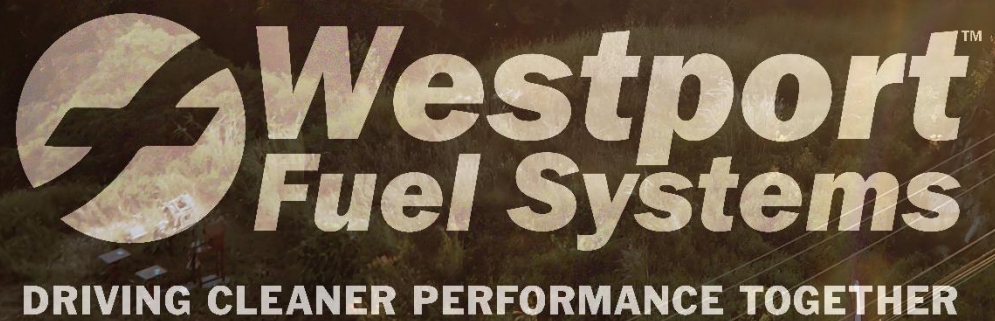




Q3 2022 Results

November 2022

Westport Fuel Systems

Disclaimer and Forward-Looking Statements

This presentation contains forward-looking statements, including statements regarding revenue expectations, future strategic initiatives and future growth, future of our development programs (including those relating to HPDI and Hydrogen), expected margin pressure, the Russia-Ukraine conflict and related impacts, expectations regarding slower sales growth to our OEM launch partner due to higher LNG prices, 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 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, sanctions 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, the Russia-Ukraine conflict and ongoing semiconductor shortages 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 press release are not incorporated by reference herein.

Speaking Today...



David M. Johnson
Chief Executive Officer



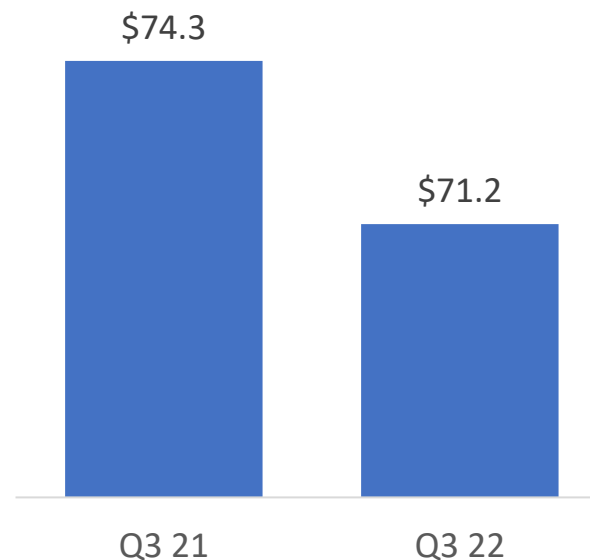
Richard Oraziotti
Chief Financial Officer

Resilient Quarter, Positive Signs Emerging

- Revenues of \$71.2M, slightly lower than Q3 21 due to challenging headwinds and foreign currency translation from weakening Euro
- Adjusted EBITDA decreased to a loss of \$4.5M
- Introduced H₂ HPDI™ fuel system for internal combustion engines to global OEMs at IAA
- Presented H₂ HPDI™ to key policymakers in Brussels and Washington, DC, as the lowest cost solution for heavy-duty CO₂ abatement
- Announced impressive test results from demonstration program with Scania

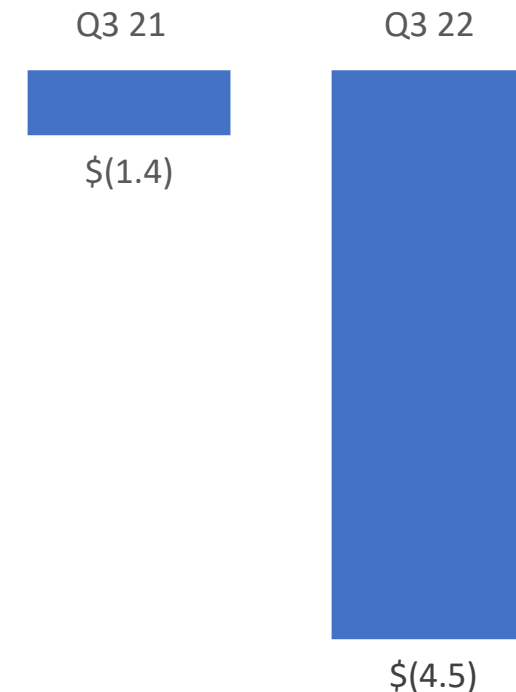
Revenue

(\$ millions)



Adjusted EBITDA^[1]

(\$ millions)



¹ Adjusted earnings before interest, taxes and depreciation is a non-GAAP measure. Please refer to GAAP and NON-GAAP FINANCIAL MEASURES in Westport's Management Discussion and Analysis for the reconciliation.



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

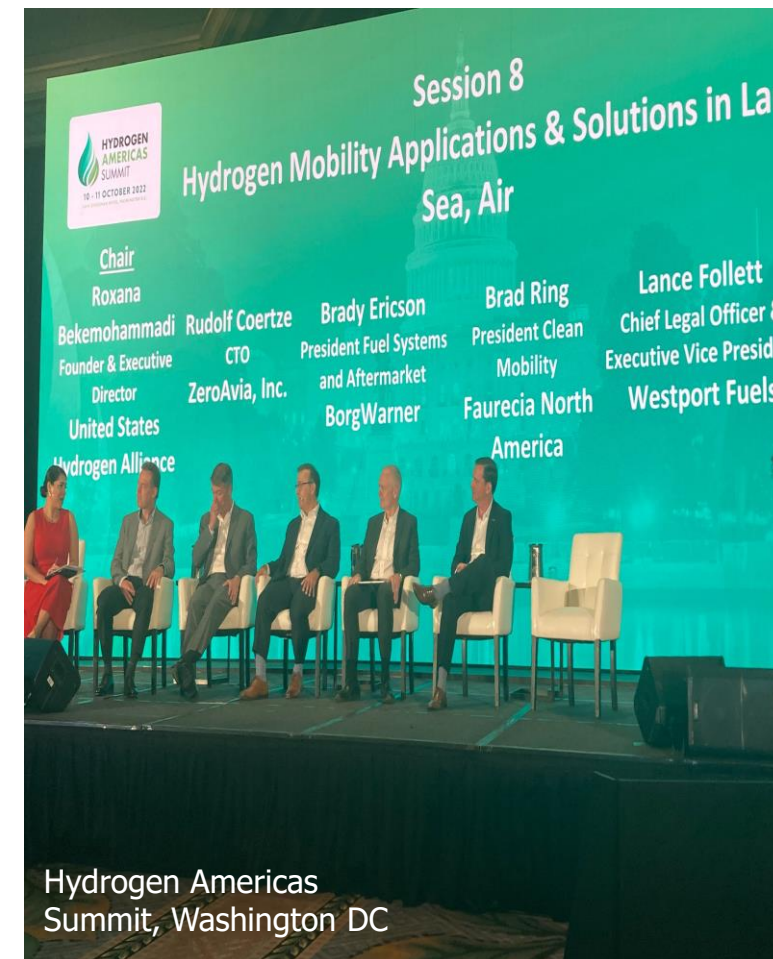
H₂ HPDI Continues To Gain Considerable OEM Interest



H₂ HPDI presentation to policymakers in Brussels



H₂ HPDI powered truck on display at IAA

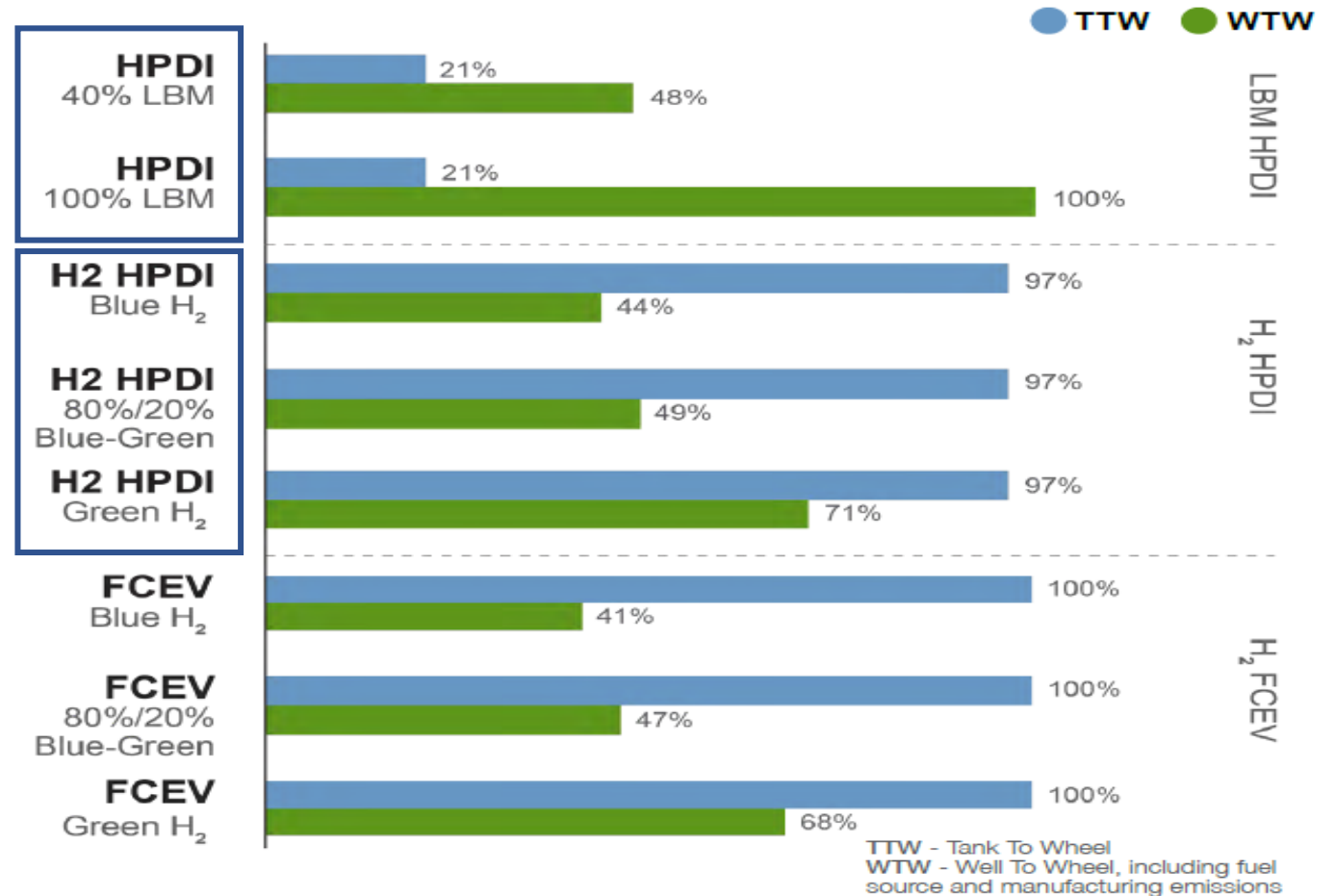


Hydrogen Americas Summit, Washington DC

Path to Industry Leading CO₂ Reductions Available TODAY

HPDI with biomethane now and H₂ in the future offers the most cost-effective way to reduce emissions from long-haul heavy-duty trucking

- EU support for biomethane in transport growing quickly
- HPDI with a 100% Biomethane mix achieves 100% Well to Wheel CO₂ reduction



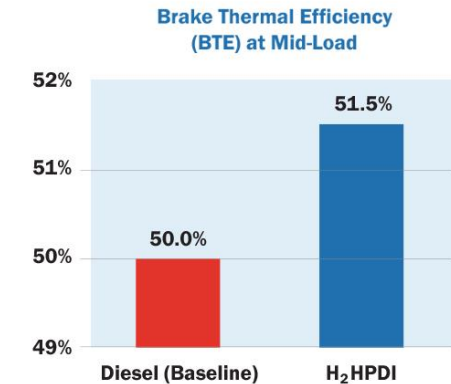
HPDI with increasing levels of biomethane (LBM) can achieving industry leading CO₂ reductions

Significant Test Results Announced

Producing performance and emissions results exceeding the diesel parent engine

Significant test results from our ongoing H₂ HPDI demonstration program with Scania using their newest, state-of-the-art 13L CBE1 platform

- Achieved a 51.5% brake thermal efficiency, eclipsing the 50% achieved with Scania's state-of-the-art engine with diesel by 1.5%
- Affordable pathway to employ a zero-carbon fuel using existing engine architecture and manufacturing infrastructure



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.

Ongoing projects:





Fuel Price Advantages Drive Increased Vehicle Registrations

Positive growth trends through price advantages in key markets

- Increasing market share in markets looking for clean, affordable solutions



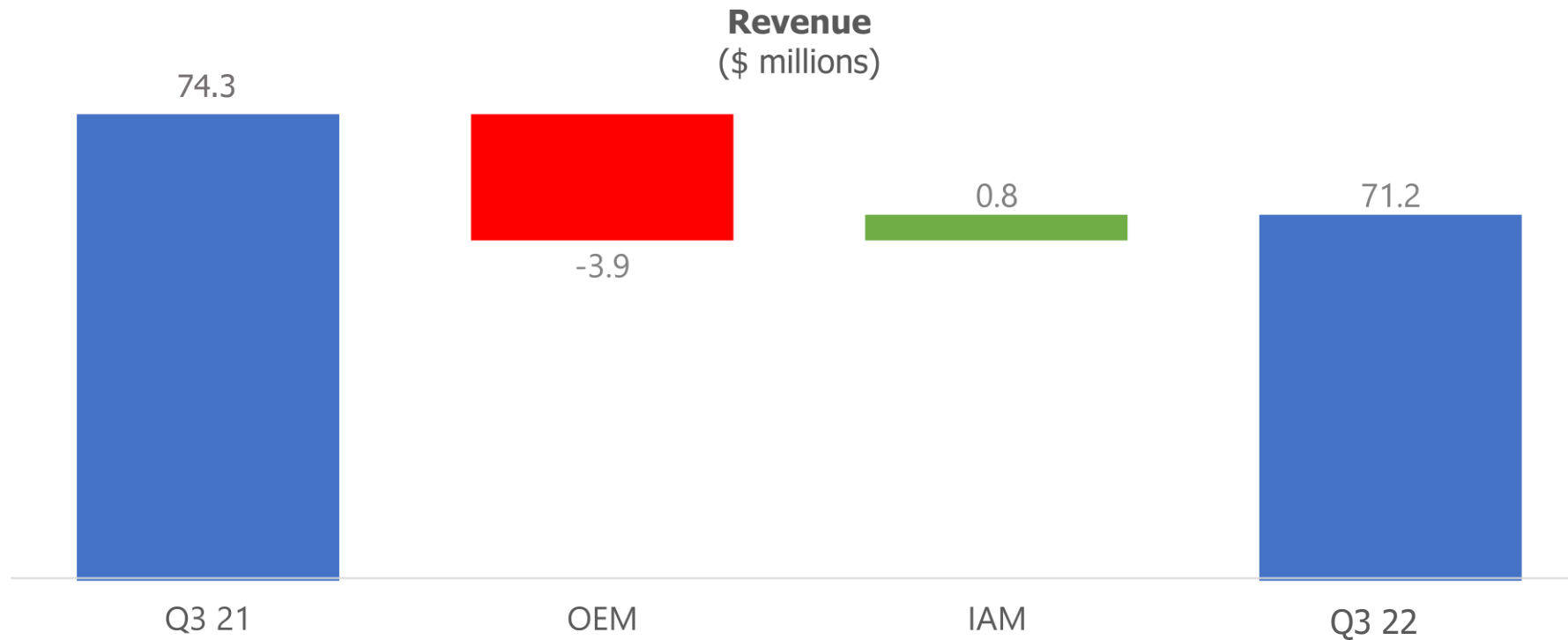
LPG vehicle registrations:

↑ 30% YTD



↑ CNG filling stations:
Government goal of
10,000 by 2030

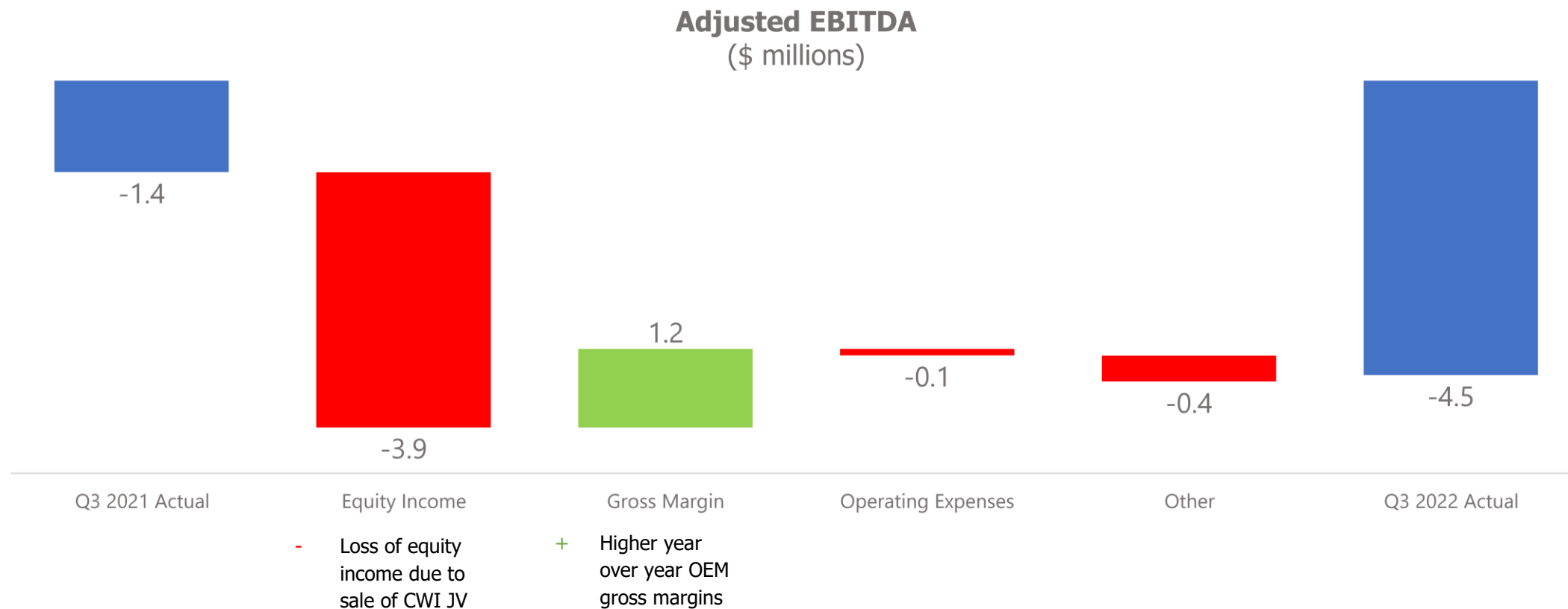
Fundamentals Strong Despite Macro Headwinds



Revenues negatively impacted by **\$7.5 million** due to weakening Euro

- + Sales in our fuel storage, DOEM, hydrogen, and electronics businesses
- + Light-duty OEM business sales to OEMs in India
- Heavy-duty OEM sales volume down 16% due to unfavourable fuel price differential between LNG and diesel
- + Sales volumes to Eastern Europe, especially Poland as well as Algeria, and Peru
- Sales volumes to Russia and Ukraine due to the Russia-Ukraine conflict

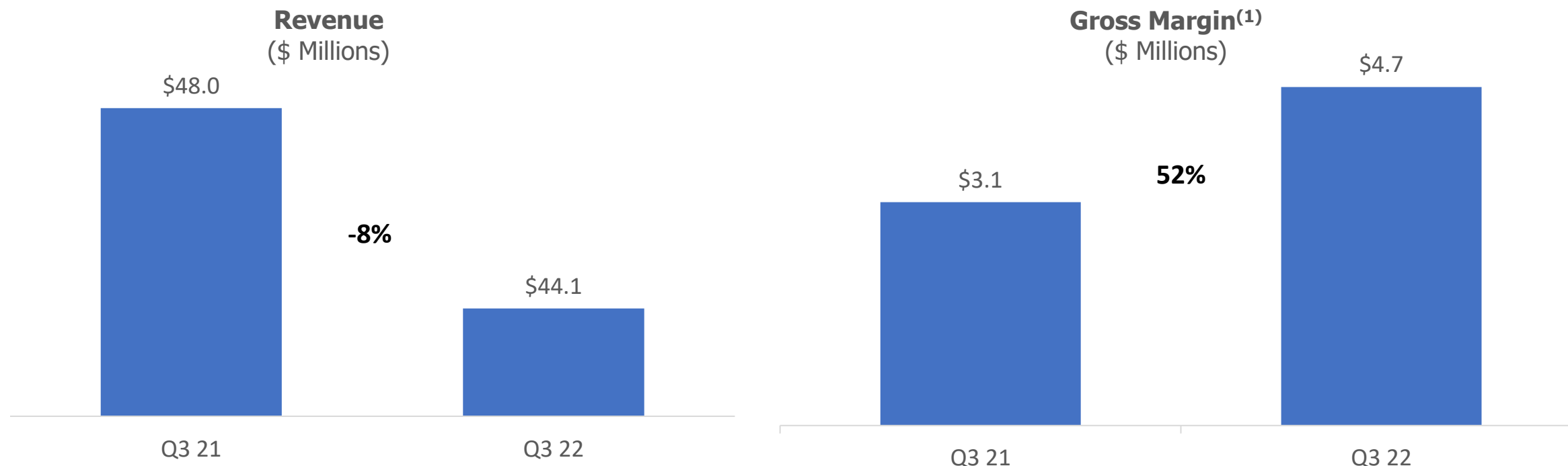
Adjusted EBITDA⁽¹⁾ Year Over Year



¹ Adjusted earnings before interest, taxes and depreciation is a non-GAAP measure. Please refer to GAAP and NON-GAAP FINANCIAL MEASURES in Westport's Management Discussion and Analysis for the reconciliation.

² Gross margin is a non-GAAP measure. Please refer to GAAP and NON-GAAP FINANCIAL MEASURES in Westport's Management Discussion and Analysis for the reconciliation

Financial Performance – OEM



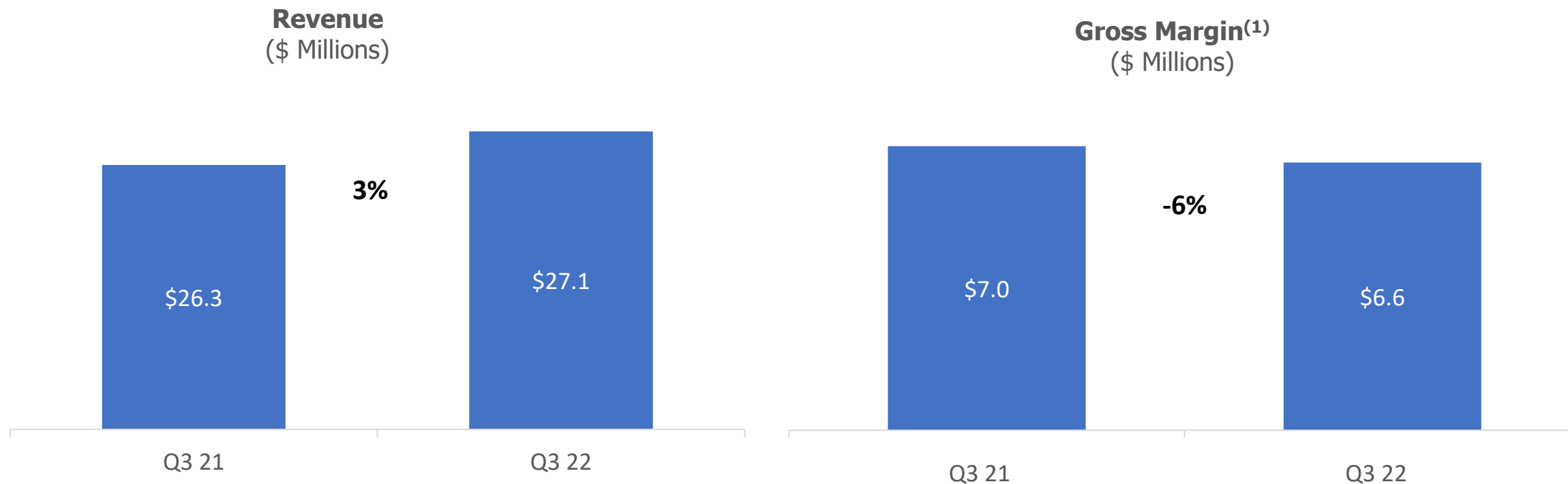
Revenue

- Increased light-duty OEM business sales to OEMs in India
- Heavy-duty OEM sales volume decreased by 16% compared to Q3 21 due to fuel price volatility
- Growth in DOEM, electronics products and hydrogen components

Gross Margin

- Higher sales in multiple businesses
- Lower volume of low margin heavy-duty OEM sales (high spare parts sales in Q3 21)
- Lower sales to European OEMs due to higher relative CNG prices
- Continued margin pressure from higher production input costs for materials, supply chain challenges

Financial Performance – Independent Aftermarket



Revenue

- Increased sales to Eastern Europe, especially Poland as well as Algeria, and Peru

Gross margin

- Higher production input costs from ongoing supply chain challenges, inflation, and European energy supply shortage

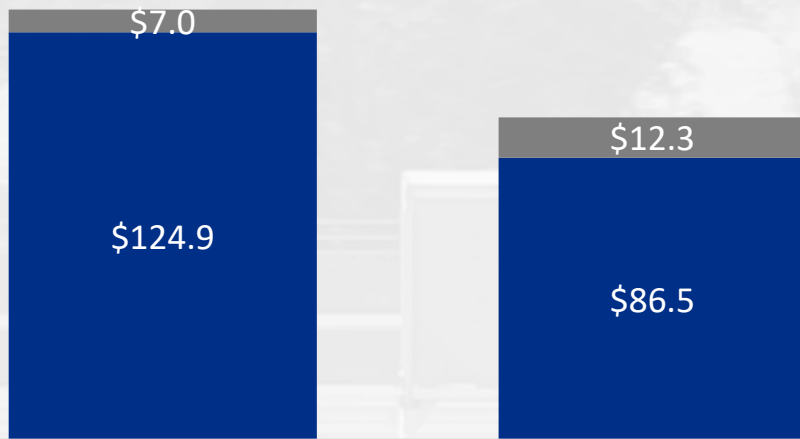
^[1]Gross margin is a non-GAAP measure. Please refer to GAAP and NON-GAAP FINANCIAL MEASURES in Westport's Management Discussion and Analysis for the reconciliation.

Liquidity

Addressing margin improvements, and cash conservation

- Pricing action taken with customers
- Working to monetize high levels of inventory

Cash and Liquidity
(\$ Millions)



Q4 21

Q3 22

■ Cash ■ HSBC AR Facility

Debt & Cartesian Royalty Payable
(\$ Millions)



Q4 21

Q3 22

■ Debt ■ Cartesian Royalty Payable

- Operating cash flow used \$42.0 million in nine months ended
- Operating loss of \$33.1 million

- Debt repayments of \$14.9 million in 2022, including \$3.6 million in Q3 22
- Cartesian royalty payment of \$5.2 million in 2022



Introducing Incoming CFO, Bill Larkin





In Closing...

Westport is unlocking new and developing markets by delivering clean and affordable technology

- H₂ HPDI provides an affordable solution to the market for applications that are hard to decarbonize
- Focused on capturing market share in our LPG business, electrification remains expensive everywhere and is a luxury, not an affordable purchase
- Further growth in our Indian business as CNG vehicle registration continue to grow in a market with regulatory tailwinds
- Significant test results announced with Scania; next steps towards commercialization

Appendix



Selected Quarterly Data

	Three months ended				FY	Three months ended				FY	Three months ended			YTD
	1Q20	2Q20	3Q20	4Q20	2020	1Q21	2Q21	3Q21	4Q21	2021	1Q22	2Q22	3Q22	2022
Revenue	\$67.2	\$36.0	\$65.4	\$83.9	\$252.5	\$76.4	\$79.0	\$74.3	\$82.7	\$312.4	\$76.5	\$80.0	\$71.2	\$227.7
OEM	34.2	19.1	37.4	58.8	149.5	42.7	47.4	48	57.4	195.5	51.8	54.3	44.1	150.2
IAM	33.0	16.9	28	25.1	103	33.7	31.6	26.3	25.3	116.9	24.7	25.7	27.1	77.5
Gross Margin ^[2]	\$4.3	\$12.2	\$10.0	\$13.0	\$39.5	\$13.0	\$15.7	\$10.1	\$9.3	\$48.1	\$9.9	\$10.5	\$11.3	\$31.7
OEM	(6.1)	9.2	2.6	6.6	12.3	4.9	7.2	3.1	5.1	20.3	5	4.7	4.7	14.4
IAM	10.4	3	7.4	6.4	27.2	8.1	8.5	7	4.2	27.8	4.9	5.8	6.6	17.3
Gross Margin %	6%	34%	15%	15%	16%	17%	20%	14%	11%	15%	13%	13%	16%	14%
OEM	(18%)	48%	7%	11%	8%	11%	15%	6%	9%	10%	10%	9%	11%	10%
IAM	32%	18%	26%	25%	26%	24%	27%	27%	17%	24%	20%	23%	24%	22%
EBITDA	\$(11.1)	\$9.2	\$4.9	\$13.1	\$16.1	\$1.9	\$13.9	\$(1.2)	\$8.4	\$23.0	\$11.7	\$(7.7)	\$(8.0)	\$(4.0)
Adjusted EBITDA ^[1]	\$(3.6)	\$6.2	\$4.0	\$8.1	\$14.7	\$2.7	\$6.2	\$(1.4)	\$10.0	\$17.5	\$(6.1)	\$(4.3)	\$(4.5)	\$(14.9)

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