

Driving Cleaner Performance



Westport Fuel Systems

Disclaimer and Forward-Looking Statements

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 future pricing of LNG, future shipments to Weichai, future profitability and growth outlook, the timing for H2 HPDI development and commercialization, 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 or hydrogen for transportation and terms and timing of future agreements as well as Westport Fuel Systems management's response to any of the aforementioned factors.

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Agenda

1

Enabling Clean Energy

2

Financial Update

3

Clean Internal Combustion Engines

4

Fireside Chat

Enabling Clean Energy

- David Johnson, CEO



Westport

Presenters



David M. Johnson

Chief Executive Officer
& Board Director



Bill Larkin

Chief Financial Officer



Scott Baker

Vice President, Engineering



Anders Johansson

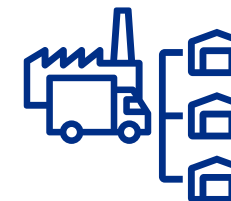
Vice President, Heavy Duty OEM



Changing the Way the World Moves



Global
7 manufacturing locations
Sales in 70 countries
100+ distributors



Tier 1 OEM Supplier



Low-Carbon,
Affordable Fuels



>1,400 Patents

Strategic Priorities

1

Drive sustainable growth

2

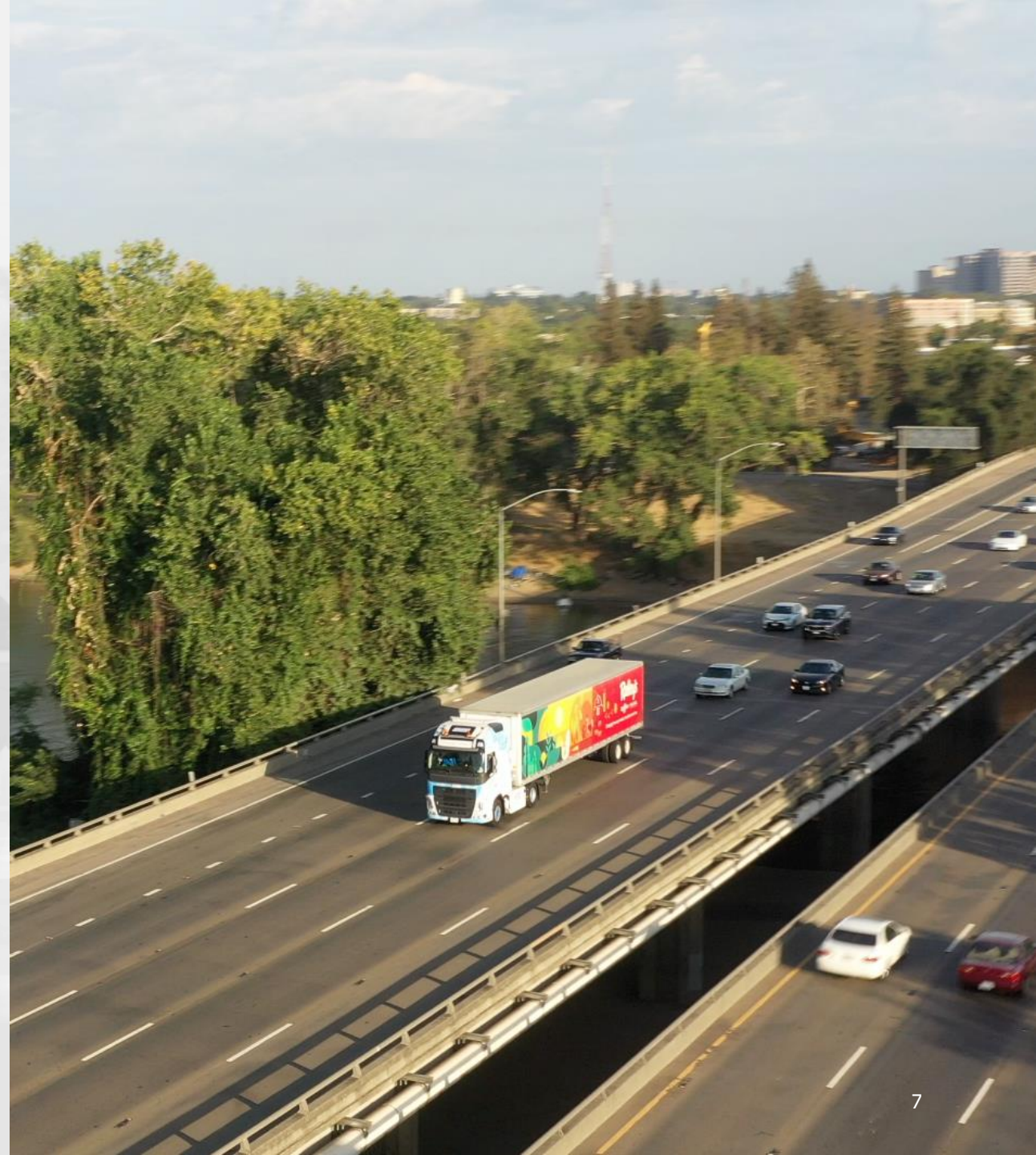
Entering new markets

3

Drive operational excellence

4

Extract efficiencies





2022 Successes

- Announced world-leading efficiency results for hydrogen-fueled internal combustion engines
- Introduced H₂ HPDI™ to industry, government, and investors in North America and Europe
- STAKO acquisition generated positive top and bottom-line growth
- New OEM business adds additional €38 million in revenue to develop an LPG system beginning Q4 2023
- Revenue growth exceeding 50% in our hydrogen component business; components developed in this business are used in both IC engine and fuel cell applications

Our World is Growing...

130%

Estimated cumulative
global GDP growth
between 2016-2050

9.8_B

Estimated global
population by 2050

MORE transportation is needed;
CLEAN and **AFFORDABLE** solutions are critical

...Speed of Implementation Matters

80%

of the world's goods are
transported by truck

25%

of global road CO₂
emissions emitted from
heavy-duty trucks

Solutions need to **affordably** transition fleets from diesel to zero carbon fuels in the next two decades

Creating Application-Specific Solutions; Driving a Path to Lower Emissions

A white semi-truck is driving on a winding asphalt road that curves through a lush, green, hilly landscape. The road is bordered by a metal guardrail on the right and a stone wall on the left. The background shows steep, grassy hills and a clear sky.

Advanced low carbon solutions

Lower emissions today with our LNG HPDI™ solution for heavy-duty transport

Carbon neutral today with Biomethane for HPDI for trucks and bioLPG / bioCNG for cars

Zero carbon hydrogen future with our H₂ HPDI fuel system

Macro Enablers Driving Growth

1

Regulations

2

Affordability

3

**Fuel
Availability**

4

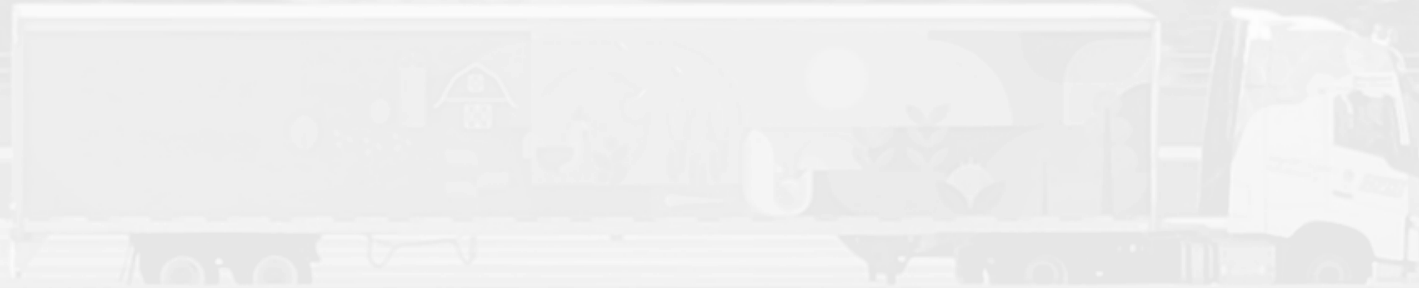
**Low Carbon
and
Renewables**

5

**Product
Availability**

① Regulations Mandate Clean 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



② Affordability is Necessary for Adoption and Scale

Compelling TCO with gaseous fuels



Affordability required to achieve scale



Population and economic growth drive increased transportation needs

③ Fuel Availability Improving

Rapid expansion of infrastructure



China

- 7,000+ LNG stations
- ~250 H₂ stations



Europe

- 47,788 LPG stations
- 4,166 CNG stations
- 607 LNG stations
- 32 hydrogen stations



India

- 1,175 LPG stations
- 10,000 CNG stations by 2030



US

- 1,680 CNG
- 144 LNG stations
- 107 hydrogen stations



Japan

- 176 CNG
- 166 hydrogen stations

4

Low Carbon and Renewables

Perfect fit for Westport's solutions...

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

5

Product Availability

...which are being deployed TODAY

- Don't have to wait to address demands for clean, affordable transportation



Strong Governmental Support for Transition to Alternative Fuels



North America

- California historic leader in RNG – negative average carbon intensity
- Supporting investment in clean fuel production, refueling infrastructure, and vehicles
(U.S. Inflation Reduction Act of 2022)
- Clean hydrogen to deliver up to 30 percent of Canada's energy by 2050



Europe

- Accelerating Energy Transition to reduce Russian fossil fuels dependency
- Biomethane production increasing with new plants
- REPowerEU – 20 million tonnes hydrogen production target by 2030



India

- To increase natural gas from 6% to 15% of energy mix by 2030
- Investing \$66 billion (US) in gas infrastructure reaching 98% of the population (>10,000 filling stations)
- Construction of 5,000 biogas/biomethane plants



China

- Biogas to reduce coal consumption in rural regions by 50 megatons
- Building 3-4,000 biomethane upgrading facilities
- Decarbonization focus leads to investments in hydrogen
- Supported infrastructure build to reach 1 million H₂ vehicles on the road by 2030



Japan

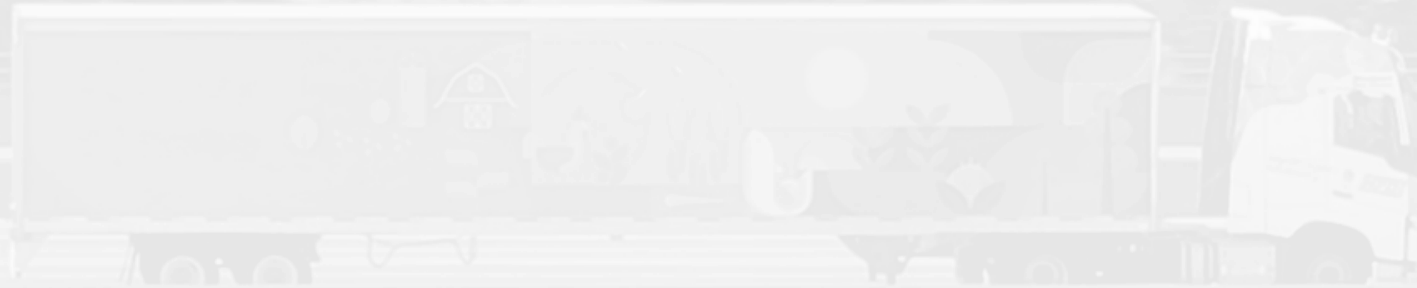
- Hydrogen a central pillar to achieve carbon neutrality by 2050
- Investment in hydrogen vehicles and stations; targeting 800,000 vehicles and 900 stations by 2030
- Japan front runner in deploying hydrogen refueling stations network since 2013

Winning in the Heavy-Duty Market

Heavy-Duty OEM

A leader in H₂ internal combustion engines, driving towards a commercialized solution

- Increase market share and establish competitive position
- Commercialize H₂ HPDI for heavy-duty, long-haul transport
- Advance H₂ HPDI beyond heavy-duty applications



Our Key Capabilities

Innovation • Strong partner relationships • Tier 1 supplier

Winning in the Light-Duty Markets

Light-Duty OEM

Consolidate market position, improve profitability and margins

- Invest in differentiated technologies
- Increase market share and establish competitive position
- Improve profitability through product portfolio rationalization, increasing volumes and driving production efficiencies to reduce costs
- Invest in CNG business in India

IAM Business

Continue to drive market share growth in existing markets and develop new alternative fuel markets

- Generate strong EBITDA; drive margin improvement
- Providing affordable emission reduction solutions
- Optimize product portfolio and product costs
- Drive continued technology leadership

Delayed-OEM

Sustain growth well into the future; enter emerging markets and grow in existing markets

- Generate strong EBITDA; drive margin improvement
- Providing affordable emission reduction solutions for smaller car manufacturers and car importers
- Optimize product portfolio and product costs

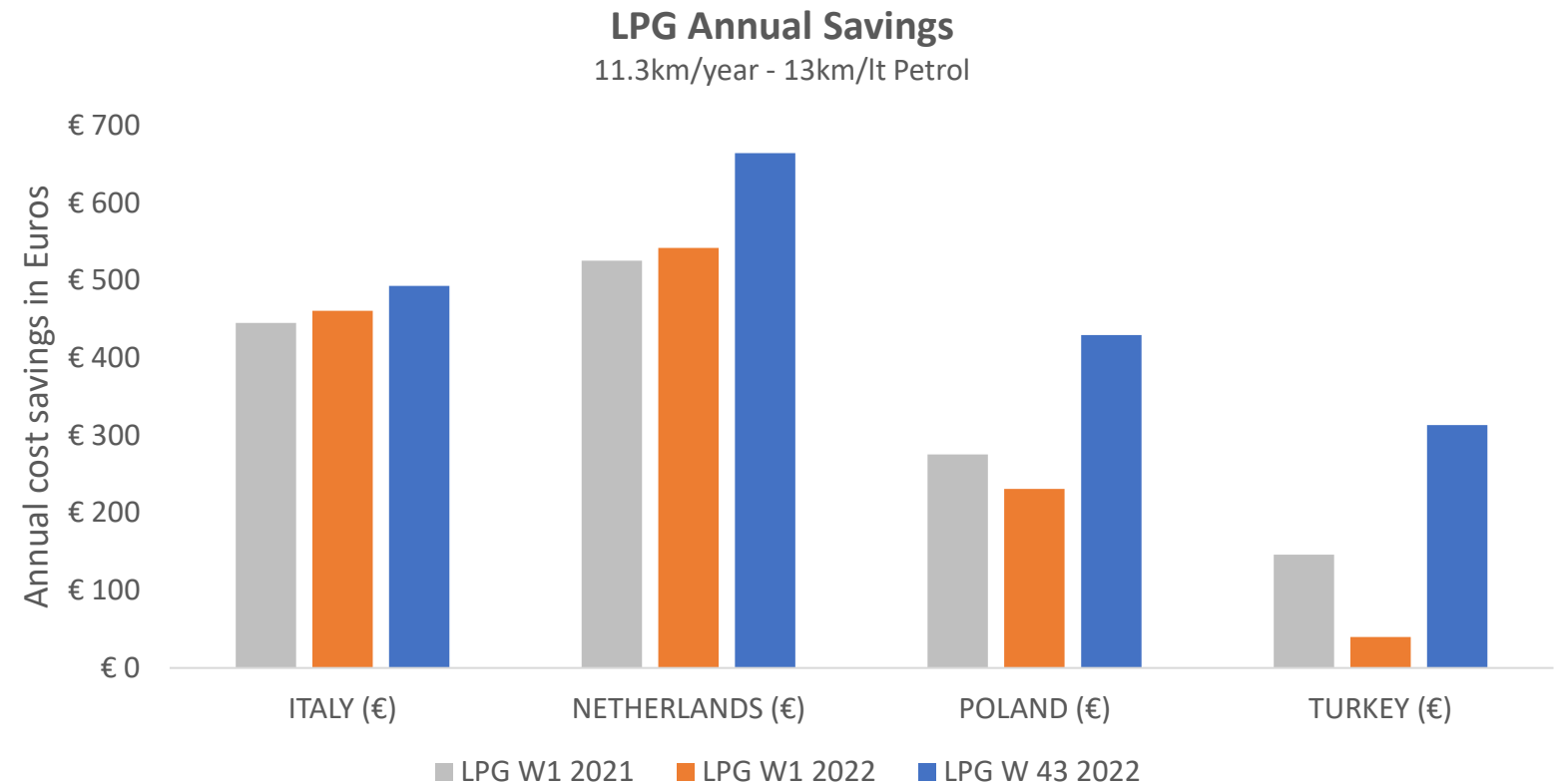
Our Key Capabilities

Global leader • Leading customer profile • Tier 1 supplier

Growth Continues in LPG in Europe

LPG Price Advantage Drives Growth

- Deliver Euro 7 compliant LPG fuel system
- Leader in the industry; growing market share to 50% in Europe



OEM customer committed to EU LPG production

1 EURO 6

- Production expected to begin in Q4 2023
- Forecasted to generate €38 million in revenue over two years

2 EURO 7

- Production expected to begin in 2025
- Forecasted to generate €40 million annual revenue through 2035

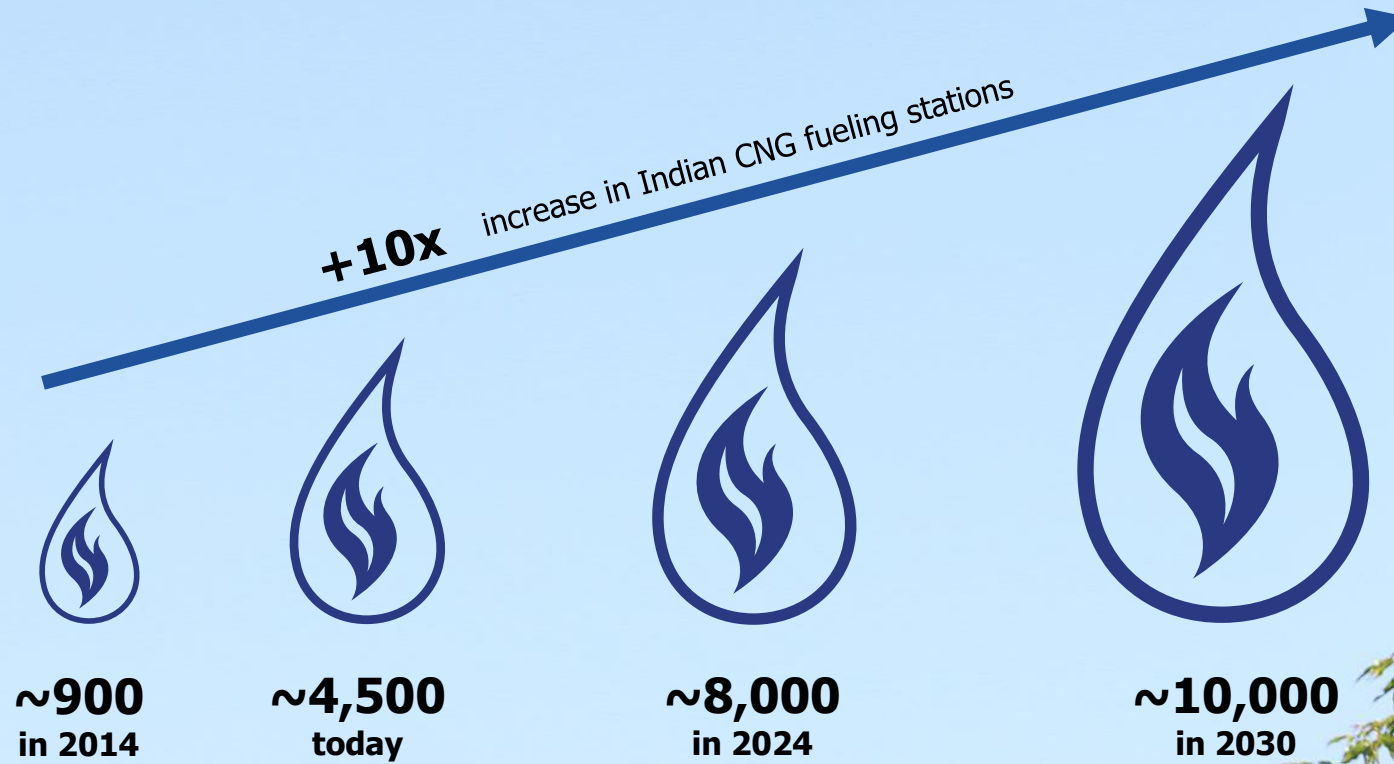
3 Demand and usage of clean, low-cost LPG will persist for decades globally

Supplying LPG Fuel System to Leading European OEMs



India Growth an Important Part of Strategy

Global CNG vehicle production expected to double, reaching >1.3mm vehicles by 2030; **India drives ~90% of this market**



CNG business to drive mid-single-digit annual growth



Major OEMs Offering a Range of CNG Models in India



Delayed-OEM Continues to be a Profit Driver

- Best-in-class bi-fuel systems
- Lower investment for the development and production of alternative fuel vehicles
- Shorter time to market
- Higher flexibility in following market demand
- Extension of the model range to smaller local volumes not justifying typical OEM investments
- Strong relationships with key Delayed-OEM customers: Hyundai and Kia

**Converted ~40,000 vehicles in 2022,
significant growth expected in 2023**



Our Hydrogen Components Business is Growing

- More than tripled revenue over the past 3 years
- Strong presence in the global hydrogen market, including Europe, China, and North America
- Up to \$90M of indicated programs for Europe and North America to begin production between 2023-2025

Developing components supporting both IC engine and fuel cell applications



High Pressure Regulators



Electronic Controls & Software



Low Pressure Fuel Control



Complete hydrogen fuel system solutions from high pressure tank valves to low pressure electronic fuel control at fuel cell or engine



Tank Valves



Integrated Tank Valve Regulators



Pressure Relief Devices



Diversified, Global Market Demand in Independent Aftermarket



Prins

ZAVOLI



OMVL

STAKO))

Significant market share in key markets:

- Europe, Middle East, South America, Asia Pacific, and Africa

Trends:

- Key growth due to high fuel prices, government incentives, and infrastructure improvements
- Historical markets continue to grow

Growth driven by:

- Price advantages of clean gaseous fuels
- Government incentives
- Infrastructure development



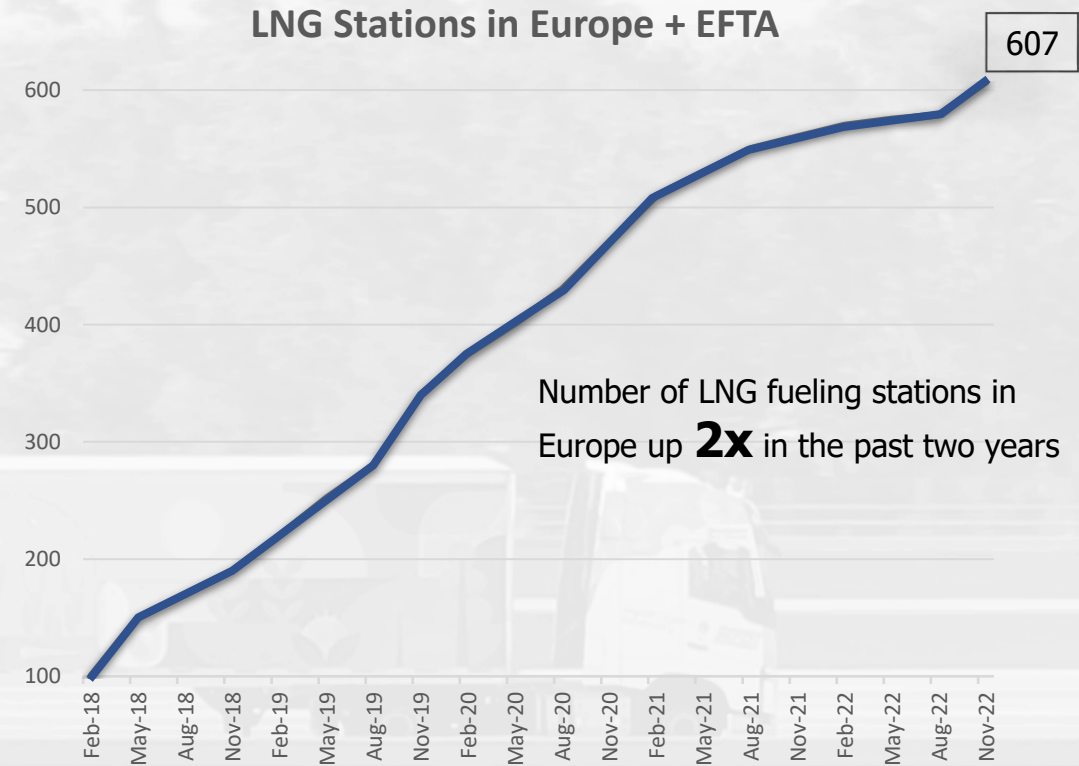


Introducing Dual Fuel



Growing Availability and Acceptance of LNG and Bio-LNG in Europe

- In 2021, alternative-fueled trucks had 3.6% market share in Europe – reflects 40% YoY growth
- OEMs need a portfolio of solutions that achieve their climate strategy goals
- Fleets need affordable solutions



Strong Rebound in Europe Commercial Vehicle Market

↑ 21%

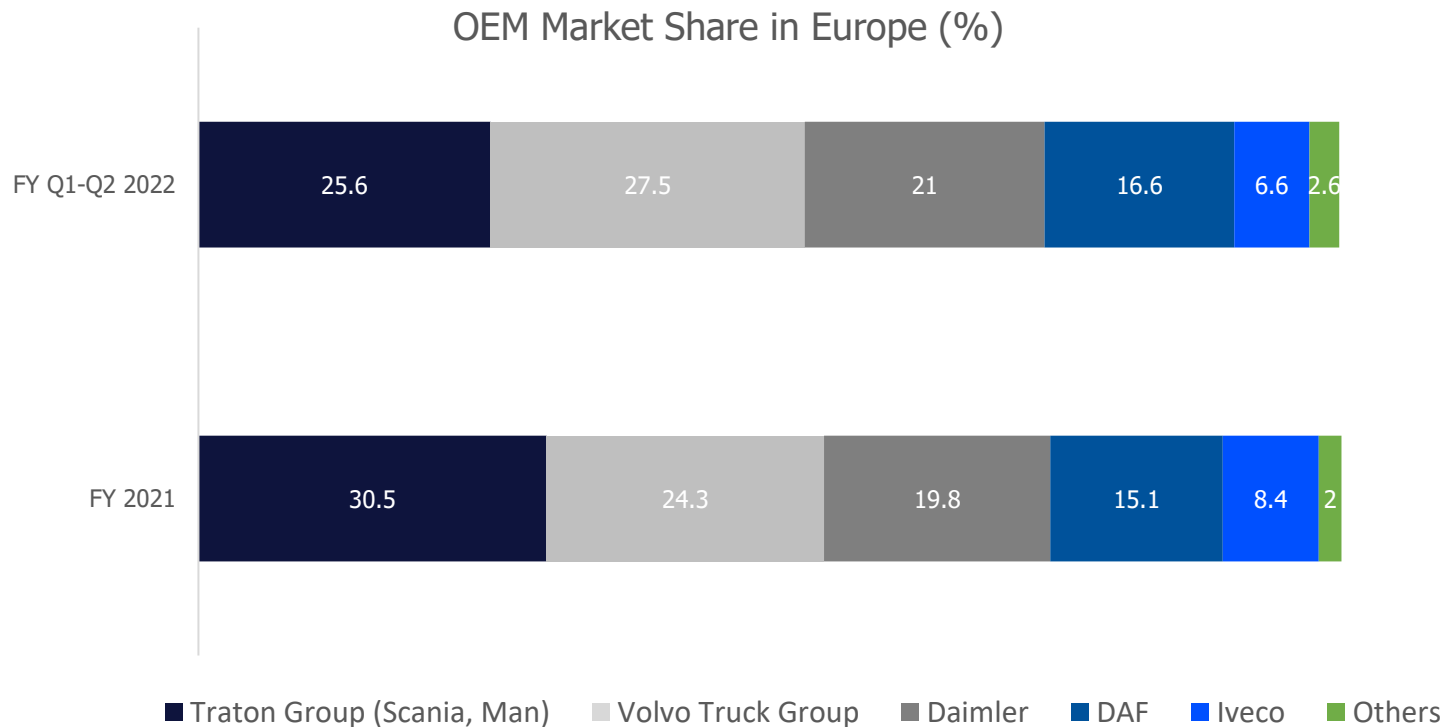
EU heavy-duty vehicle registration up in
September '22 vs. September '21^[1]

[1] Source: ACEA



OEM Market Share in Europe

HPDI projects underway with global OEMs representing ~70% of European market share



Approximately 96% of truck sales in Europe are diesel

Natural gas market share increasing now

- Step change in demand expected to align with 2025 regulations

Instability in LNG Price Hampers Chinese Growth

LNG is the solution today

- China remains the world's largest natural gas trucking market
- Natural gas is playing a critical role in China's overall energy mix

Hydrogen will be the future in China

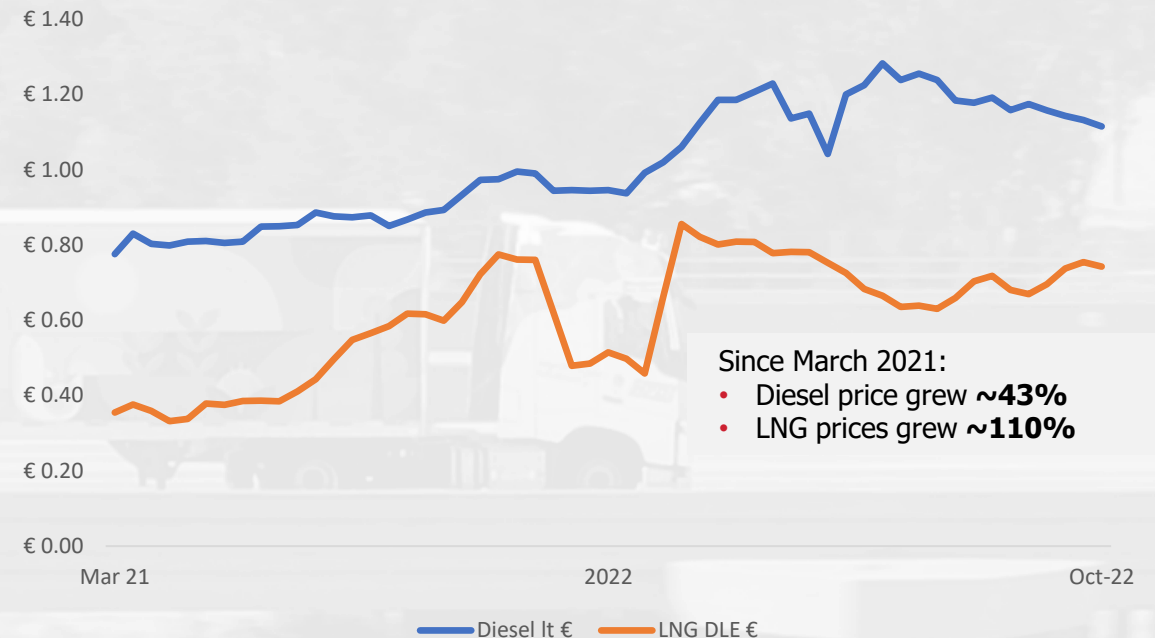
- Discussions underway with several OEMs for our H₂ HPDI fuel system solution
- 250 hydrogen stations in China now with a goal of 500 in the next four years, 1,000 by 2030

WEICHAI

Remains committed to launching HPDI

Took possession of 96 units in Q4 2022 with more shipments expected

Diesel and LNG prices in China since March 2021



Introducing H₂ Engines

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

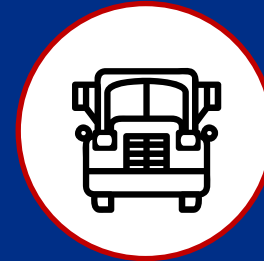
Europe needs the internal combustion engine. There is no need for a ban if it can be powered in a climate neutral way.

Barbara Thaler, MEP
Euractiv, June 20, 2022

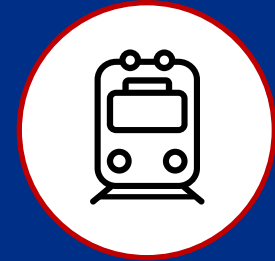


Multiple Solutions Required to Effectively Reduce Carbon

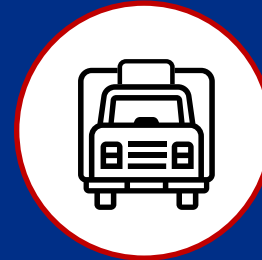
*Biomethane fuel system
solutions available now;
hydrogen in the future*



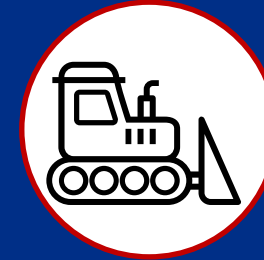
HEAVY-DUTY TRUCK



RAIL



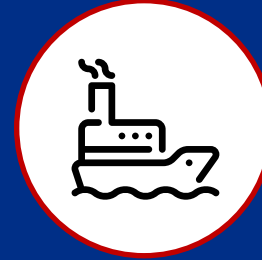
FIRE AND EMERGENCY



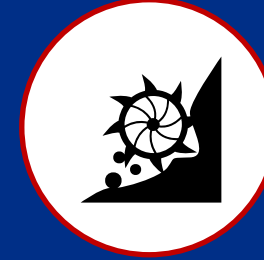
CONSTRUCTION



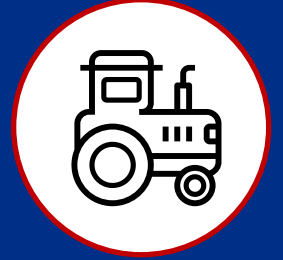
BUS



MARINE



MINING



AGRICULTURE



HPDI: Cost-effective

HPDI is the most cost-effective way to reduce CO₂ in long-haul trucking and other high-load, long-haul applications.

LNG HPDI

- Same torque, efficiency, and reliability as diesel engines
- **20% CO₂ reduction tailpipe**
- **100% CO₂ reduction with Bio-LNG**
- No change to vehicle or engine architecture

H₂ HPDI

- 20% more power, 15% more torque
- **Near zero CO₂ emissions**
- **Lower cost CO₂ abatement than fuel cell vehicles**
- Preserve existing engine manufacturing

Only at Westport...

**...hydrogen
with
compression
ignition**



Powering a Cleaner Tomorrow

A white semi-truck is driving away from the viewer on a two-lane asphalt road that stretches into the distance. The road is flanked by vibrant green grass and scattered trees. In the background, the sun is setting or rising, creating a bright glow and casting long, soft shadows. The sky is a deep blue with some wispy clouds. The overall scene conveys a sense of forward motion and environmental stewardship.

Leading the shift to lower-carbon alternative fuels

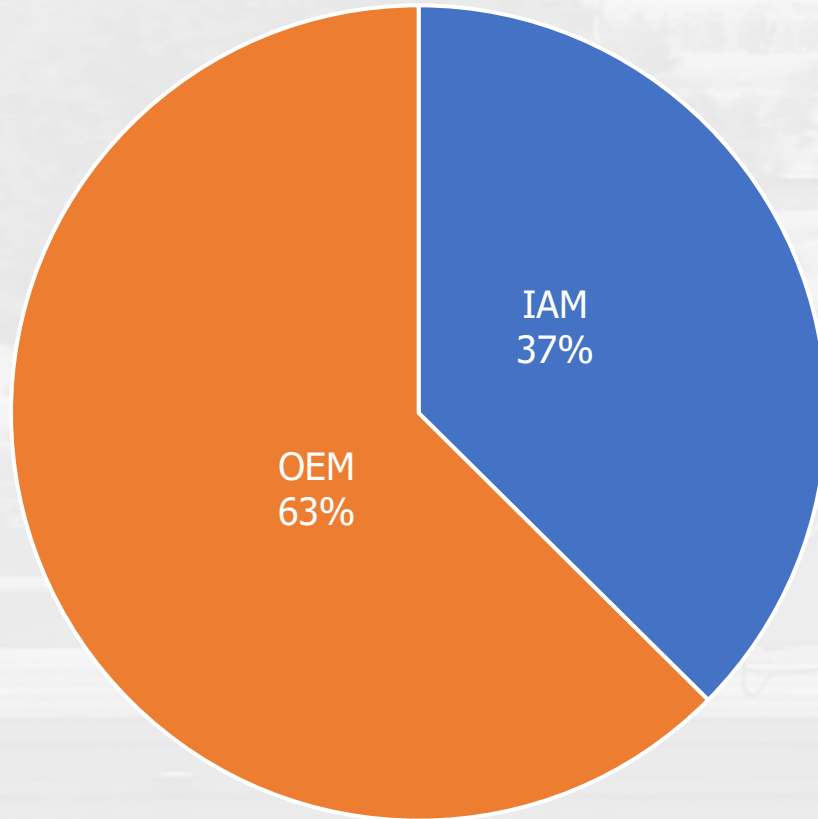
Financial Update

— Bill Larkin, Chief Financial Officer



Diverse and Growing Revenue

2021 Revenue



Strong foundation supports

~7%

Historical 5-year revenue CAGR

Revenue Growth Despite Macro Headwinds

In millions (\$USD)

Revenue YTD 2022

\$227.7

Adjusted EBITDA^[1] YTD 2022

\$(14.9)

¹ Adjusted earnings before interest, taxes and depreciation is a non-GAAP measure

Extracting Efficiency

Clearly defined priorities to improve financial strength

1

Enhance financial performance

- Revisit all contracts to secure price increases given inflationary conditions
- Increase HPDI sales volumes, driving economic of scale and advance commercialization of H₂ HPDI
- Drive profitable growth in new and existing markets
- Aggressively work to enhance margins

2

Drive working capital efficiencies

- Lower inventory levels; improve turnover rates
- Prudent management of accounts receivable

Setting the foundation to support the achievement of our strategic priorities

Enhance Financial Performance



Realign
cost
structure



Mitigate
rising
input
costs



Leverage and
optimize
production
portfolio



Site-specific
focus on
margin
improvement



Increasing
efficiency to
drive stronger
financial
performance



Increase HPDI
sales volumes
and price,
driving
economies of
scale and margin
improvement

Prudent capital management focused on cost optimization and margin expansion throughout the business

Securing Our Liquidity

Cash and Liquidity
(\$ Millions)



Q3 22

■ Cash ■ HSBC AR Facility

2023 Initiatives

Improving financial strength and flexibility

- Enhancing working capital management
- Monetize excess inventory and improve turnover
- 2023 capital expenditures: \$12-\$15 million

Efficiently Allocating Capital

Supporting organic growth

Right-sized capital program focused on advancing critical programs



Repayment of debt

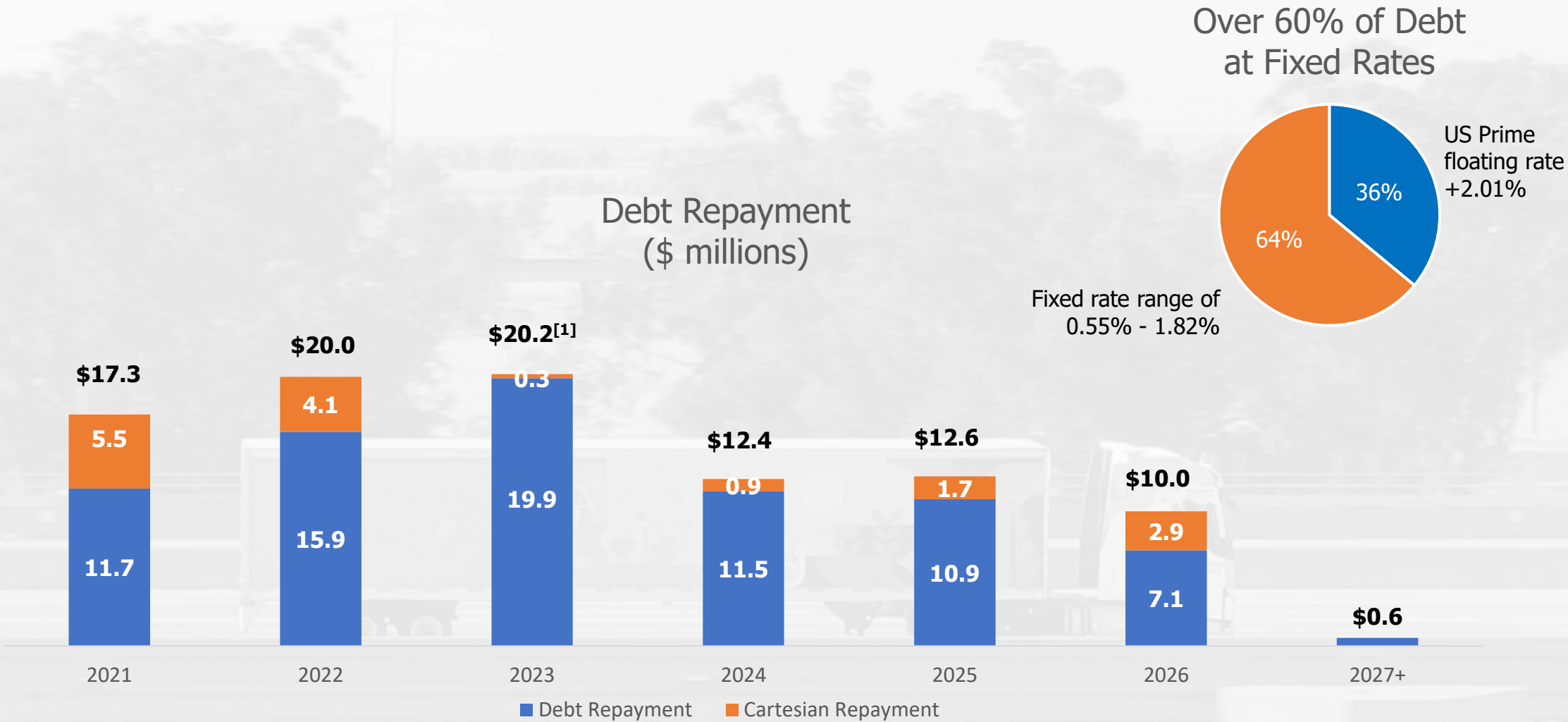
\$20 million of debt to be repaid in 2023



Inorganic growth

Accretive M&A targets that consolidate market share and advance growth

Debt Repayment



Strong position with our debt profile

[1] Debt repayment includes amounts outstanding on the Company’s revolving financing facilities totaling \$7.9M.

We are Driving Transformation

2023: A Year of Change

- Effecting change in our cost structure
- New customer supply agreements have been secured, increasing our revenue and additional supply agreements expected

2024+: Future Focused

- Improved profitability and growth outlook of core business supports hydrogen innovation



Growth and Profitability Continue to be the Focus ⁽¹⁾

Headwinds push achievement towards the end of the decade



SALES GROWTH

\$1 Billion Annual Revenue



MARGIN EXPANSION

Gross Margin >20%



SUSTAINABLE PROFIT

EBIT Margin 10%⁽²⁾

(1) These goals are provided for the purpose of providing insight into Westport management's long-term strategic goals and the financial targets established in relation thereto; these targets may not be appropriate for other purposes

(2) EBIT Margin is defined as the ratio of EBITDA less depreciation and amortization to Total Sales



WestportTM
Fuel Systems

Clean Internal Combustion Engines: Technical Overview

- Scott Baker, Vice President, Engineering



Value Proposition

H₂ HPDI fuel system technology is a cost-effective, high-performance solution to support climate neutrality in the heavy-duty mobility sector



20% more power than a diesel engine



10% more efficient than diesel engine and equivalent to fuel cell efficiency



Preserves ICE infrastructure and supply chain investments



15% more torque than a diesel engine



Minimal changes to engine architecture



Near zero CO₂ emissions; lower cost CO₂ abatement than fuel cell



Hydrogen HPDI Requires Small Modifications to the Diesel Engine

OEMs preserve existing investments

- Leverages the same on-engine components in diesel engines today
- Leverages the same off-engine storage system as FCEVs, plus a booster compressor

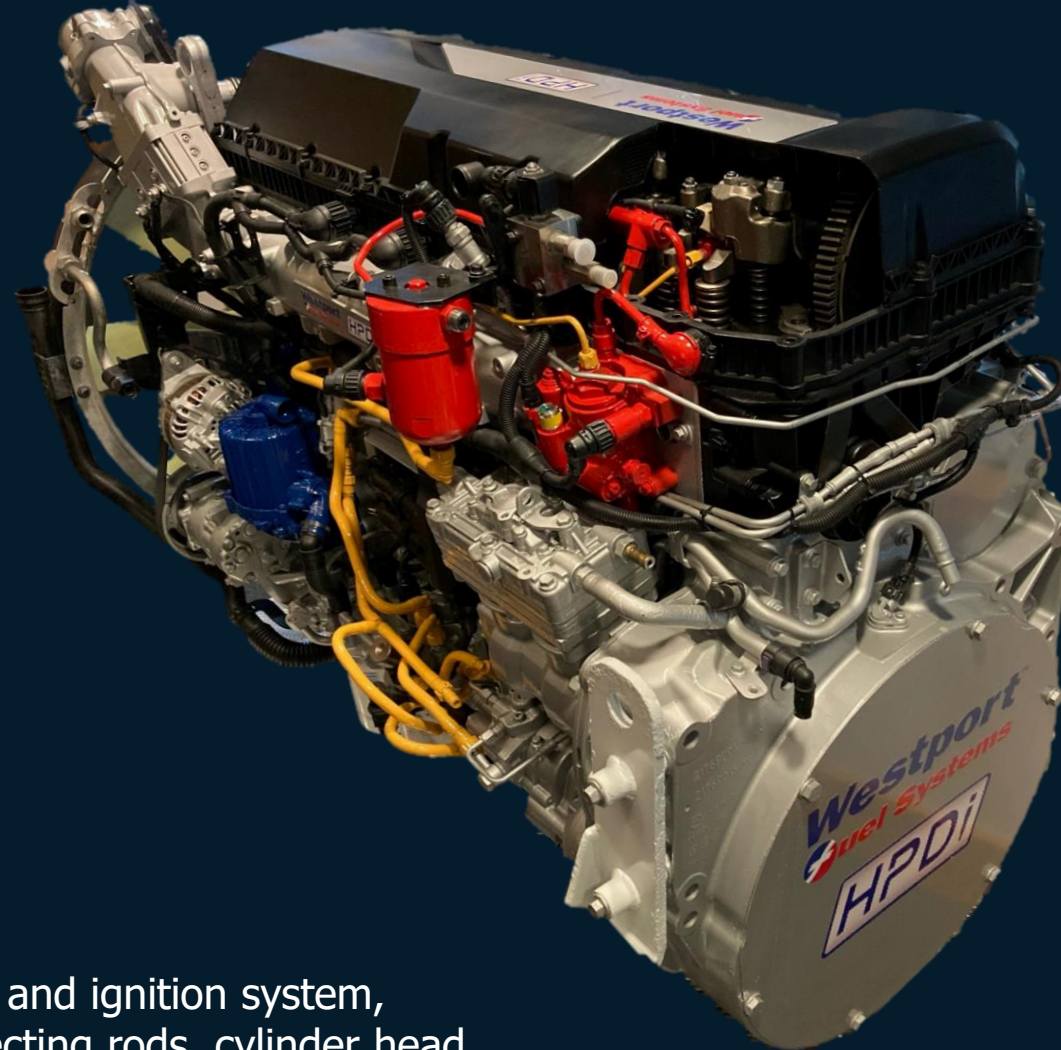
Engine modifications required:

- Turbocharging system
- Fuel injection system

Vehicle modifications required:

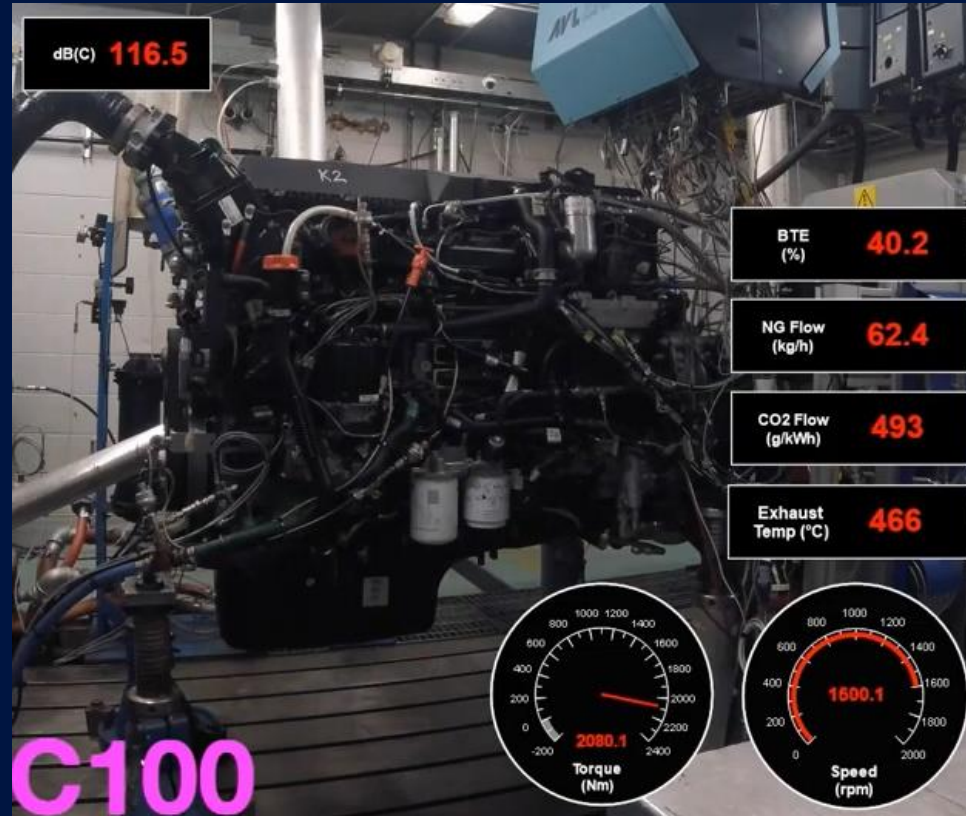
- Fuel storage and supply system
- Aftertreatment

SI H₂ ICE also requires the addition of a throttle and ignition system, plus changes to the turbo charger, piston, connecting rods, cylinder head, fuel supply system, intake manifold, and exhaust aftertreatment

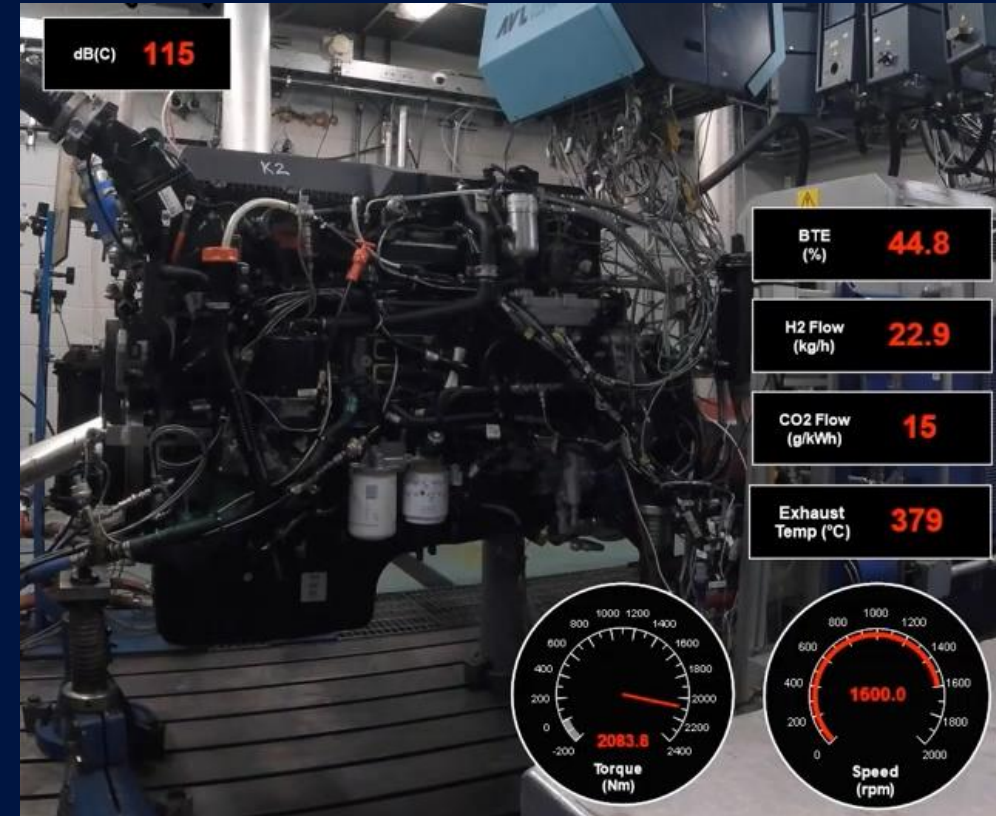


Engine Testing Demonstrates Efficiency Improvement

Natural Gas HPDI



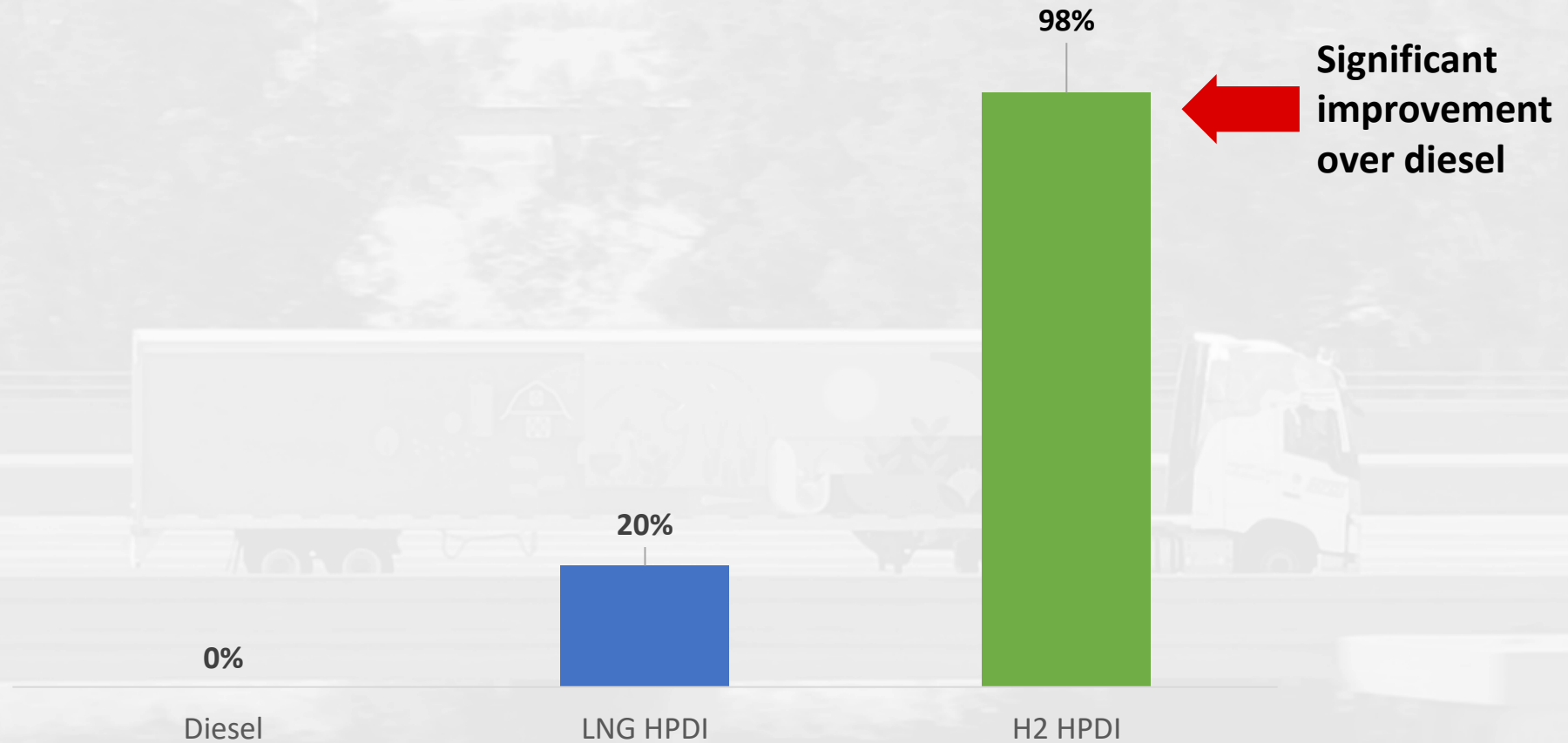
Hydrogen HPDI



At the same operating conditions, H₂ HPDI provides higher efficiency than natural gas

Hydrogen Achieves Industry-Leading CO₂ Reductions

Relative Tailpipe CO₂ Reduction
W.R.T Diesel Engine



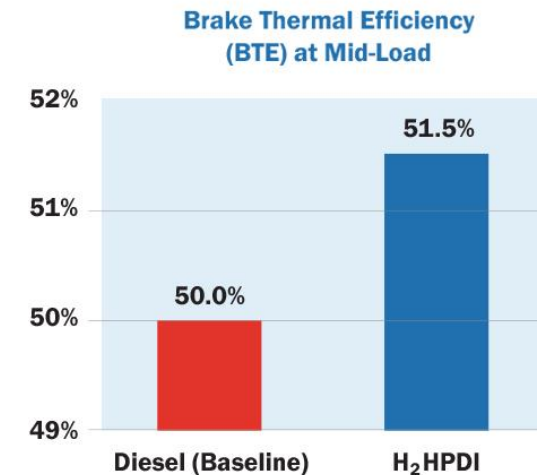
Significant Test Results With Scania

Real-world demonstration of the tremendous value and best-in-class performance that HPDI offers

- Significant brake thermal efficiency improvement, when H₂ HPDI applied to best-in-class engine platforms that have recently achieved the long-targeted 50% BTE threshold
- Affordable pathway to employ a zero-carbon fuel using existing engine architecture and manufacturing infrastructure

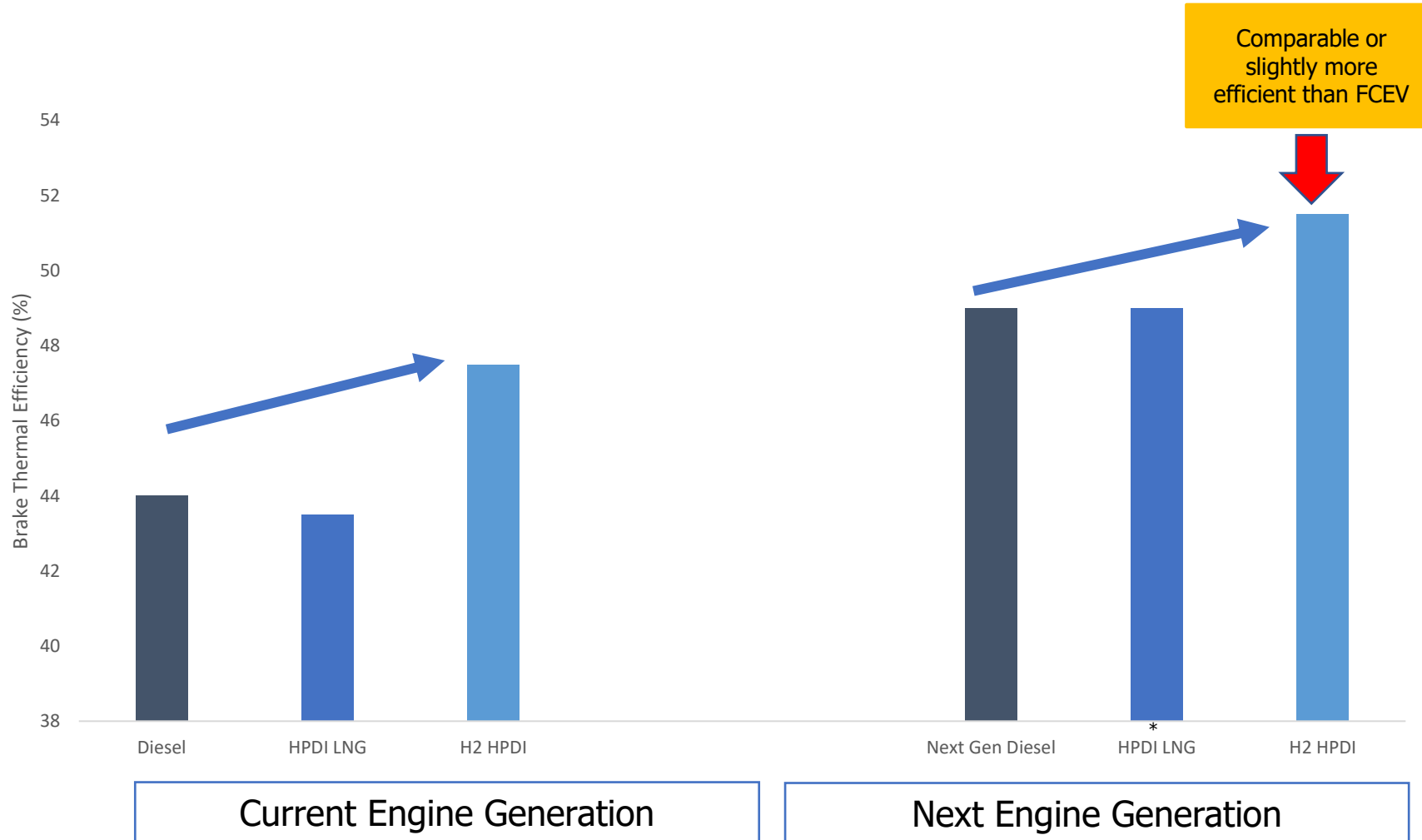


Producing performance and emissions results exceeding the diesel parent engine



The engine test results from the Scania 13-Litre CBE1 platform running with Westport's H₂ HPDI fuel system demonstrates even higher efficiency than the already super-efficient diesel engine.

H₂ HPDI offers compelling fuel efficiency



- High efficiency across the power range
- Well suited to long-haul heavy-duty truck operating cycles

Improving Vehicle Performance

15%

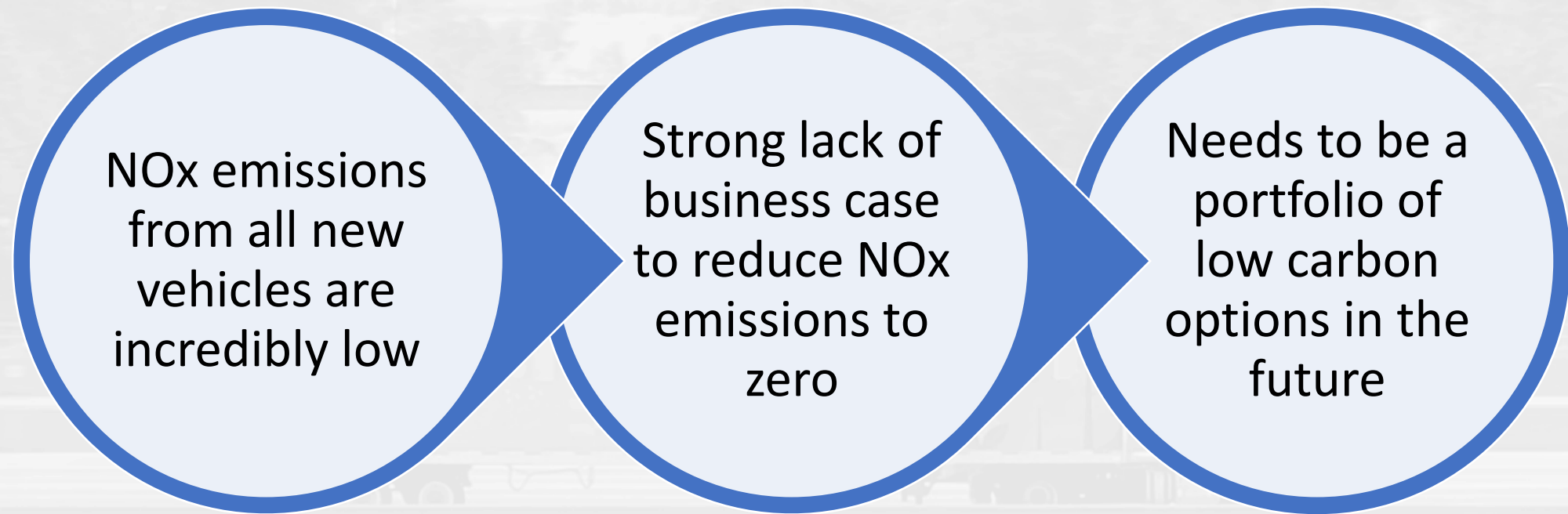
improvement in **torque** to 3,000 Nm

20%

improvement in **power** to 600 Hp

Significant performance improvement provides engine down-sizing optionality to OEMs

Replacing Older Vehicles With Current Technologies Drives Largest Impact for NOx Emissions



Marginal cost of additional NOx reductions from using fuel cells far exceeds the societal cost of NOx emissions

How H₂ HPDI will win

Highest power density
and efficiency

Near-zero CO₂
emissions

Lower TCO and cost-
effective CO₂ reductions

Most robust system
for using H₂ in an
internal combustion
engine for heavy-duty
and off-road
applications

Growing interest
from OEMs, with
multiple H₂ HPDI
development projects
underway

Minimal changes to
the base engine
architecture = shorter
time to market

H₂ HPDI is the future of the internal combustion engines for long-haul trucking



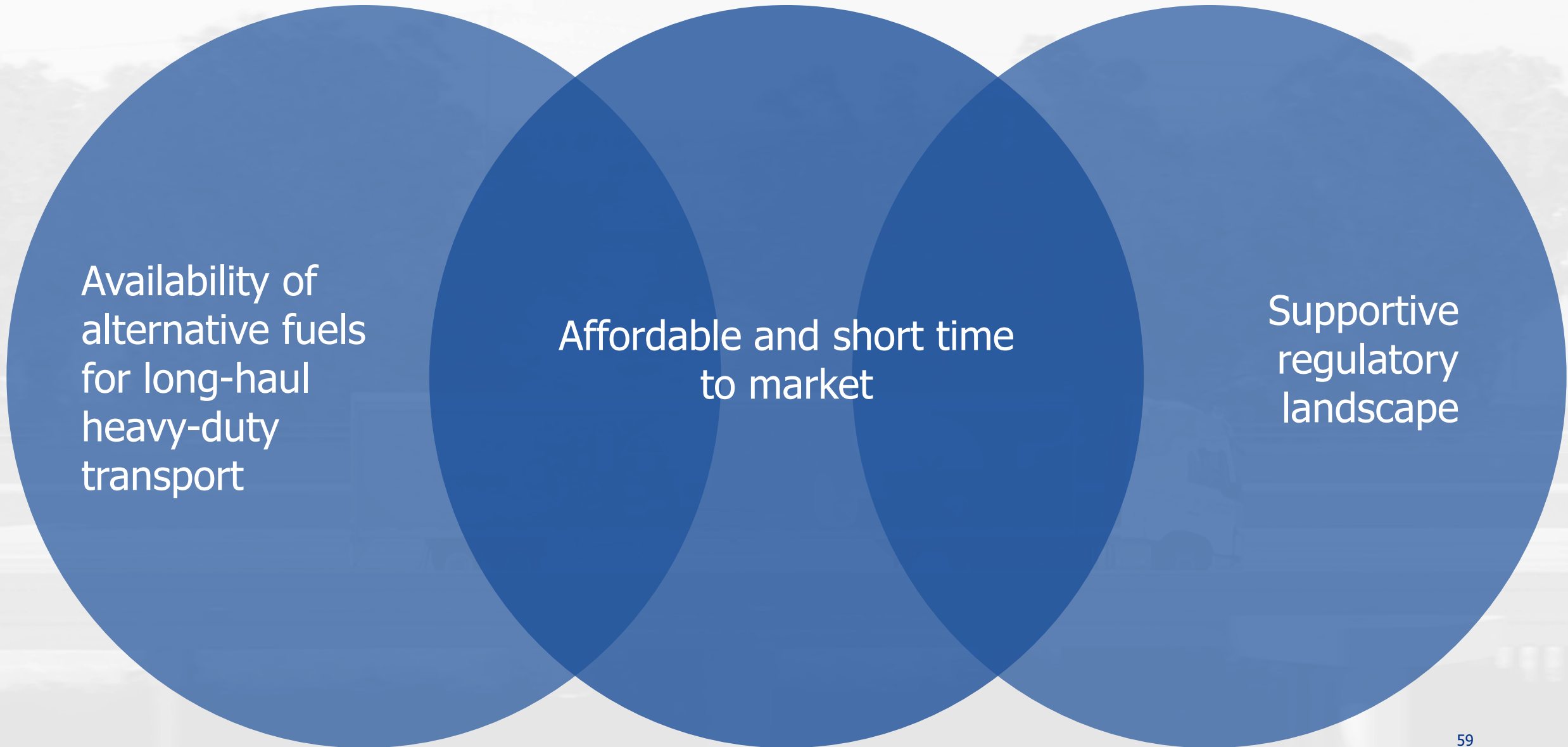
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Clean Internal Combustion Engines: Commercial Outlook

- Anders Johansson, Vice President, Heavy Duty OEM



Key Drivers for Commercial Adoption of H₂ HPDI



Hydrogen and Biomethane Play Significant Role in Reaching Decarbonization Targets

Why Biomethane

Sustainable

Lowers carbon emissions

Renewable

Made from organic waste

Affordable

Stable pricing, lower maintenance costs

Accessible

Growing refueling network

Proven

Trusted by major fleet operators globally

Why Hydrogen

Versatile

Produced by using diverse, domestic resources

Energy dense

Low energy unit per volume

Abundant

Most abundant element known

Green

Clean power generation

Renewable

Can be produced without CO₂ emissions

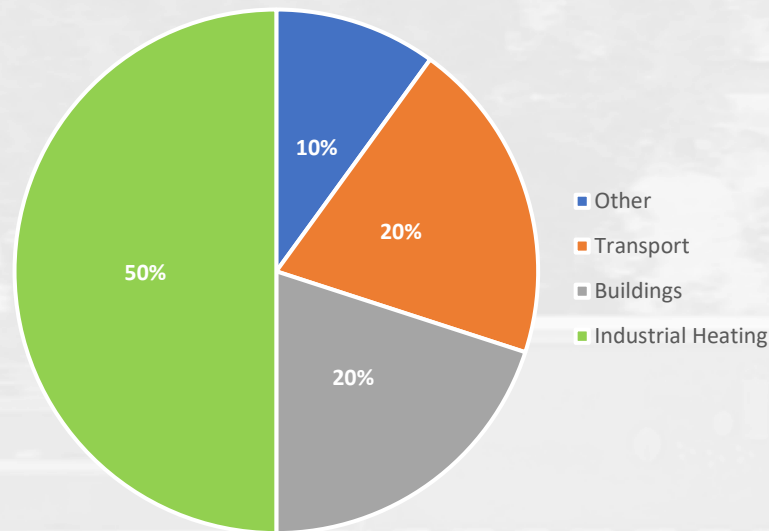
Biomethane Can Make a Big Impact Now

- Biomethane can fuel large portions of key HDV segments, and achieve true well-to-wheel CO₂ neutrality
- The scale of hydrogen production, and renewable electricity supply, needed for HDVs, is huge
- A strong role for biomethane de-risks the emphasis on electrolysis and renewable electricity



Continued Focus on the Energy Crisis Drives Demand for Biomethane

Global Biomethane Use in 2050
IEA Net Zero by 2050 Scenario



IEA Global Biomethane Consumption Forecast



Transport a significant user of the \$60B Biogas market

Sources: IEA World Energy Outlook 2021, IEA Outlook for Biogas and Biomethane 2022

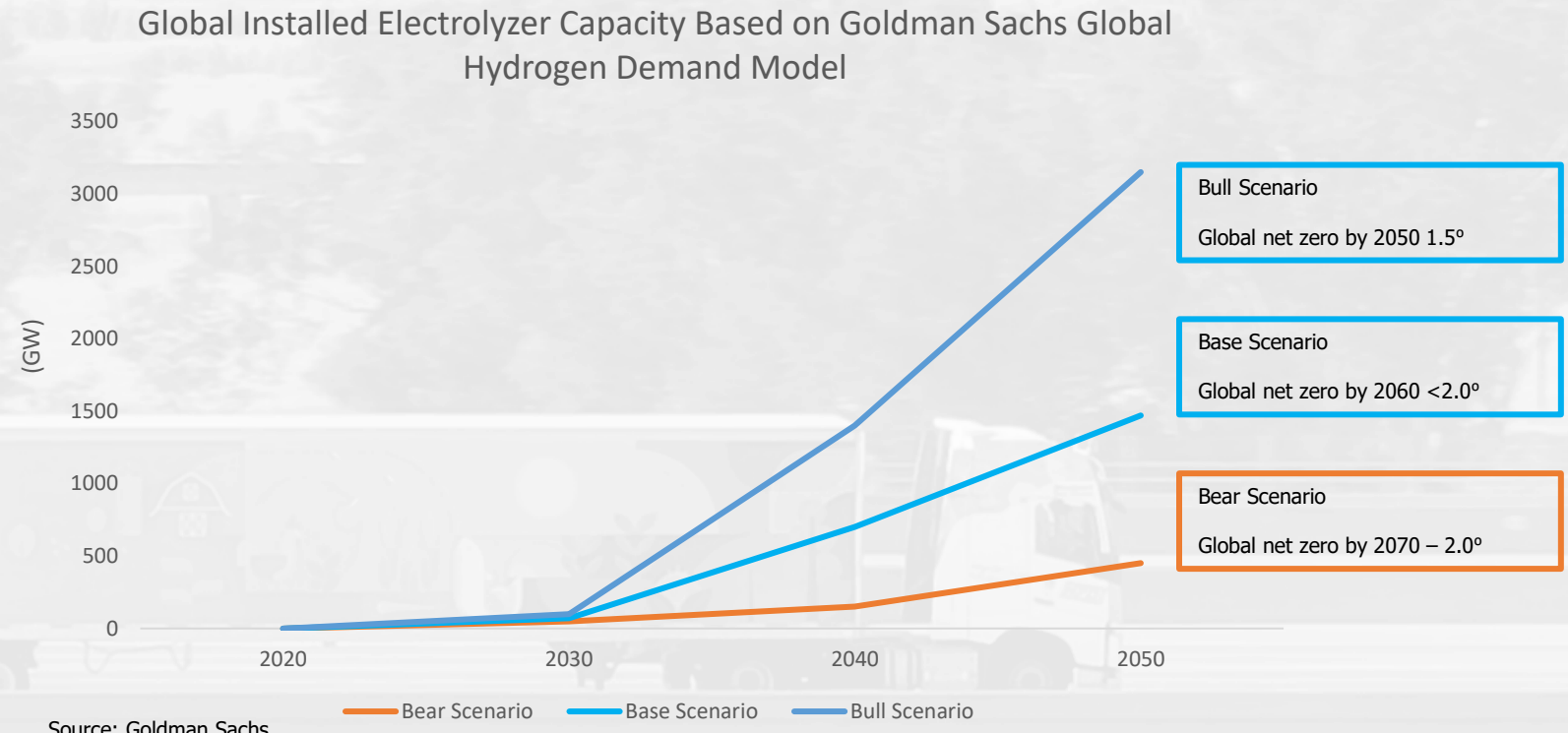
Global Hydrogen Demand Increasing; Driving up Investment

\$240b

Announced global hydrogen investment through 2030

60%

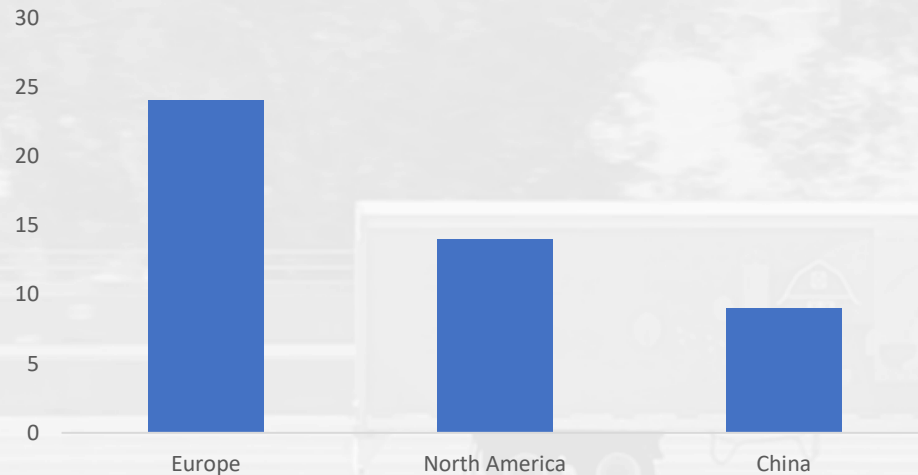
Production cost reduction projected for renewable hydrogen by 2030 vs. 2020 World H₂ council baseline



Heavy-Duty Transport to Dominate Hydrogen Demand in Europe

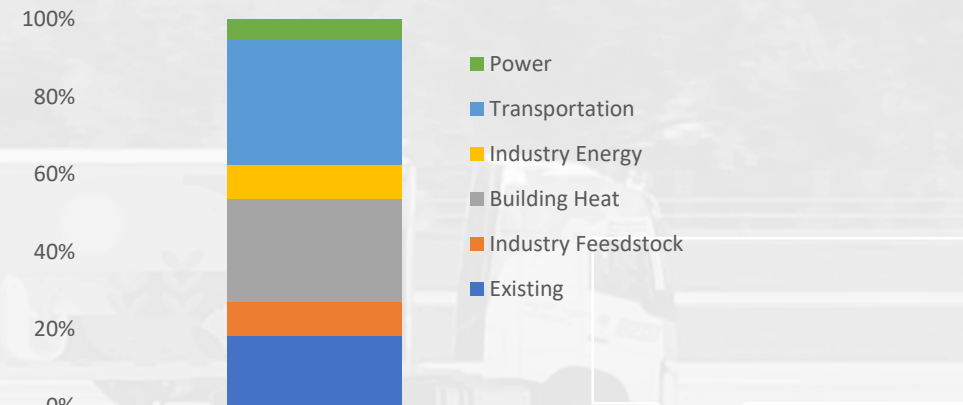
- Hydrogen heavy-duty vehicles expected to grow to **~850,000 by 2035**^[1]

Hydrogen as % of National Energy (2050)



Sources: Hydrogen Europe, US Hydrogen Study

EU Hydrogen Demand Breakdown by Sector (2050)

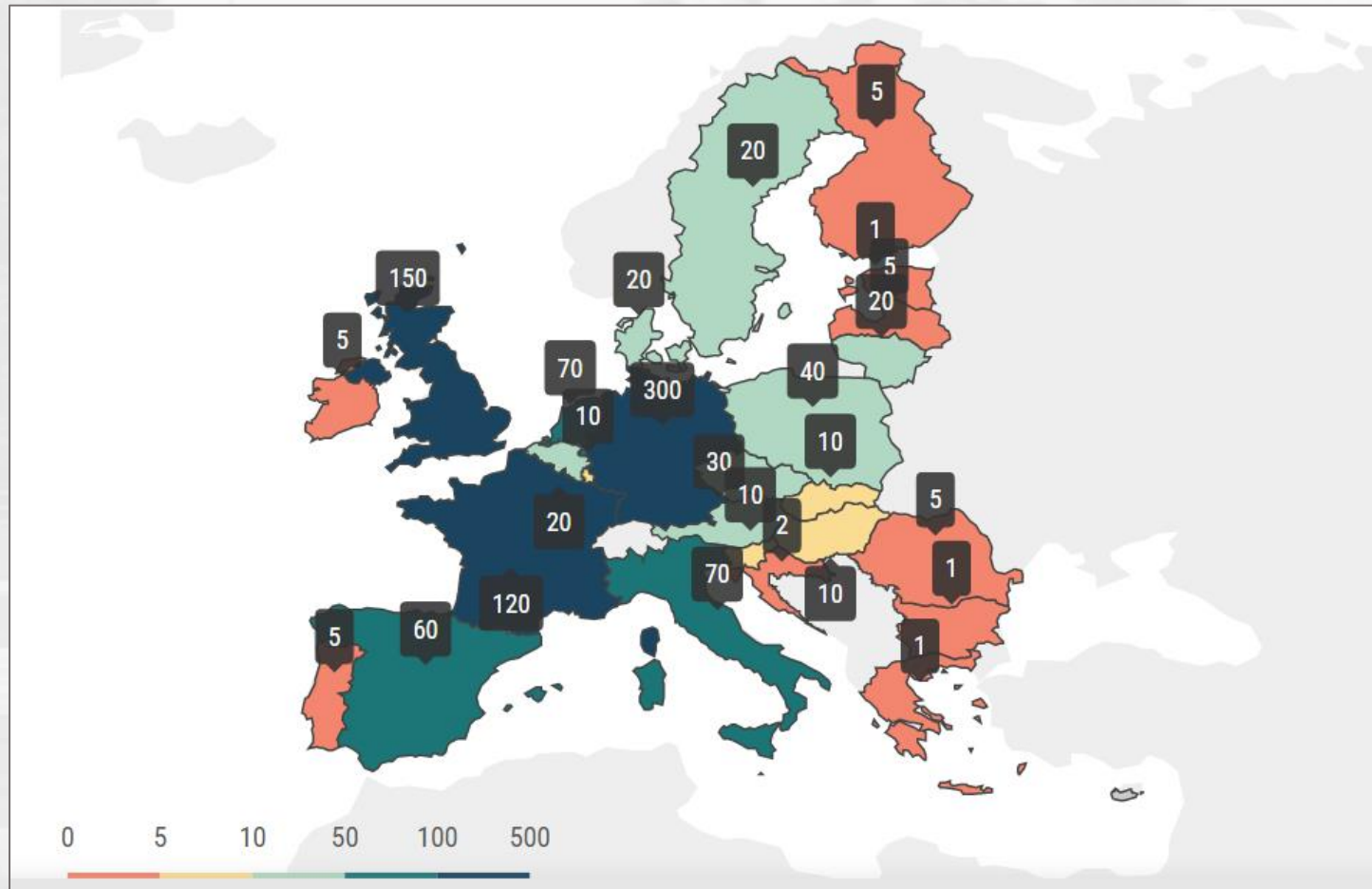


Source: Hydrogen Europe

Hydrogen key to decarbonizing heavy-duty transport

Hydrogen Refuelling Infrastructure on the Horizon

ACEA encouraging EU-wide target of 300 truck-suitable hydrogen refueling stations by 2025, moving to ~1,000 by 2030



Trucking is Built on TCO....

... Purchasing Decision Between FCEV and H₂ HPDI will be Based on Initial Vehicle Costs

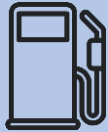
Key components of fleet ownership:



Repair and maintenance



Driver



Fuel

Costs parity between FCEV and H₂ HPDI

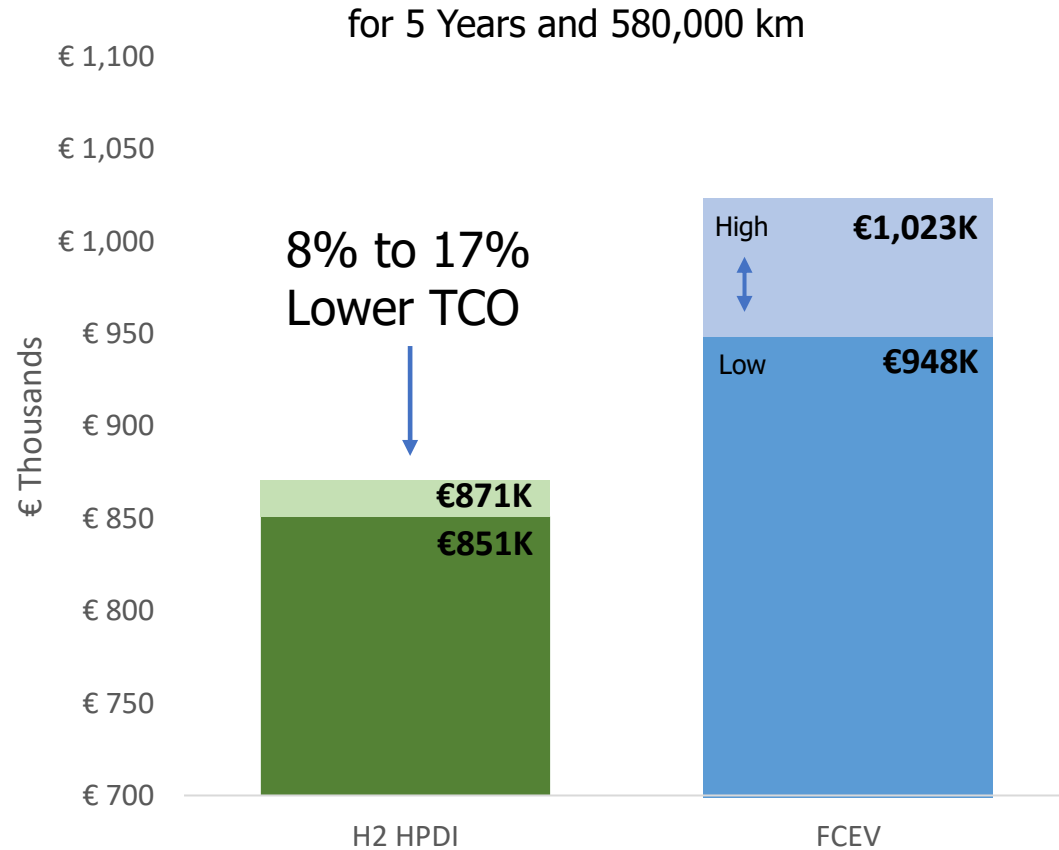


Vehicle

**Lower upfront acquisition costs
(1.3-1.4x diesel vs. FCEV at 2.6-3.4x)**

Pathway to Zero Carbon

Total Cost of Ownership (TCO)



H₂ HPDI 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

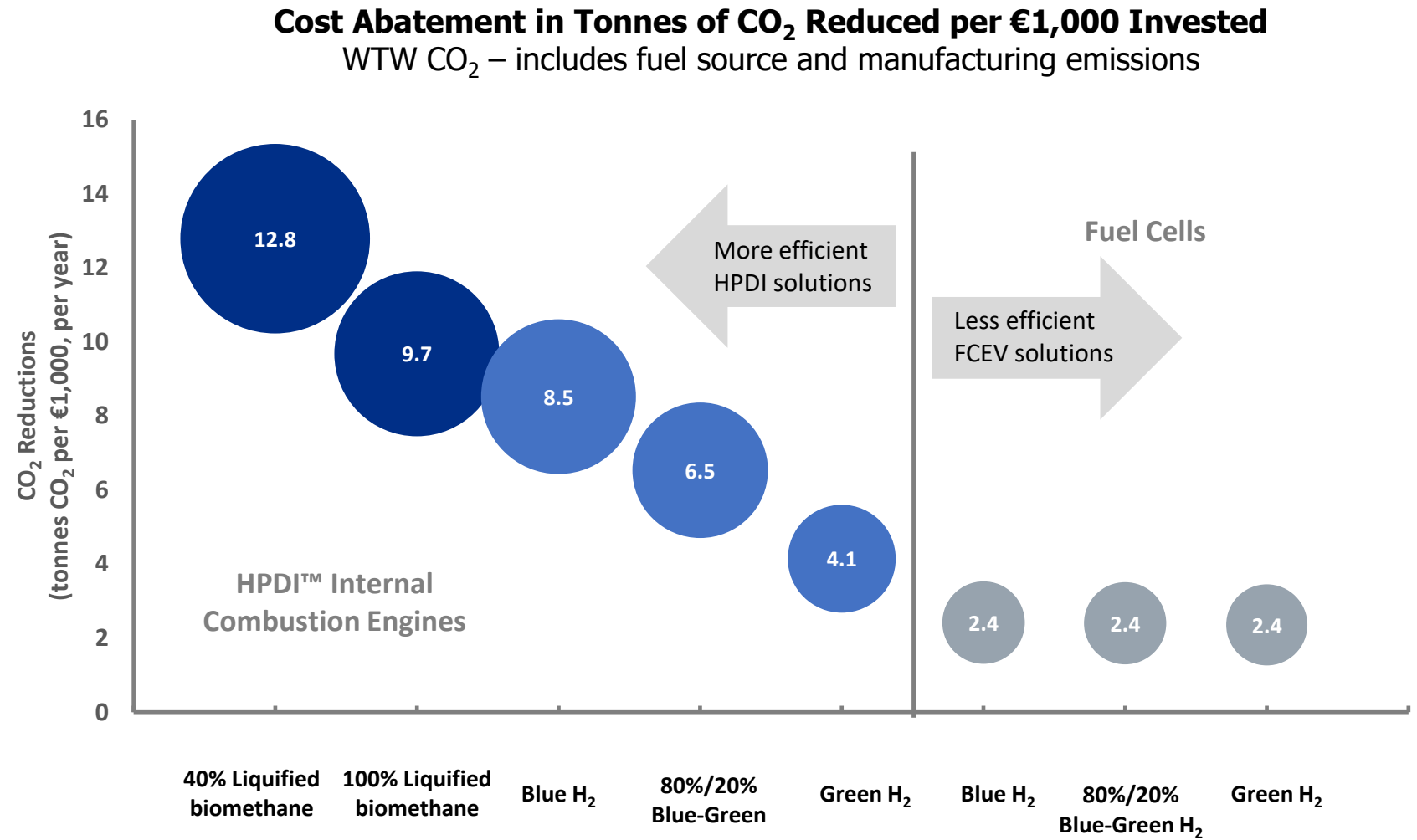


For the Environment

- Lower investment path to reduce CO₂ in heavy-duty, long-haul trucking

HPDI offers superior effectiveness for CO₂ abatement

HPDI Offers Greater CO₂ Reductions per Euro Invested





H₂ HPDI Offers Lower Development Cost for OEMs

- High degree of synergy between LNG HPDI, H₂ HPDI, and diesel
- Fully leverages existing, established, mature supply chains, and service & distribution networks
- Driving cost savings in the billions

Scale of the Challenge

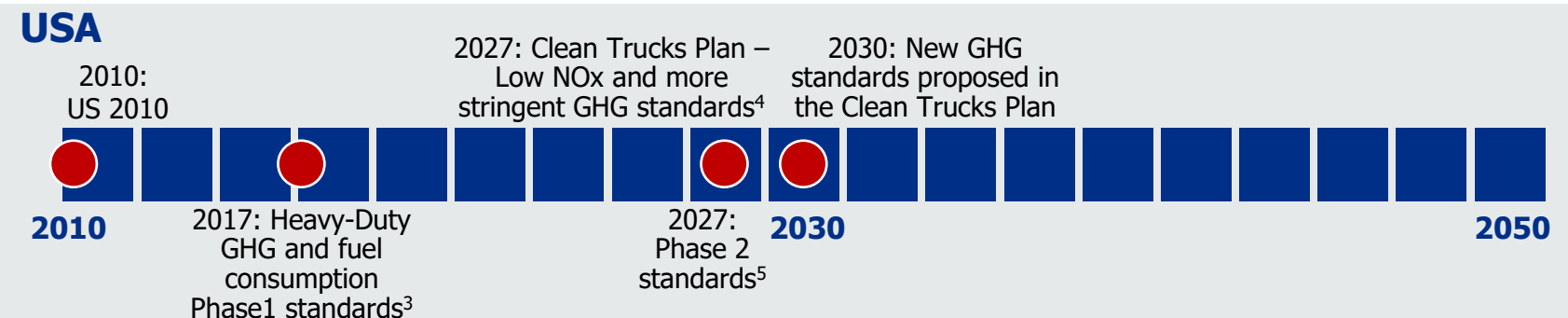
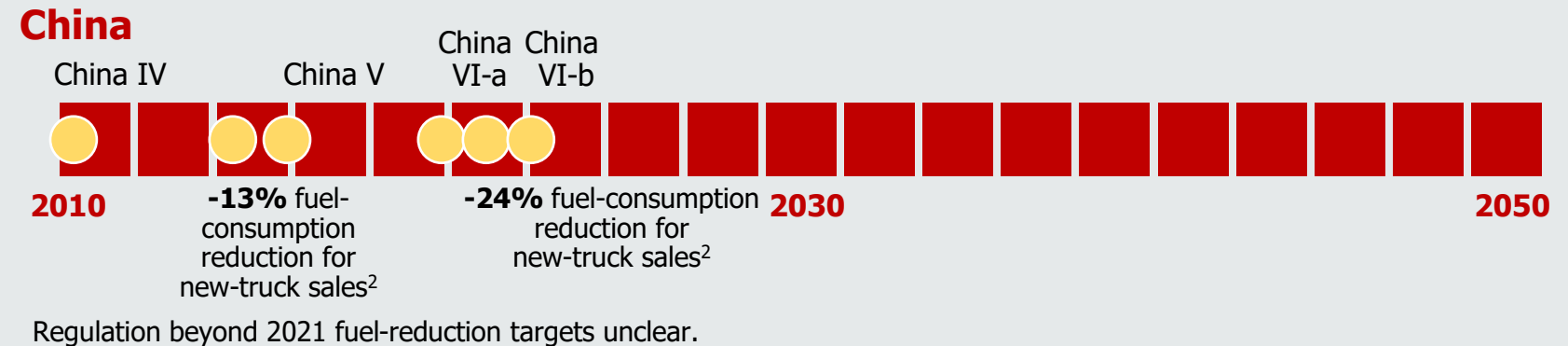
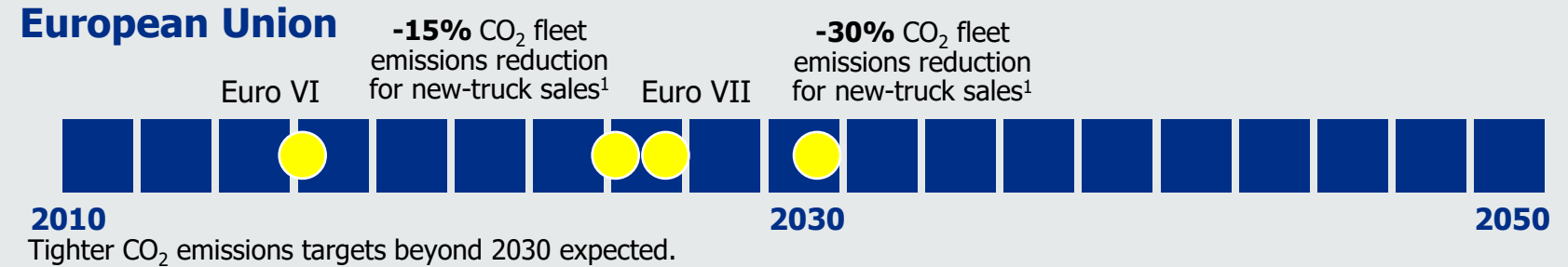
Urgently need solutions for long-haul trucks that drive
Well-to-Wheel and Life Cycle CO₂ reductions

What is
needed?



Regulatory Momentum in Our Core Regions

Substituting fossil fuels and accelerating a clean energy transition



Source: Westport, RBC

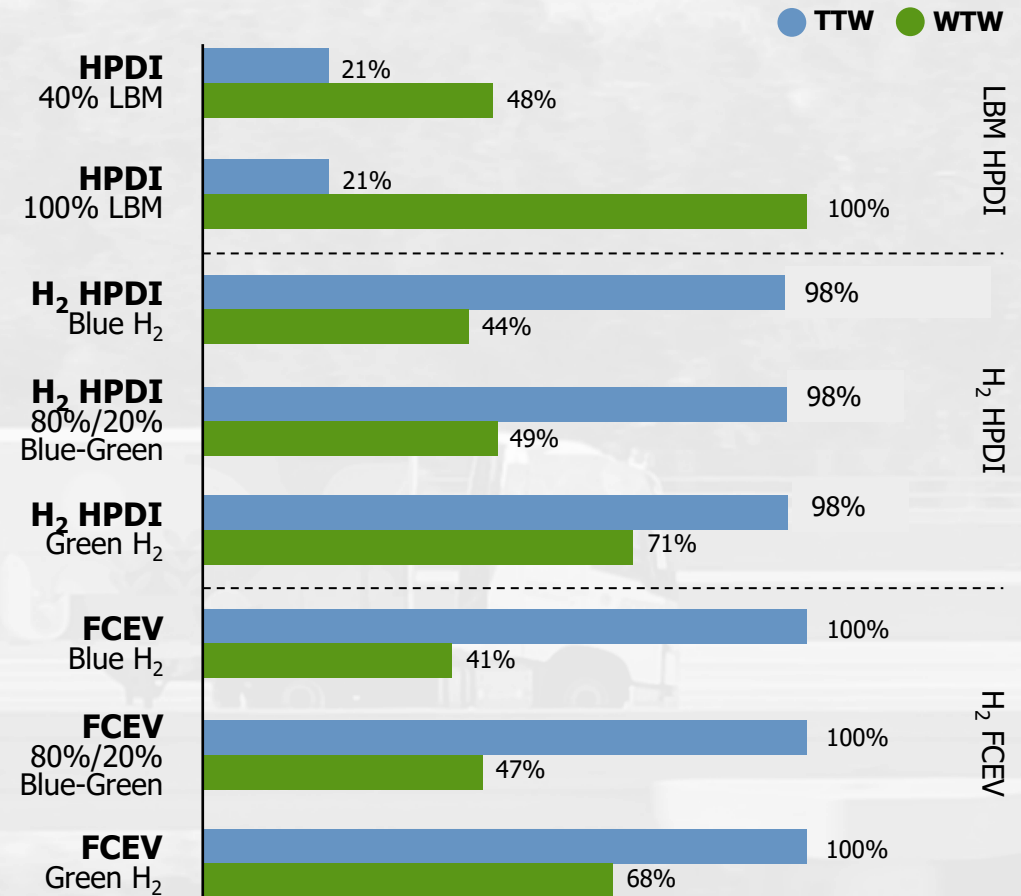
¹Base year 2019. ²Base year 2012; average reduction target over all weight classes. ³CO₂ 460 g/bhp.hr - Fuel 4.52 gal/100 bhp.hr for heavy-heavy-duty (HHD) engines in tractors. 2021: Further 2-3% CO₂ reduction per year. ⁴Proposal released in March 2022, currently under final approval. ⁵CO₂ 432 - Fuel 4.2436.

Lowest Well-to-Wheel CO₂ Emissions

CO₂ EMISSIONS

- HPDI with 100% biomethane (LBM) can deliver zero WTW CO₂
- H₂ HPDI delivers equivalent CO₂ reductions to FCEV, at a much lower cost with comparable efficiency

HPDI technology, with either biomethane or hydrogen, delivers industry-leading CO₂ reductions for long haul road freight



TTW – Tank To Wheel
WTW – Well To Wheel, including
fuel source manufacturing emissions

Biofuels and H₂ ICE as Part of Long-Term Solution

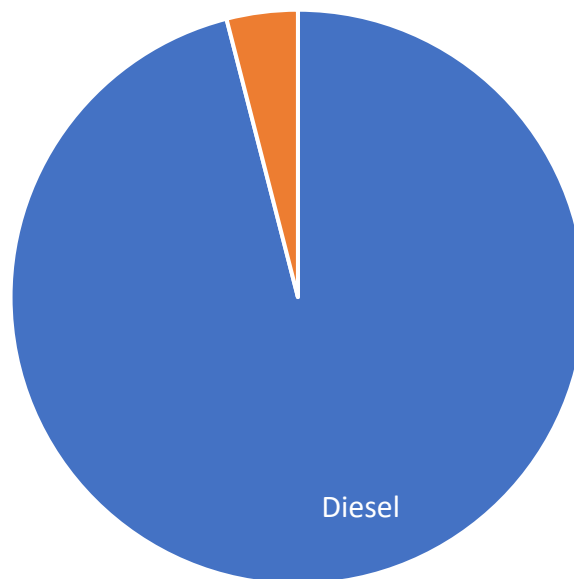
Regulators worldwide need to recognize:

- a diversity of solutions
- a diversity of technologies
- a diversity fuels

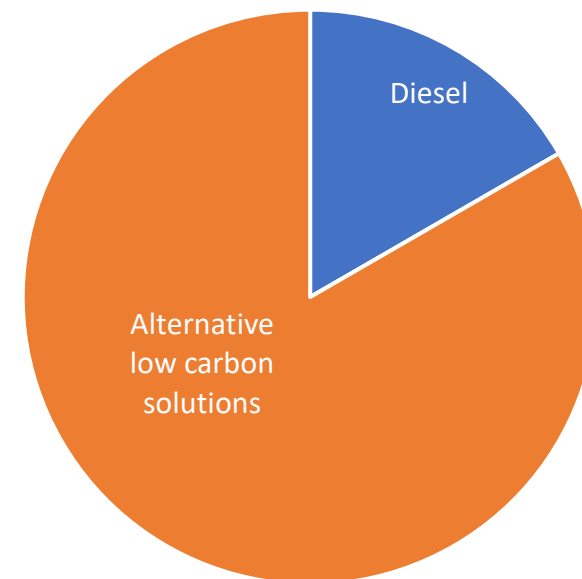
is required to meet the needs of society...environmentally and economically.

Biofuels + H₂ ICE required for future powertrain portfolio in heavy-duty
On-and off-highway

2020 — Status quo

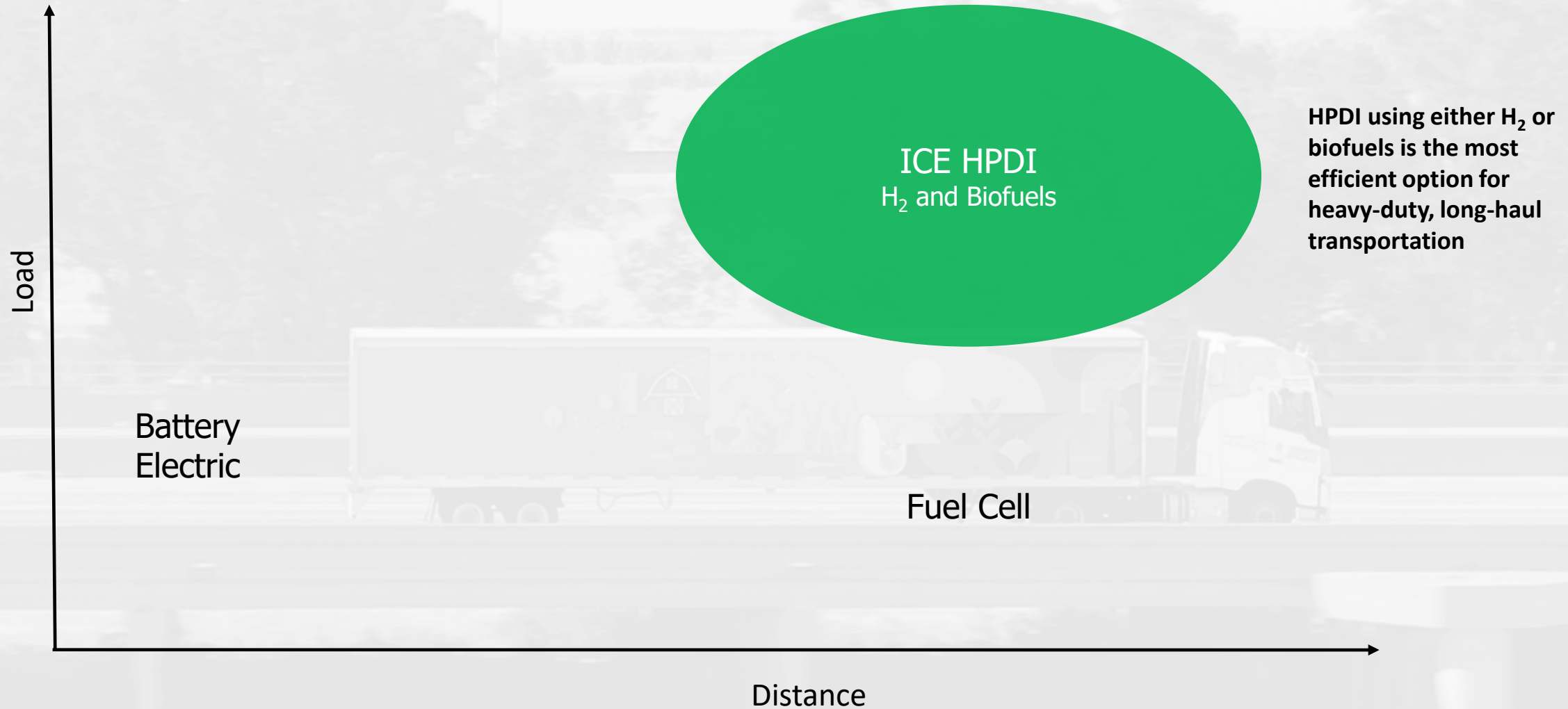


2040-2050— Zero-emissions



Transitioning Powertrain Portfolio

One size fits all — appealing, but not practical



Leading OEMs Looking for Market-Ready H₂ ICE

H₂ ICE in development stage with prototypes in use now. OEMs expecting broader use in the second half of 2020s

*The hydrogen combustion engine (...) offers a more readily available and robust solution thanks to the well-known basic technology and could thus serve as a bridging technology. (...) **Practical trials** in cooperation with selected customers **are planned for 2023 and 2024.***

– MAN Press Release, 2020

(...)“great potential” for internal combustion engines that run on hydrogen or biofuel “There is no far limit for the internal combustion engine. On the contrary, we see a very large potential and invest a lot there.

*Batteries (...) are less practical for long-haul transport and heavy-duty applications. **Hydrogen fuel technology and H₂-ICEs will complement batteries**, if we invest in those innovations and solutions.*

– CTO Lars Stenqvist, AB Volvo, April 2021

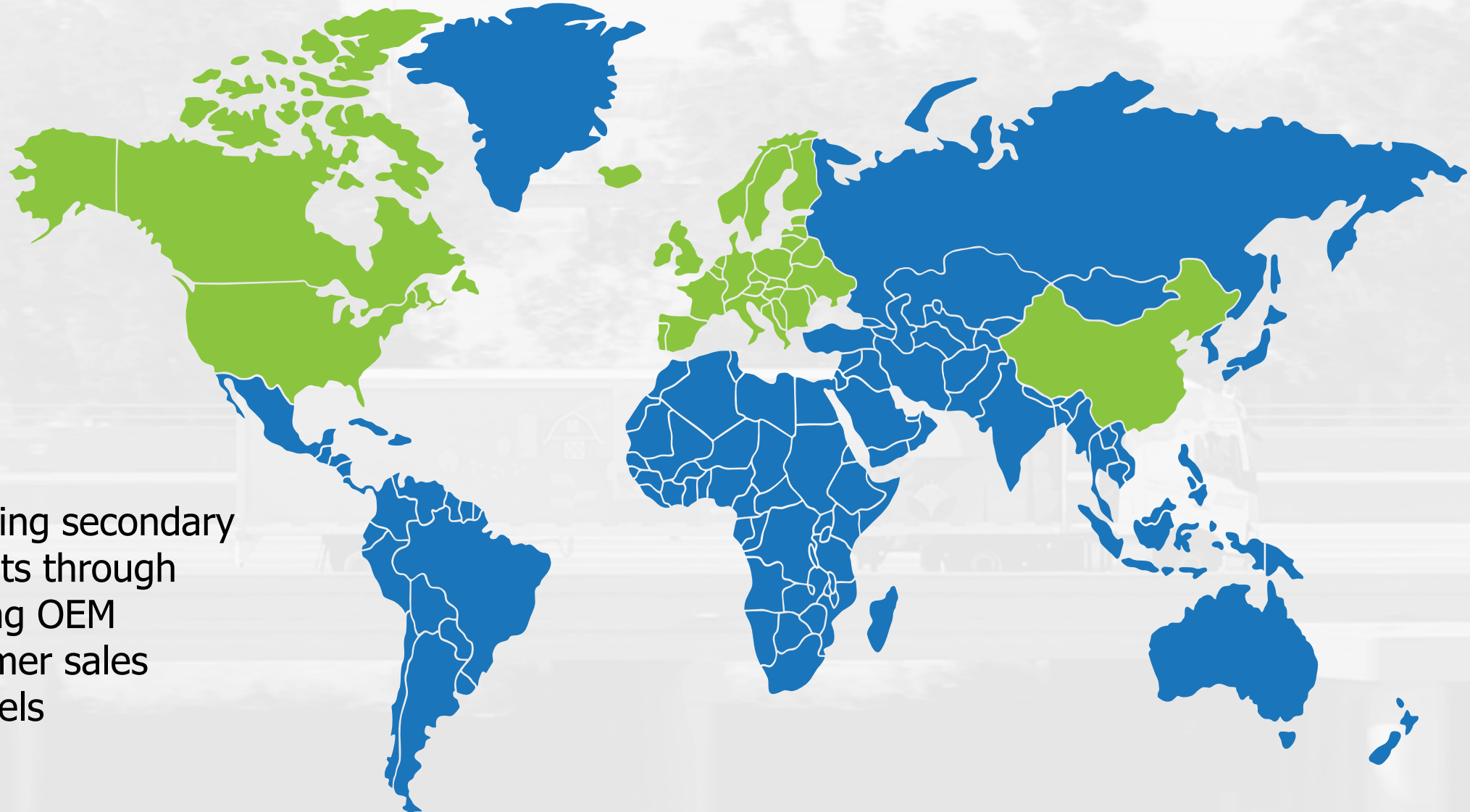
The H₂ HPDI concept requires limited redesign of the diesel cylinder head and no redesign of the external gas exchange system, exhaust aftertreatment system or crank case ventilation system, while providing high low-end torque – 28bar BMEP at 900rpm – and excellent transient performance. This enables a short time to market with an excellent product associated with low investments, and could be a complement to battery electric vehicles, especially for long haulage and locations with limited electrical infrastructure.

– Senior Technical Advisor, Eric Olofsson, Scania, October 2022

Market Opportunities

Key discussions ongoing with OEMs in all key global markets

Reaching secondary
markets through
existing OEM
customer sales
channels



Demonstrator Trucks

Diving real-world experience





WestportTM
Fuel Systems

Fireside Chat



Moderator: Bart van Aerle

Executive Vice President IAM & LD OEM
Westport Fuel Systems



David M. Johnson

Chief Executive Officer
& Board Director
Westport Fuel Systems



Martijn Stamm

Market Director, TNO Traffic and Transport,
President, TNO Japan

Questions



Closing

— David Johnson, CEO





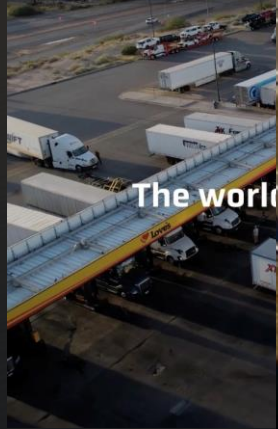
Today's Key Takeaways

- Aftermarket business a profit driver with further growth opportunities available
- HPDI is on the road and is the solution today, saving customers money and helping fleets hit carbon targets
- H₂ HPDI is the future of the internal combustion for long-haul trucking
- Making the necessary financial optimizations now to enable growth well into the future

**The energy transition is happening now,
and we are in a prime position to leverage this**



The world s



The world



**The world is searching for a leader
to drive cleaner performance**

er emissions



Thank you.



Appendix



Non-GAAP Measures – EBITDA and Adjusted EBITDA

In addition to conventional measures prepared in accordance with U.S. GAAP, Westport Fuel Systems and certain investors use EBITDA and Adjusted EBITDA as an indicator of our ability to generate liquidity by producing operating cash flow to fund working capital needs, service debt obligations and fund capital expenditures. Management also uses these non-GAAP measures in its review and evaluation of the financial performance of Westport Fuel Systems. EBITDA is also frequently used by investors and analysts for valuation purposes whereby EBITDA is multiplied by a factor or "EBITDA multiple" that is based on an observed or inferred relationship between EBITDA and market values to determine the approximate total enterprise value of a company. We believe that these non-GAAP financial measures also provide additional insight to investors and securities analysts as supplemental information to our U.S. GAAP results and as a basis to compare our financial performance period-over-period and to compare our financial performance with that of other companies. We believe that these non-GAAP financial measures facilitate comparisons of our core operating results from period to period and to other companies by, in the case of EBITDA, removing the effects of our capital structure (net interest income on cash deposits, interest expense on outstanding debt and debt facilities), asset base (depreciation and amortization) and tax consequences. Adjusted EBITDA provides this same indicator of Westport Fuel Systems' EBITDA from continuing operations and removing such effects of our capital structure, asset base and tax consequences, but additionally excludes any unrealized foreign exchange gains or losses, stock-based compensation charges and other one-time impairments and costs which are not expected to be repeated in order to provide greater insight into the cash flow being produced from our operating business, without the influence of extraneous events. EBITDA and Adjusted EBITDA are intended to provide additional information to investors and analysts and do not have any standardized definition under U.S. GAAP, and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with U.S. GAAP. EBITDA and Adjusted EBITDA exclude the impact of cash costs of financing activities and taxes, and the effects of changes in operating working capital balances, and therefore are not necessarily indicative of operating profit or cash flow from operations as determined under U.S. GAAP. Other companies may calculate EBITDA and Adjusted EBITDA differently.

Non-GAAP Reconciliation (YTD 2022)

	YTD 2022
Net income (loss) before income taxes	(\$14.9)
Interest Expense, net	\$1.9
Depreciation and Amortization	9.0
EBITDA	(\$4.0)
Stock Based Comp	\$2.2
Unrealized Foreign Exchange (Gain) Loss	\$6.0
Gain on sale of investment	(\$19.1)
Adjusted EBITDA	(\$14.9)