 million, an increase of 111% over 2014.

The China economy and soft truck market continues to impact Weichai Westport. Weichai Westport's 2015 revenue was \$186

million on 15,956 units, a decrease in revenue of 70% over 2014. The Weichai Westport results are in line with the general market conditions in China and in line with diesel truck sales. Our equity pickup from Weichai Westport for 2015 was \$1 million, a decrease of 83% over the same period last year.

Next, I would like to move on to our cash position. As of December 31, 2015, our cash and short-term investment balance was \$27.8 million. Cash used in operations, excluding changes in working capital, plus dividends received from our joint ventures, was \$14.9 million in Q4 2015, compared with \$33.4 million for the same period last year, an improvement of 55%.

Subsequent to year-end, Westport announced that it had entered into an agreement with Cartesian Capital Group for up to \$71.3 million in financing to support global growth initiatives. Westport received \$17.5 million in January and anticipates receiving additional capital contingent on reaching key milestones and establishing new investment opportunities.

The merger with Fuel Systems, along with sales of non-core assets, will further strengthen our balance sheet.

Moving on to Adjusted EBITDA and our path to profitability, Adjusted EBITDA from our operations segment for the quarter ended December 31 2015 was a loss of \$1.7 million, compared with a loss of \$11.6 million for the prior year. This significant improvement of 85% is a result of operational improvements and cost management initiatives across our business globally. Consolidated Adjusted EBITDA improved 47% in the fourth quarter, compared to the same period last year. Adjusted EBITDA for the fourth quarter was a loss of \$12.3 million, compared with a loss of \$23 million in the prior year.

Westport reduced its combined operating expenses by \$8.5 million, or 24%, for the quarter ended December 31, 2015, compared to the same period last year, primarily due to prioritization of investment programs, cost discipline, as well as favourable impacts of foreign currency translation from the Canadian dollar to the U.S. dollar.

As mentioned in the press release, we will provide 2016 guidance after closing the merger with Fuel Systems.

With that, I will now pass the call to Nancy to discuss operational highlights for the quarter.

NANCY GOUGARTY speaking

President and Chief Operating Officer, Westport Innovations Inc.

Thank you, Jim. So, today, I am going to focus on providing some operational highlights and priorities for Westport and discuss the upcoming merger with Fuel Systems.

Our Operations Teams have made significant strides in new products and in certain technology programs. We saw continued strength in certain natural gas engine markets and reported record results in Cummins Westport's joint venture.

From the product standpoint, we continued to make a number of product announcements in the last quarter of calendar year '15.

Firstly, we announced the dedicated liquid propane system for the 2016 Ford 5-litre F-150 trucks.

Secondly, also on the F-150, CNG, both dedicated and bi-fuel, was launched and approved and achieved EPA certification in quarter four. The popularity of this vehicle stems from the fact that this is the only half-ton pickup offered in the market in CNG or LPG by an OEM.

Thirdly, the introduction of Cummins Westport ISB 6.7 G mid-range natural gas engine for type C school bus markets, which will be launched in mid-2016.

Fourth, the certification of Cummins Westport ISL G engine, near-zero emissions, which is 90% below current regulated levels.

Fifth, the delivery of the first 2016 Volvo V60 bi-fuel vehicles to a key customer, Sunfleet, in Sweden.

Lastly, as Jim mentioned, the launch of the low-pressure pump system, or LPP systems, in China. This is the first China-specific engine or product launch for Westport outside our joint venture and was manufactured on our newly commissioned Qinshan Factory near Shanghai.

In terms of results, we are seeing improvements in some of the business units and stability on the back of a tough 24 months in energy price volatility. 2015 was a record year for income from CWI joint venture, as reliability improvements on the 9-liter ISLG engine have taken hold.

Overall, engine volumes were down by 5%, with the North America business flat in spite of low diesel fuel prices, but some weaknesses in the international sales. But the highlight was 3,000 engines were sold in the North America refuse segment. This was a 40% year-over-year growth. Waste management continues to be CWI's leading customer among private refuse fleets in service in North America. Other leading refuse companies remain committed to growing CNG use in their operations and increasingly using renewable natural gas.

Our Volvo Car business saw sharp increases in sales year-over-year and achieved positive Adjusted EBITDA for the first time since the business became part of Westport.

As Jim mentioned, at Weichai Westport, the spark-ignited engine sales were hampered by lower diesel prices and a weakened Chinese economy. That said, our HPDI 2.0 program continues to move forward in China. Our Weichai Westport HPDI program started with earlier generation components, but our joint venture has now switched to the latest technology of HPDI 2.0 components to get better benefits of packaging and lower cost. We delivered early production samples of these components to Weichai Westport in December and since then have been completing engine development and initial engine builds. We expect to have field test trucks running shortly in preparation for performance and durability testing. Additionally, pilot HPDI trucks are expected to be on the road before the end of the year for further field trials.

Following up on what Jim Arthurs said in November's operational update, our HPDI 2.0 components, including the latest generation of fuel injectors and fuel rails from Delphi, are undergoing engine and truck testing at Westport throughout the first quarter. In the fourth quarter, we also completed key engine durability, while engine endurance and reliability testing is continuing. HPDI 2.0 components have been delivered to OEM customers for additional validation in testing. This also is a critical step in completing the validation of HPDI systems to standards demanded by heavy-duty truck OEMs. As we have said in previous quarters, our commercial production will follow the testing and validation process in accordance with our OEM customer launch plans.

Additionally, on HPDI, we are holding discussions with new OEM partners for HPDI 2.0 and expect more product development relationships for this exciting technology. We are working very closely with AVL to attract OEM customers, and we will continue to keep you updated as progress is made.

Now, onto the merger. The merger with Fuel Systems Solutions is progressing as planned, with task forces and functional teams working in the areas included, but not limited to sales, distribution and marketing, manufacturing, product range and development, direct material and purchasing, legal structure, IT, finance and tax, and communications.

From a legal standpoint, I understand we're just waiting for Fuel Systems' Shareholder meeting to pass the merger resolution with their Shareholders, but, as you can see from my earlier comments, we are using the extra time to our advantage to hit the ground running from an operational standpoint.

With the teamwork both sides are undertaking today, we should be able to provide a combined outlook and operational update in a few weeks on our first quarter 2016 conference call. What I can say is we're expecting to achieve \$30 million of

total annual savings and merger synergies by 2018, not including the one-time cost, so, from my point of view, the faster the integration, the better.

So with that, I will now pass it back to the Operator to open it for questions.

Operator

Thank you. We will now begin the question-and-answer session. To join the question queue, you may press star, then one on your telephone keypad. You will hear a tone acknowledging your request. If you are using a speaker phone, please pick up your handset before pressing any keys. To withdraw your question, please press star, then two. We will pause for a moment as callers join the queue.

The first question comes from Pavel Molchanov of Raymond James. Please go ahead.

Pavel Molchanov - Raymond James

Thanks for taking the question, guys. On the non-core asset sales, you said \$50 million has been identified. Since you haven't really pinpointed what exactly you're looking to monetize, what confidence can you give us that your \$50 million estimate is representative of how much you can actually generate in proceeds?

Darren Seed - Westport Innovations Inc. - Vice President, Capital Markets and Communications

Hi, Pavel, thanks for asking it, and I think the first part is we have announced some of the non-core asset sales as part of the Cartesian Capital financing announcement just a few months ago. So, we've announced some. We do have some more on the bubble. We are in some, I would say, advanced stages with others and in advanced agreements with some of them. So, I think the planned announcements where we've referenced non-core asset sales, Pavel, those should all be this year. This is not accounting for anything we may undertake as a combined company with Fuel Systems. This is just non-core assets we've identified and again have announced some, but I suspect over the next few months we'll be announcing a few more.

Pavel Molchanov - Raymond James

Okay. I'm sure you noticed last week Quantum Fuel Systems filed for Chapter 11. Given that there is a reasonable degree of overlap between your business and Quantum's participation in the value chain, I'm curious are there any assets, fixed assets or intellectual property that you are looking to acquire from that bankruptcy estate, particularly since you're expecting to generate some cash proceeds later this year?

David Demers - Westport Innovations Inc. - Chief Executive Officer

Yes, we did see Quantum's situation, and I think it is reflective of tough conditions in the industry in for the last couple of years. I can't say much about their business. They are a good supplier. I can tell you that, for anybody listening, they are continuing to supply our Ford business and some of the other things that we've done with them in the past. So, I think this is a financial situation that they're going to have to work through and hopefully they get through it successfully and continue in the business. I wouldn't say that they are critically important to any of our businesses. As I say, they've been a good supplier, but we've always worked with other suppliers of CNG systems around the world, and we continue to think that there's going to be a next generation of CNG systems technology as products evolve, and we work with Quantum and others to help bring those technologies to market. So, yes, I was disappointed to see that they had to take that step to restructure their business, but I don't think it will affect us particularly.

Pavel Molchanov - Raymond James

Great. I appreciate it, guys.

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Darren Seed - Westport Innovations Inc. - Vice President,
Capital Markets and Communications

Thanks, Pavel.

Operator

The next question comes from Eric Stine of Craig Hallum Capital Group. Please go ahead.

Eric Stine - Craig Hallum Capital Group

Hi, everyone.

Darren Seed - Westport Innovations Inc. - Vice President,
Capital Markets and Communications

Hi, Eric.

Eric Stine - Craig Hallum Capital Group

I'm just wondering if you could talk about your early impressions on the agreement with AVL—I believe that's been in place since mid-December—just how your HPDI 2.0 pipeline has developed and what kind of impact that's had with, I guess, current customers, but also new customers.

Jim Arthurs - Westport Innovations Inc. - Executive Vice
President, Heavy Duty Systems

Sure. Hi, Eric. It's Jim Arthurs. I'll answer this one. For those who might not know me, I'm Executive Vice President that looks after HPDI. AVL is probably the world's leading consulting and engineering firm in the heavy-duty diesel engine space, in both high-horsepower heavy-duty and even smaller, with about 5,000 engineers on staff. They believe HPDI will be one of the leading technologies to enable natural gas in the heavy-duty space. As we look at having more and more customers contacting us with interest in the technology, we don't have the bandwidth to develop these engines, so we and AVL got together with the idea that they can allocate some of these 5,000 engineers to specific projects with OEMs to develop and tailor the HPDI 2.0 system to their engines, and they also bring a wealth of relationships with virtually every heavy-duty OEM on the planet, and so we've been able to work together to jointly discuss with customers the opportunities HPDI can bring. So, we're really happy with the relationship and it's starting out on an excellent footing.

Eric Stine - Craig Hallum Capital Group

Okay, thanks for that. Maybe just turning to the low-pressure LNG pump in China, can you characterize that product launch? Should we think of that more as prototype or is that—I mean, is that actually a commercialized product, and then what type of impact do you think that has in 2016?

Darren Seed - Westport Innovations Inc. - Vice President,
Capital Markets and Communications

Nancy, do you want to take that one?

Nancy Gougarty - Westport Innovations Inc. - President and Chief Operating Officer

Yes. I would say that it's our first step. We had some trial trucks and this was the next step in the process, and so we see that this is now—as we get this into the field, it will lead to further opportunities for production. As I mentioned, we have opened now a factory in Qinshan, which is near Shanghai, the next province over, and that factory, a good portion of our space there is dedicated to the production of those products. So, we think that this is a good start and we expect in calendar year '16 to see further opportunities around this product and the systems that go with it, and our launch partners.

Eric Stine - Craig Hallum Capital Group

Okay, thanks a lot. Then, last one for me, just any clarity you can give—I know you've got the CWI 6.7 coming to market soon. I mean, just any initial details on demand you think, you know, whether they're pre-buys, or how you think that plays out the second half of '16.

Jim Arthurs - Westport Innovations Inc. - Executive Vice President, Heavy Duty Systems

Eric, it's Jim Arthurs again. I happen to be Chairman of Cummins Westport, so I'll take that one. Yes, we have orders on the books for the engine and we expect it to ship very soon, targeted initially to the school bus segment, but then later on into the straight trucks, as well. I can't really give you any numbers, but let me give you one thing to look at, which is if you look at our 9-litre ISLG engine, which we've been very successful with over the last few years, the Cummins 6.7-litre diesel engine sells in much higher volumes than the 9-litre diesel. So, as we bring the 6.7-litre gas engine in, we think it will be a really good addition to the product line. In particular, in the school bus segment, the environmental benefits of going to natural gas are well appreciated by parents and by school boards, and we're seeing just a lot of emotional connection with driving the kids to school in a cleaner, greener vehicle. So, we're really enthusiastic.

Eric Stine – Craig Hallum

Okay. Thanks a lot.

Operator

As a reminder, if you'd like to ask a question, simply press star and one now. The next question comes from Rob Brown of Lake Street Capital Markets. Please go ahead.

Rob Brown - Lake Street Capital Markets

Good afternoon. I just wanted to follow up on the low-pressure LNG pump. The \$7 million in revenue, was that just an initial test shipment, or could you just characterize what that \$7 million was for?

Nancy Gougarty - Westport Innovations Inc. - President and Chief Operating Officer

Actually—this is Nancy speaking—we had done some production testing, that we had done, so the intent of this is to be able to provide units out for fleets for, I'll say, to seed the market and to get the fleet operators familiar with the product. We have obviously started that process at this point in time, and after we have completed the testing of the vehicles that we have already done. So, this, at this point in time, really is intended to be the lead production for us and it will lead into, we believe, a significantly new market for us in China, as we get the market prepared for HPDI and the use of LNG for that application, as well.

Rob Brown - Lake Street Capital Markets

Okay, thank you. Then, David, I think you said that you still were tracking to mid-2016 EBITDA positive. Is that correct and are you still on track to that?

David Demers - Westport Innovations Inc. - Chief Executive Officer

Yes, I think we're on track. The big unknown in all of this—and if Ashoka had his voice back, I'm sure he'd be beating on me for saying this, but he's quiet. You know, the unknown is still, frankly, the merger with Fuel Systems. There is going to have to be some investment and expense as we go through that merger and seek the synergies and the cost improvements, so the timing and the nature of those cost expenses is what Nancy was alluding earlier. We're going to have to get the teams together, we're going to have to really look at what the business looks like and what we have to do in 2016, but certainly our goal is to get that business back on its feet and growing, and get the synergies with our business as quickly as we can, but obviously there's going to be some transition work just to get the merger underway. So, that, I think, would be the major caveat on what we said about positive Adjusted EBITDA from the Westport side. You heard Nancy talk about the Volvo car business hitting positive EBITDA. I can tell you every one of our lines of our business has exactly the same metric and milestone and they're all pushing towards that, and as we roll over the heavy investment on HPDI into more funded work and selling the components, that business will also turn positive. So, it is a critical year for us, it's all looking good. We think we have a plan going forward, but the merger is a bit of a wild card.

Rob Brown - Lake Street Capital Markets

Okay, thank you. Then, the last question, quickly, can you remind us again how many OEM providers are working toward HPDI 2.0 at this point?

David Demers - Westport Innovations Inc. - Chief Executive Officer

I'm looking at Darren and Jim. I think we've said five publicly, four publically. What's the right number, Darren?

Darren Seed - Westport Innovations Inc. - Vice President, Capital Markets and Communications

Yes, I think right now it's about four, Rob, and through the AVL relationship, we're obviously courting a number of new OEMs in there, as well.

Rob Brown - Lake Street Capital Markets

Okay. Thank you.

Operator

The next question comes from John Quealy of Canaccord Genuity. Please go ahead.

John Quealy - Canaccord Genuity

Hi, good afternoon, just two questions for me. First, as much as you can, with the integration with Fuel Systems, is this a timeline whereby, if the deal closes in this April timeframe, that you'd be done with identifying activities perhaps by the end of calendar '16 have a realigned refocused organization, or can you just give us some insight about how you're thinking about reimagining the business once that deal is closed, in terms of timelines?

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Darren Seed - Westport Innovations Inc. - Vice President, Capital Markets and Communications

Do you want to jump in, Nancy?

Nancy Gougarty – President and Chief Operating Officer

Well, I would—again, this is Nancy. We have been working very, very nicely together in terms of working on a variety of different synergies. As I've mentioned, we've got many different work groups working on a variety of different areas. Because of the time that it has taken us to get this merger closed, we have really taken advantage of this time to really try to advance as much as we possibly can. We have several teams that have been in clean rooms and that kind of thing, in order for us to be well prepared, so we can get a real good leap here on calendar year '16. So, I would say in certain areas, you know, in terms of how we plan to make sure that we work successfully with customers and distributors and our suppliers, I think that we've got really well-identified plans in order for us to move swiftly forward in a merged organization. I think that the good news is that the companies come together without much conflict. Because of the type of businesses that we're in, we merge very nicely together, so our ability to bring out the synergies, I think, will be enhanced because of the fact that we don't have a lot of, I'll say, duplication in terms of the kinds of markets and the customers we serve.

John Quealy - Canaccord Genuity

Okay. Thank you.

Darren Seed - Westport Innovations Inc. - Vice President, Capital Markets and Communications

I think, John, one other thing is we are expecting to provide a bit of a combined outlook in what I guesstimate here is about six weeks for the Q1 conference call. So, I think, to what Nancy said about how the two companies have been working together, we're pretty confident on coming out with something on that date, which really just gives us the rest of the year to execute, make it happen.

John Quealy - Canaccord Genuity

Okay, great, and then my last question. Given the depressed oil prices and the shake-out that's been alluded to throughout this natural gas technology value chain, would you consider doing additional acquisitions, perhaps not as big as Fuel Systems, but talk about your willingness to do more activities even though you're quite busy at present? Thank you, folks.

David Demers - Westport Innovations Inc. - Chief Executive Officer

Yes, I mean, I'll jump in on that one. I'd say we're always looking at strategic opportunities, and I can tell you we're seeing lots of them these days. In these markets, in these circumstances, there are a lot of very interesting things going on. But, to be honest, we're pretty happy with our business and where we're positioned, so I think we'll be looking at new investment opportunities and if they make more sense than what we've got on our plate today, obviously we'll get interested and get engaged, but I think the Fuel Systems transaction is a very significant strategic step for both of us. It's going to open up a lot of opportunities for them to take advantage of our technology portfolio, as well as us to take a look at some of the businesses that they've built so well over the last couple of decades. So, do we need to add more to the portfolio? I think we'll always be interested in taking a look and talking to people, but we've got a lot on our plate today, and why don't we just leave it at that.

Operator

We have no further questions at this time. This concludes the question-and-answer session. I would now like to turn the conference back over to Darren Seed for any closing remarks.

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Darren Seed - Westport Innovations Inc. - Vice President,
Capital Markets and Communications

Thanks very much, everyone, and as I mentioned, we look forward to seeing everybody in roughly six weeks for the Q1 conference call where we'll provide a combined update. Thank you.

Operator

This concludes today's conference. You may now disconnect your lines. Thank you for participating and have a pleasant day.