

Driving Cleaner Performance



Westport Fuel Systems

Disclaimer and Forward-Looking Statements

This presentation contains forward-looking statements, including statements regarding future revenue expectations, future demand for LPG, future growth in markets, future of our development programs (including those relating to High Pressure Direct Injection ("HPDI") and Hydrogen), expected margin improvements, fuel pricing advantages, duration of government incentive programs, expectations regarding sales growth, 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, 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 including impacts due to inflation, 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, government incentive programs 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 Russia-Ukraine conflict, ongoing semiconductor shortages and supply chain disruptions 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.

Corporate Profile

- Based in Vancouver, British Columbia, Canada, Westport is a leading supplier of advanced fuel delivery components and systems for a wide range of affordable alternative low-carbon fuels such as natural gas, renewable natural gas, propane, and hydrogen
- Shares publicly listed on two major stock exchanges:
 - NASDAQ: WPRT
 - TSX: WPRT
- 17,223,154 common shares issued and outstanding, as at March 25, 2024
- Recent Key Financial Metrics:
 - 2023 Revenues of \$332 MM (vs. \$306 MM in 2022)
 - 2023 Adjusted EBITDA of -\$22 MM (vs. -\$28 MM in 2022)

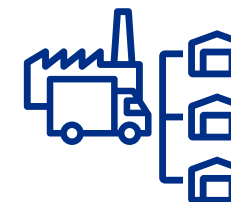




Changing the Way the World Moves



- Global Operations**
- 7 manufacturing locations
 - Sales in >70 countries
 - 100+ distributors



**Tier 1 Original
Equipment
Manufacturer
("OEM") Supplier**



**Low-Carbon,
Affordable Fuels**



Robust Patent Portfolio



Enhancing Value Through Focus

Near-, medium- and long-term priorities:

- 1 Driving Success via our HPDI Joint Venture**
- 2 Improving Operational Excellence and Reducing Costs**
- 3 Reimagining a Hydrogen-Powered Future**

Recap of Recent Highlights

1. Appointed Dan Sceli as Chief Executive Officer and member of the Westport board of directors
2. Signed investment agreements in Q1 2024 to establish a JV with Volvo, accelerating the adoption of HPDI and reducing CO₂ emissions
3. Announced hydrogen HPDI project with a leading global locomotive OEM
4. Awarded an additional production supply agreement for Euro 7 LPG fuel systems by a global OEM
5. Announced the third major OEM collaborator to evaluate Westport's hydrogen HPDI fuel system
6. Announced methanol HPDI™ project with a leading global supplier of power solutions for marine applications



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 and Heavy-Duty
Westport Products	Fuel Systems & Components	HPDI™ Systems	Bi-Fuel Conversion Kits
Gaseous Fuels	LPG, CNG, LNG and H ₂		CNG, LPG and H ₂
Primary Geographic Focus	Developed markets and global OEMs		Developing markets including Italy, Turkey, Poland, Algeria, and Argentina
Revenue (2023)	\$223 Million		\$109 Million

Scale of the Challenge

Urgently need solutions for Well-to-Wheel
and Life Cycle CO₂ reductions

What is
needed?

Quickly
Deployable
Solutions

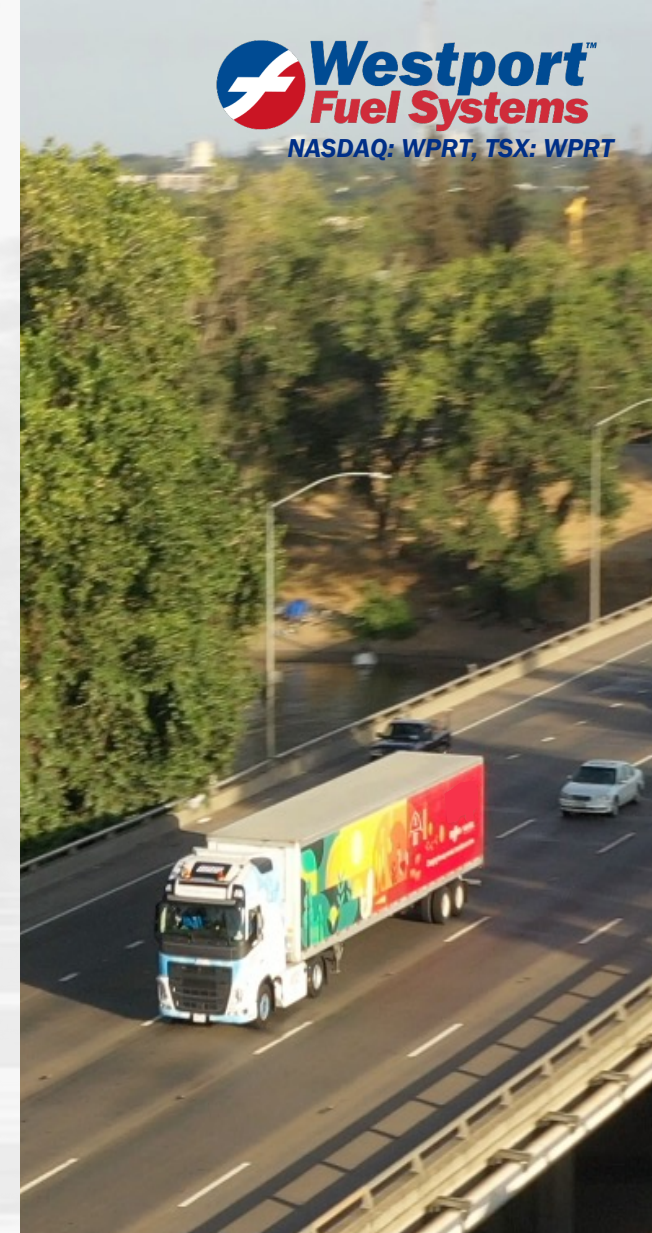
Innovative
Solutions

Ambitious
Solutions

Efficient
Solutions

Cost-
Effective
Solutions

Practical
Solutions



A Portfolio of Solutions is Required

OEMs are looking at LPG, LNG, biofuels, fuel cells, electric and hydrogen in the push to decarbonize

"The way we see it is there won't be a single winning technology. We actually need a diverse array of technologies to meet all of our customer and application needs."

– Jim Nebergall Head of H₂-ICE Cummins, January 2023

"We recognize that decarbonization needs to be achieved using a multifaceted approach. We're continuously looking at opportunities, which is why LNG engines are something we are excited to pilot."

– Linde Canada, Press Release, 2023

"Our efficient gas-powered trucks have a performance comparable to their diesel equivalents. Fueling up is almost as fast as a diesel truck and the growing network of more than 600 fuel stations for both bio-LNG and LNG in Europe makes them ideal for long-haul transports."

– Daniel Bergstrand, Product Manager Volvo Trucks, January 2023

"..But no one solution fits all. Future mobility is likely to be a mix of solutions, for reducing emissions, including use of alternate fuels and hybrids in the near term, to zero-emission technologies (battery electric vehicles (BEVs) and hydrogen-powered vehicles) in the long term, depending on consumer acceptance, vehicle application and geography."

– Ernst & Young India, 2023

Enabling Factors Driving Global 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

Compelling TCO with gaseous fuels

- Affordability required to achieve scale
- Population and economic growth drive increased transportation needs

Fuel Availability

Rapid expansion of infrastructure, alternative fuel usage

- China: 9,000+ CNG stations; 3,000+ LNG stations, largest existing LNG infrastructure; ~450 H₂ stations and growing
- Europe: 4,000+ CNG, 700+ LNG, 45,000+ LPG stations, ~250 H₂ stations and growing
- US: 1,680 CNG, 144 LNG stations, 100+ H₂ stations today and growing to 1,000 by 2023

Low Carbon & Renewables

We have the products to capture the growth

- 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

Product Availability

Westport solutions are being deployed TODAY

- Don’t have to wait to address demands for cleaner affordable transportation

Compelling Macro Environment

The alternative fuel industry is becoming more dynamic, with increased investments and support indicated for the future.

What is next for hydrogen fuel?

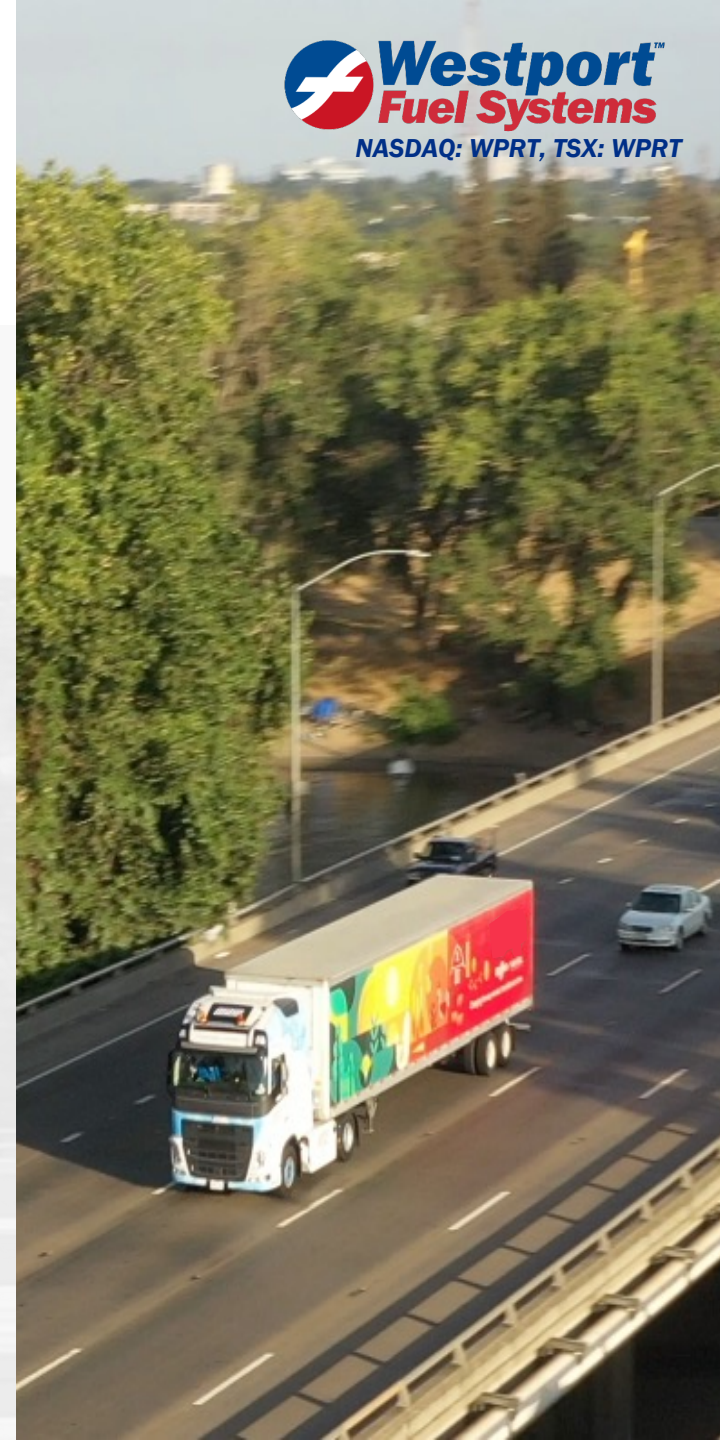
Cost of producing hydrogen expected to drop to \$2.5 - \$4.0 per kg by 2030

1,400 hydrogen pipeline projects announced

US\$570 billion in global investment pipeline

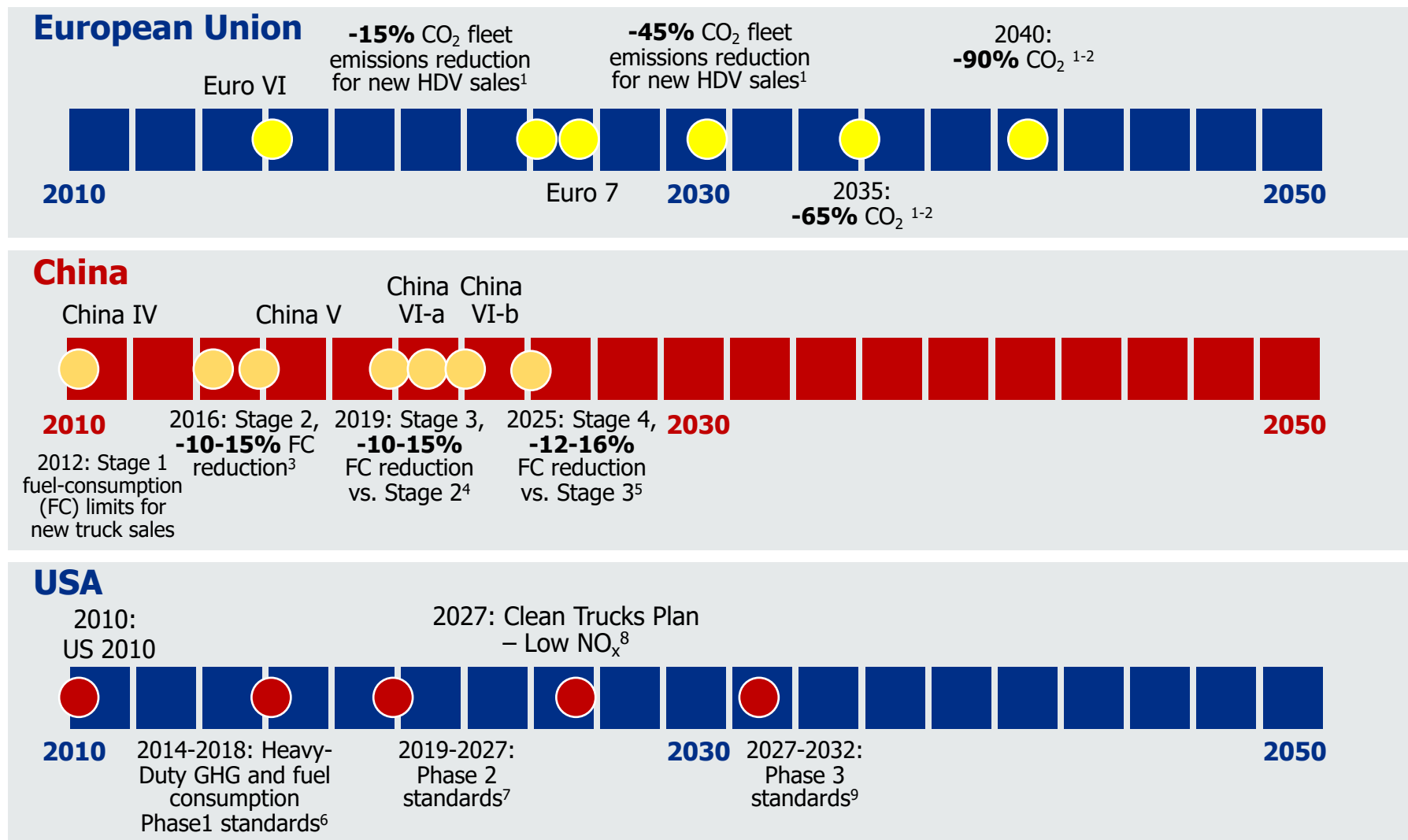
EU is leading the hydrogen fuel train through policy

US government announced US\$7 billion for clean hydrogen hubs



Substituting Fossil Fuels and Accelerating a Clean Energy Transition

Regulatory Momentum in Our Core Regions



Source: Westport, RBC

¹Base year 2019. ²For new heavy-duty vehicles. ³Base year 2012; average reduction target over all weight classes. 48 L/100km for GCW>49T tractor-trailers. ⁴40.5 L/100km for GCW>49T tractor-trailers. ⁵Proposal published in June 2022. ⁶2017: CO₂ 460 g/bhp.hr - Fuel 4.52 gal/100 bhp.hr for heavy-heavy-duty (HHD) engines in tractors. ⁷2021: Further 2-3% CO₂ reduction per year. 2027: CO₂ 432 g/bhp.hr - Fuel 4.2436 gal/100 bhp.hr for HHD tractors. ⁸NO_x 35 mg/bhp.hr, new HC, PM, CO limits and extended life periods. ⁹Rule finalized in April 2024. No update of engine standards. Targets for Class 8 High Roof Sleeper Cab: 64.3 g/t-mile in 2027-2029 (unchanged), annual reductions of 6%, 6% and 15% resp. for 2030-31-32.

Biomethane with HPDI Today Sets Path for H₂ HPDI Tomorrow

100%+

Carbon reduction using
biomethane with HPDI
available today

35bcm

Estimated annual EU
biomethane production by
2035

57%

Potential biomethane
market share for EU heavy-
duty vehicles by 2050

HPDI using biomethane is on the road today.

Sources: IEA World Energy Outlook, European Commission
BCM = Billion Cubic Meters

Global H₂ Demand is Increasing and Driving up Investment

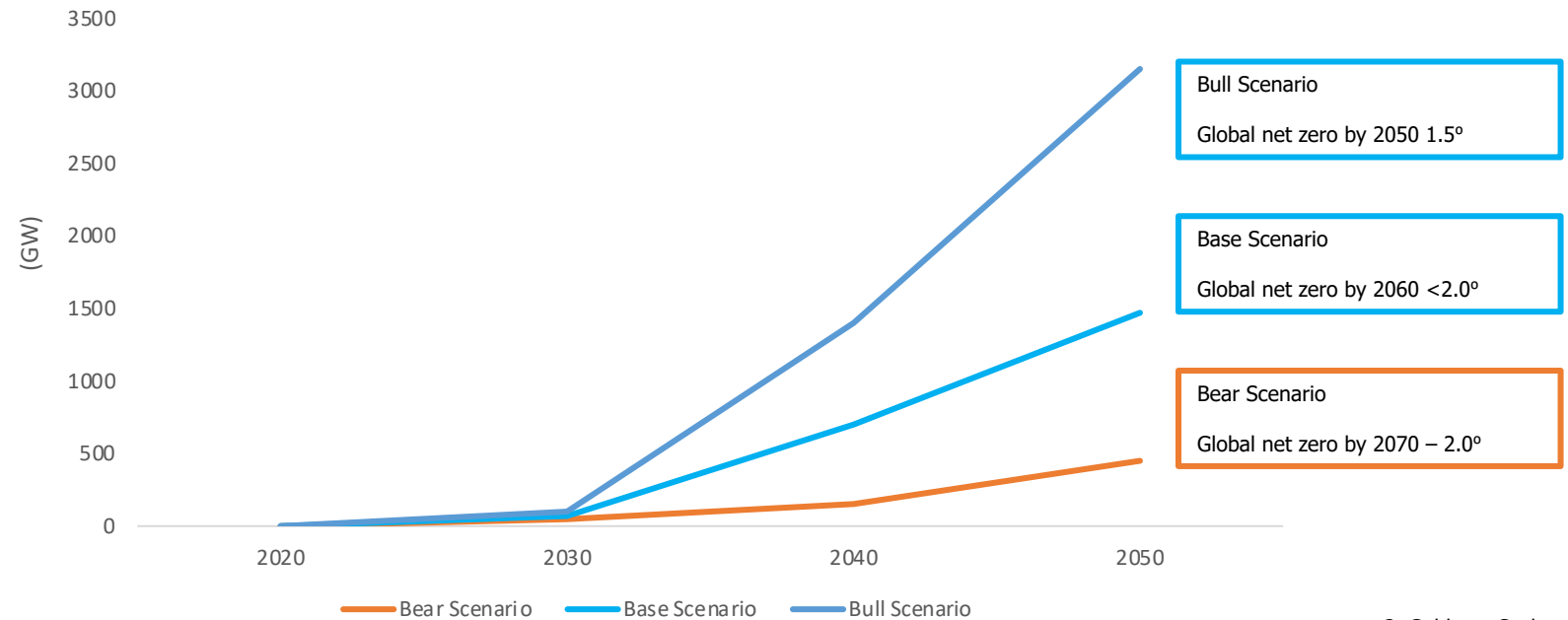
\$570B

Announced global hydrogen investment across 1,400 announced projects through 2030¹

40-45%

Production cost reduction projected for renewable hydrogen by 2030 vs. 2020 World H₂ council baseline¹

Global Installed Electrolyzer Capacity Based on Goldman Sachs Global Hydrogen Demand Model²



2. Goldman Sachs

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



ON ENGINE

- Fuel Rail
- HPDI Fuel Injector
- Gas Rail Inlet Injector & Gas Rail Vent Valve
- Diesel Rail Pressure Regulator & Diesel Minimum Pressure Regulator

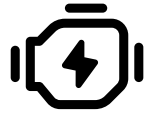
OFF ENGINE

- Cryogenic Tank
- HPDI Control Software
- Integrated Gas Module
- Cryogenic High Pressure Pump



H₂ HPDI Value Proposition

Lowest cost to develop



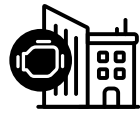
20% more power than a diesel engine

Lowest cost to industrialize



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

Low cost to operate



Preserves ICE infrastructure and supply chain investments



15% more torque than a diesel engine



Minimal changes to engine architecture



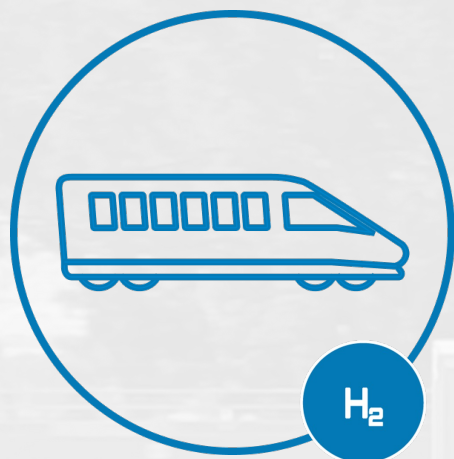
Near zero CO₂ emissions; lower cost CO₂ abatement than fuel cell

H₂ HPDI fuel system solution is compatible with the EU ZEV threshold of 3gCO₂/ton-km

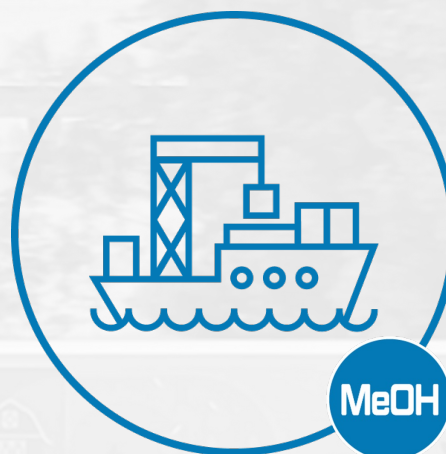


HPDI Systems Giving New Life to the Internal Combustion Engine

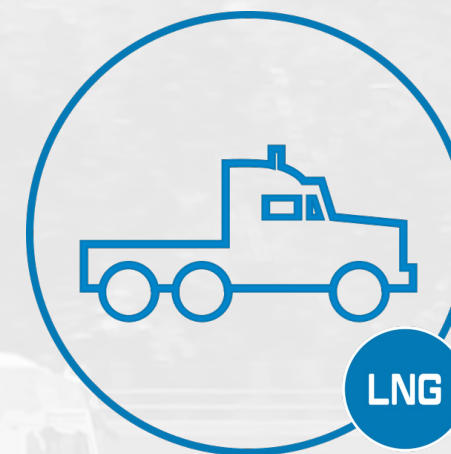
Recently announced HPDI applications and/or demonstrations:



**Hydrogen HPDI Project with
a Leading Global Locomotive
Original Equipment
Manufacturer**



**Methanol HPDI Project with a
Leading Global Supplier of
Power Solutions for Marine
Applications**



**\$33 Million Development Program
with a Global Heavy Truck
Manufacturer to Adapt and
Commercialize Next Gen LNG
HPDI Fuel System for the Euro 7
Vehicle Platform**

HPDI JV Update

Accelerating the commercialization of Westport's HPDI fuel system technology; reducing CO₂ emissions from long-haul and off-road applications

- Investment agreements signed in Q1 2024
- Westport contributes HPDI assets and activities
- Volvo Group to acquire 45% interest in the JV for \$28 million plus earn outs of up to an additional \$45 million
- JV is subject to certain closing conditions, including regulatory and government approvals and is expected to be operational in the second quarter of 2024



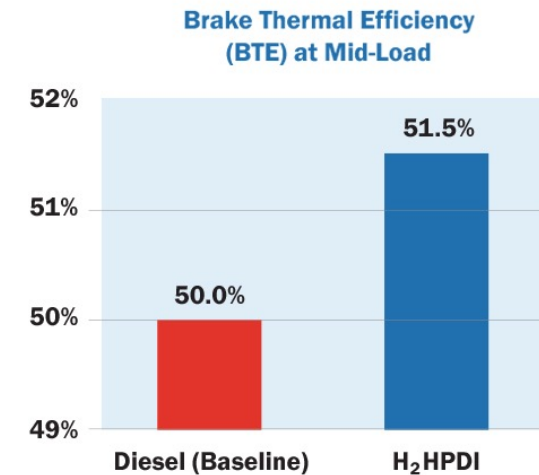
Significant Test Results With Scania

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



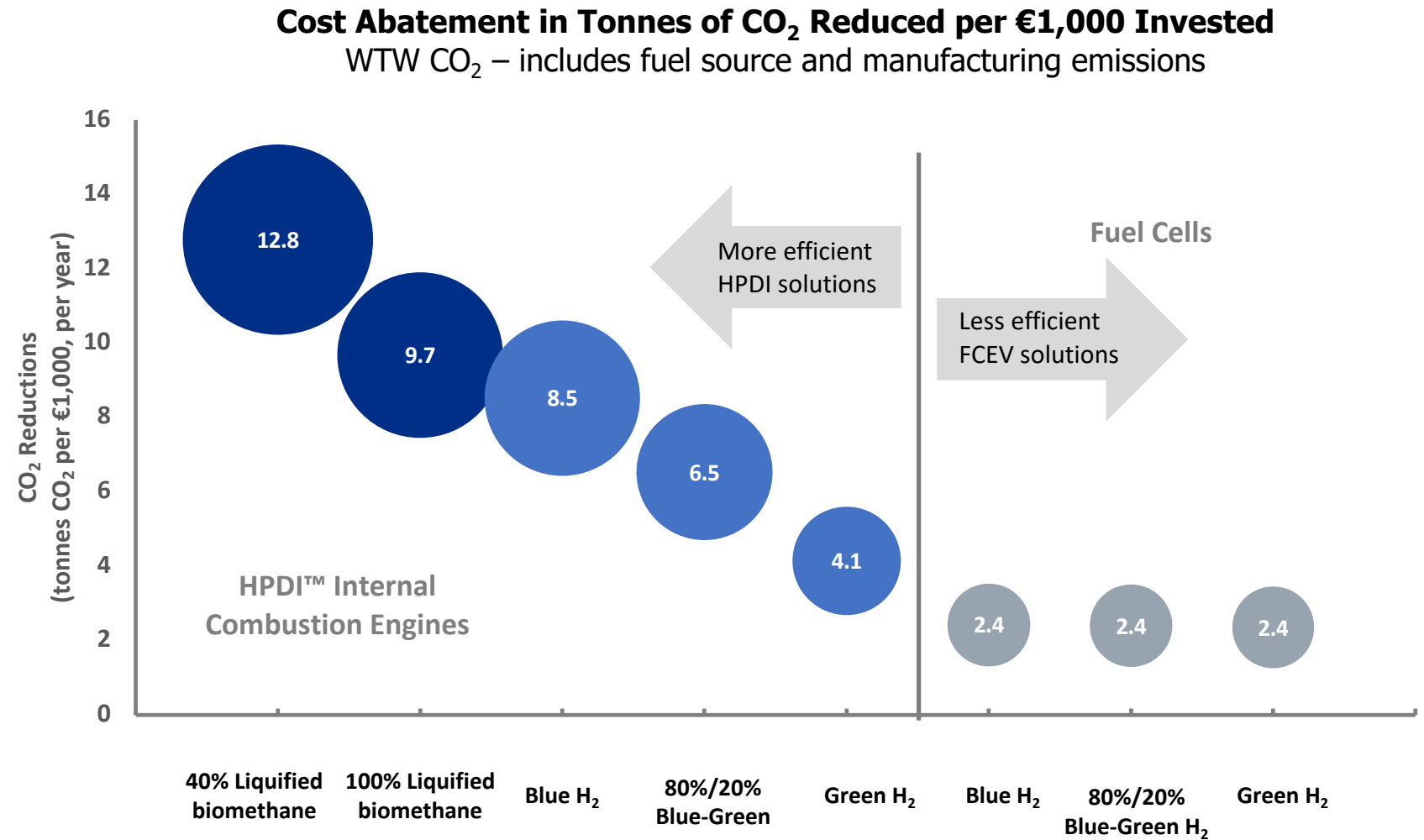
Producing performance and emissions results exceeding the diesel parent engine



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.

HPDI Presents Superior Effectiveness for CO₂ Abatement

HPDI Offers Greater CO₂ Reductions per Euro Invested

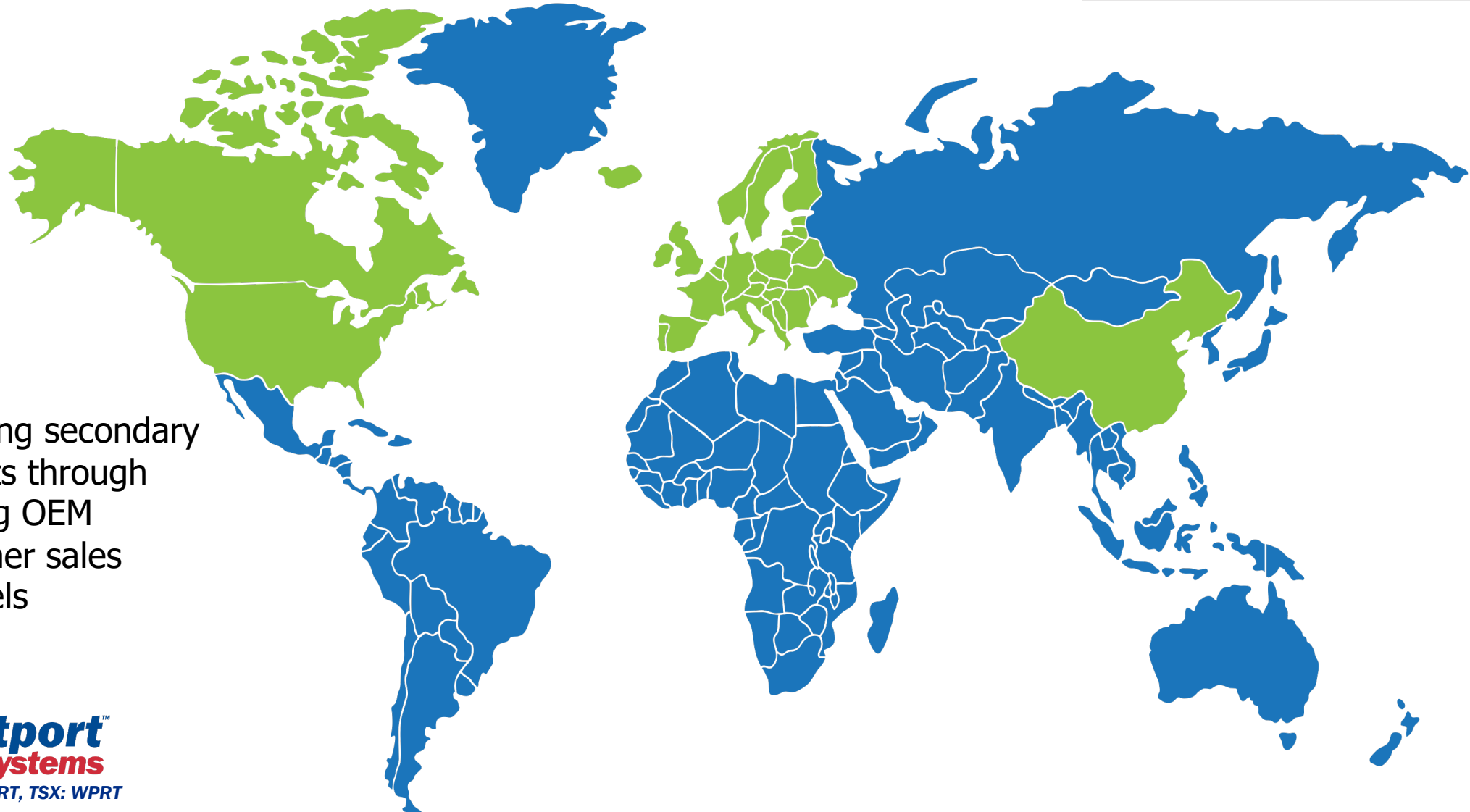


Market Opportunities

Key discussions ongoing with OEMs in key global markets

Major global OEM
engagements underway
evaluating H₂ HPDI

Reaching secondary markets through existing OEM customer sales channels



LPG supply agreements with leading global OEM; generating revenue in Q1 2024

1 EURO 6

- Production began Q1 2024
- Forecasted to generate **€38 million in revenue over two years**

2 Expanded EURO 7 scope

- Production expected to begin in 2025
- Forecasted to generate ~**€215 million revenue**

3 Demand and usage of clean, low-cost LPG is expected to persist for decades, globally

Capturing LPG Fuel System Market Share



Pricing advantage drives continued demand

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

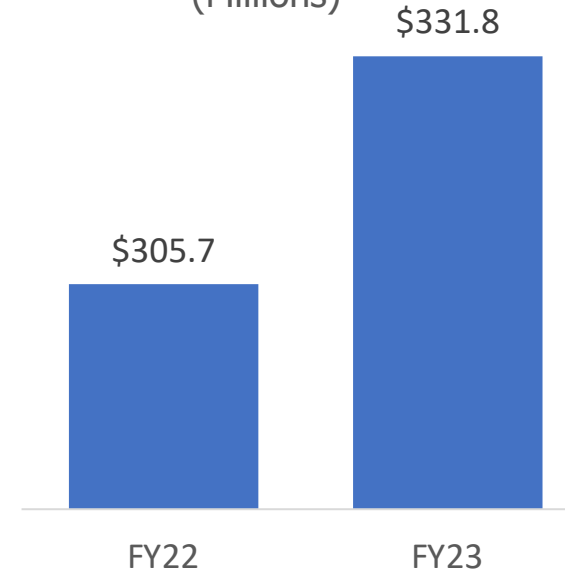


A Transformative Year

Highlights:

- Record 2023 revenue of \$332 million, up 9% over 2022.
- Gross margin of \$48.9 million (15% of revenue), compared to \$36.2 million in the prior year (12% of revenue).
- Improved Adj. EBITDA by \$6.3 million to a loss of \$21.5 million.
- Signed agreement to form a joint venture with Volvo Group to accelerate the commercialization and global adoption of Westport's HPDI™ fuel system technology for long-haul and off-road applications.
- Expanded the previously awarded Euro 6 and Euro 7 program to develop and supply LPG fuel systems for a global OEM. Complete program forecasted to generate ~€255 million in total revenue through 2028, initial deliveries began in Q1 2024.
- In January 2024, appointed Dan Sceli as Westport's new CEO and member of the Board of Directors.

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.

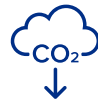
Sustainability is a Core Principle

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

- ~45% 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

Executive Leadership Team



Dan Sceli

Chief Executive Officer & Board Director



Bill Larkin

Chief Financial Officer



Lance Follett

Chief Legal Officer & Executive Vice President



Bart van Aerle

EVP, IAM and LD OEM

Directors



**Daniel M.
Hancock**
Chair



**Michele J.
Buchignani**



**Brenda J.
Eprile**



**Rita
Forst**



**Anthony
('Tony')
Guglielmin**



**Philip
Hodge**



**Dan
Sceli**



**Prof. Dr. Karl Viktor
Schaller**



**Eileen
Wheatman**





Summary

- **Leader in transportation fuel systems for clean, low carbon fuels**
- **Enable lower costs for our customers: lower cost of operation and low cost of emissions compliance**
- **Proprietary HPDI fuel system technology, proven and in production now**
- **Demonstrated superior performance and efficiency with Hydrogen HPDI fuel systems**
- **Diverse product and customer portfolio**
- **Significant growth opportunity underpinned by the accelerating energy transition**