

Driving Cleaner Performance



Westport Fuel Systems

Disclaimer and Forward-Looking Statements

This presentation contains forward-looking statements, including statements regarding, the timing and completion of the joint venture with Volvo, future revenue expectations, timing and production of LPG products with OEM customers, future demand for LPG, future growth in markets, future of our development programs (including those relating to HPDI and Hydrogen), the demand for our products, the future success of our business and technology strategies, the future role of HPDI in internal combustion engines, 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.

Speaking Today...



Dan Sceli
Chief Executive Officer

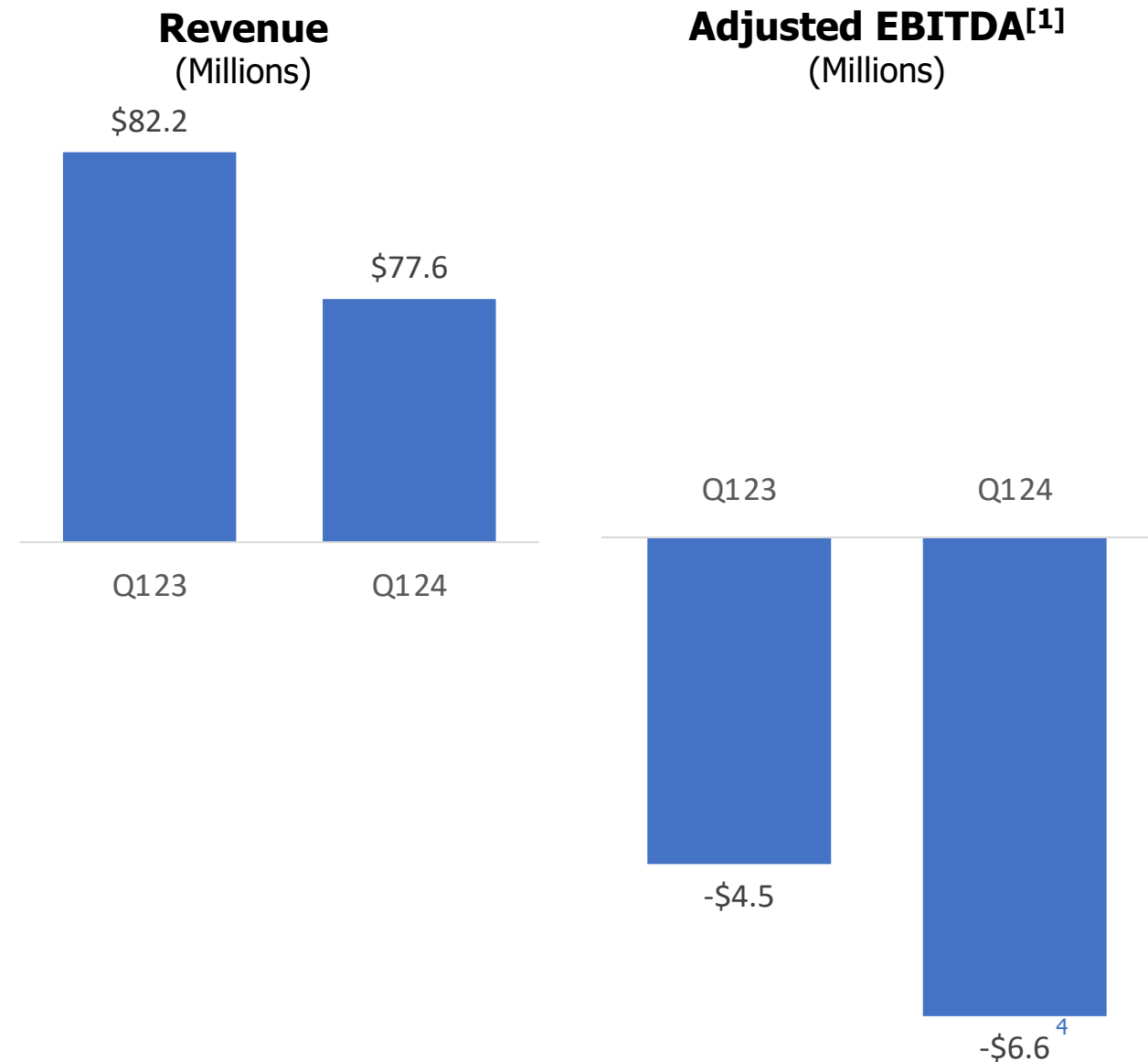


Bill Larkin
Chief Financial Officer

A Focused Quarter to Start a New Chapter

Highlights:

- 1Q24 revenue of \$77.6 million, a decrease of 6% over the \$82.2 million reported in 1Q23
- Gross margin of \$11.7 million (15% of revenue), as compared to \$13.3 million in the same quarter of the prior year (16% of revenue)
- 1Q24 Adj. EBITDA loss of \$6.6 million, as compared to an Adj. EBITDA loss of \$4.5 million in 1Q23
- Announced methanol HPDI™ fuel system project with a leading global supplier of power solutions for marine applications
- Signed investment agreement to establish previously announced joint venture with Volvo Group
- Welcomed the agreement between European legislators regarding the lowering of CO₂ emissions in the European Union's heavy-duty road transport sector



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.

Executing Against Our Priorities

1 *Driving Success via the HPDI Joint Venture*

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
- JV is subject to certain closing conditions, including regulatory and government approvals and is **expected to be operational in the second quarter of 2024**
- Received European Commission competition approval

Executing Against Our Priorities

2

Improving Operational Excellence

Pursue operational excellence, embarking on bold initiatives to streamline processes, enhance efficiency, and reduce costs.

- ✓ Restructured executive team resulting in annual G&A savings of ~\$3 million
- ✓ Closed amended Westport Minda JV in 2Q24; broader restructuring in India is expected to transition business to generating positive cash flows
- Decreasing our reliance on external consultancy, signaling a shift towards internal expertise and resource optimization
- Initiating changes on our production lines to increase efficiency and optimize manufacturing cost reductions

Executing Against Our Priorities

3

Reimagining a Hydrogen-Powered Future

Positioning Westport at the forefront of the transformative shift towards a hydrogen future.

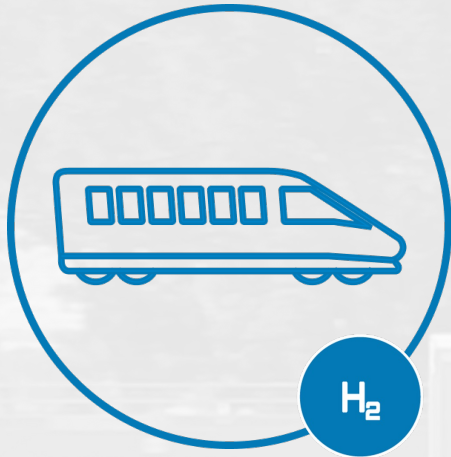
- ✓ Westport's clean mobility solutions are engineered for a diverse set of zero-emission vehicles (ZEVs) with hydrogen fuel systems and components for both internal combustion engines (ICE) and fuel cell applications
 - H2 HPDI TM fuel system
 - Engine management systems for spark ignited engines
 - Hydrogen components for fuel pressure management and regulation
- ✓ Hydrogen business in early-stage development programs that could translate into \$70 million in additional revenue by the end of the decade

Why Zero- Emission Vehicle Classification is Important



HPDI Systems Giving New Life to the Internal Combustion Engine

Update on HPDI projects and/or demonstrations:



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

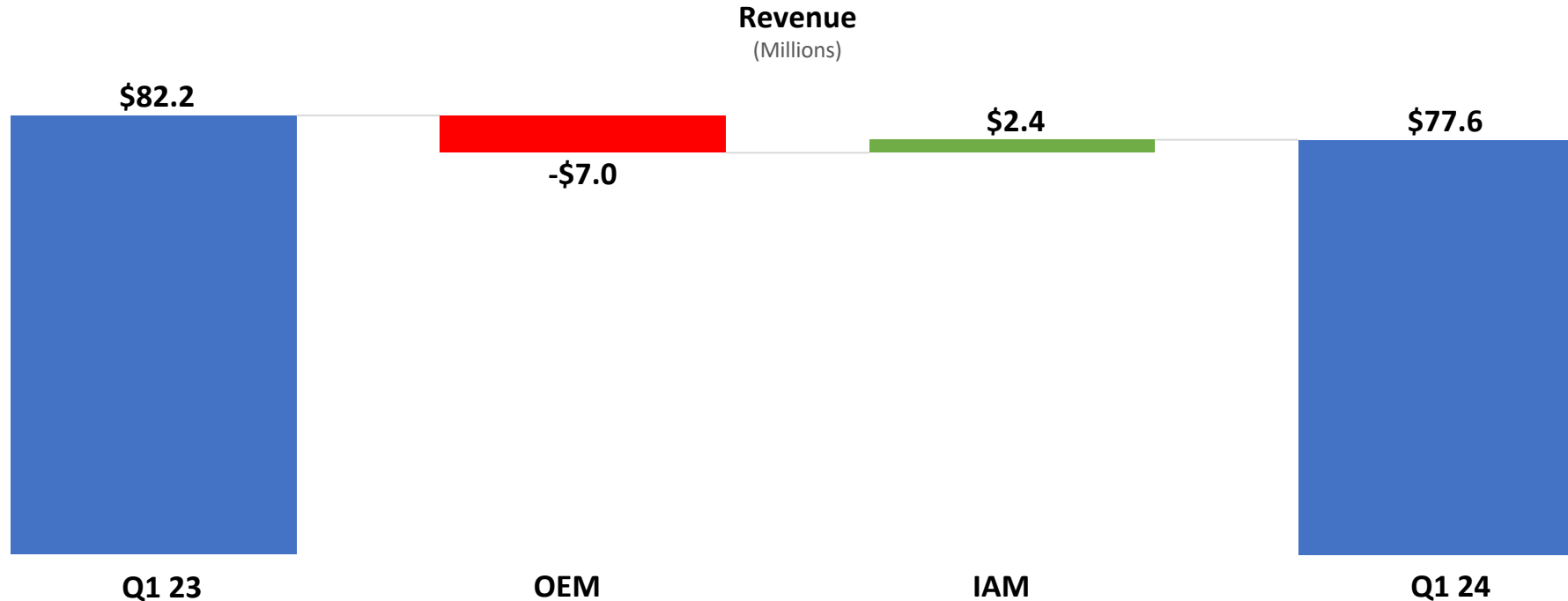


**Methanol HPDI Project with a
Leading Global Supplier of
Power Solutions for Marine
Applications**



**\$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**

Revenue Story: OEM Headwind & IAM Tailwind



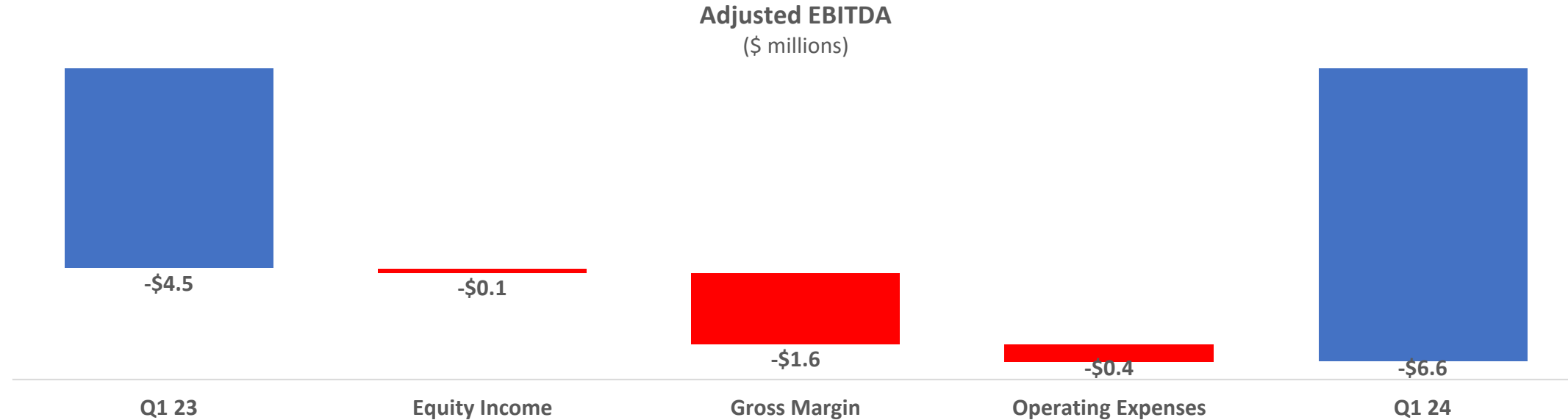
OEM

- Lower sales in OEM, fuel storage, and light- and heavy-duty OEM businesses
- + Higher engineering service revenues and higher sales volumes in the electronics business

IAM

- + Increased sales to North America, Western Europe and South America
- Lower sales volumes in Africa and Eastern Europe

Adjusted EBITDA⁽¹⁾ Year Over Year



Gross Margin

- + Higher sales volumes and improvement in sales mix to higher profit markets in IAM
- Decrease in sales volumes in OEM, fuel storage, light-duty and heavy-duty OEM businesses

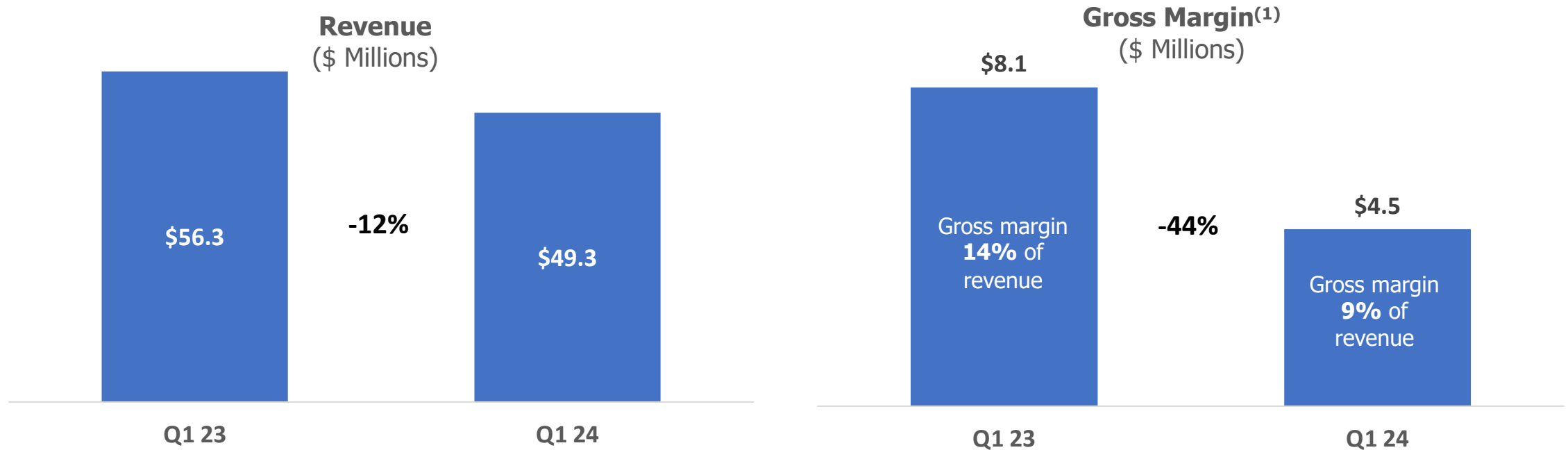
Operating Expenses

- + Lower SG&A expenses in both OEM and IAM
- Slightly higher R&D expenses in both OEM and IAM
- Higher SG&A expenses in Corporate due to higher consulting cost associated with closing the joint venture and severance costs, partially offset by lower share-based compensation expenses

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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



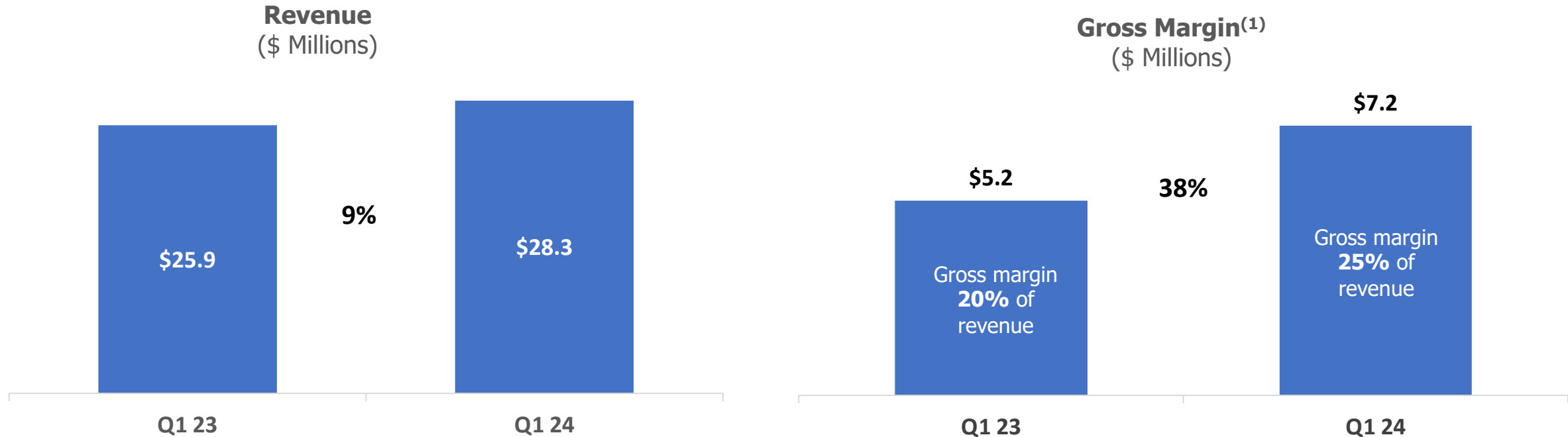
Revenue

- Decrease in sales in our DOEM, fuel storage, and light- and heavy-duty OEM businesses
- Higher engineering service revenues
- Higher sales volumes in the electronics business

In addition to the revenue impacts gross margin was impacted by:

- Primarily driven by the decrease in sales volumes in DOEM, fuel storage, light-duty and heavy-duty OEM businesses

Financial Performance – IAM



Revenue

- Increased sales to North America, Western Europe and South America
- Partially offset by lower sales volumes in Africa and Eastern Europe

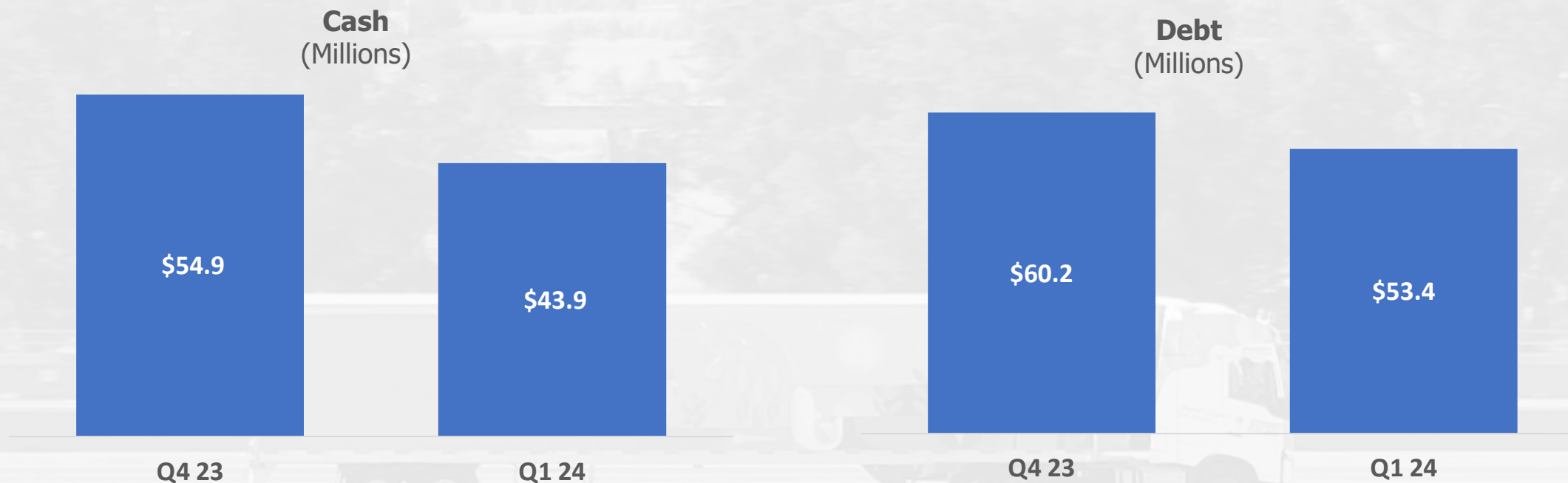
In addition to the revenue impacts gross margin was impacted by:

- Higher sales volumes
- Improvement in sales mix to higher profit markets

^[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

Debt Repayments & Inventory Optimization



- Cash provided by operating activities was \$0.1 million compared to net cash used of \$9.3 million in Q1 2023
- Net cash generated from working capital of \$8.4 million
- Purchase of capital assets of \$4.9 million
- Net debt repayments of \$5.8 million in the period

In Closing...

Enhancing our Value:

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

Delivering practical applications today, to help lead the energy transition in transport

