

INITIATING AND FUNDING

R&D

IGRC 2014 Copenhagen September 17-19
Brad Douville, Vice-President, Westport

Driving a Shift to Natural Gas as a Transportation Fuel

- » Energy transitions are enormously difficult
- » Natural gas is emerging as the first significant new transportation fuel in over half a century



ENERGY

- Gas exploration & production
- Distribution & utilities
- Fuel station owners/operators
- Renewable fuels

Westport™

TECHNOLOGY

- Market-spanning experience
- Expansive IP portfolio
- Capital light business models

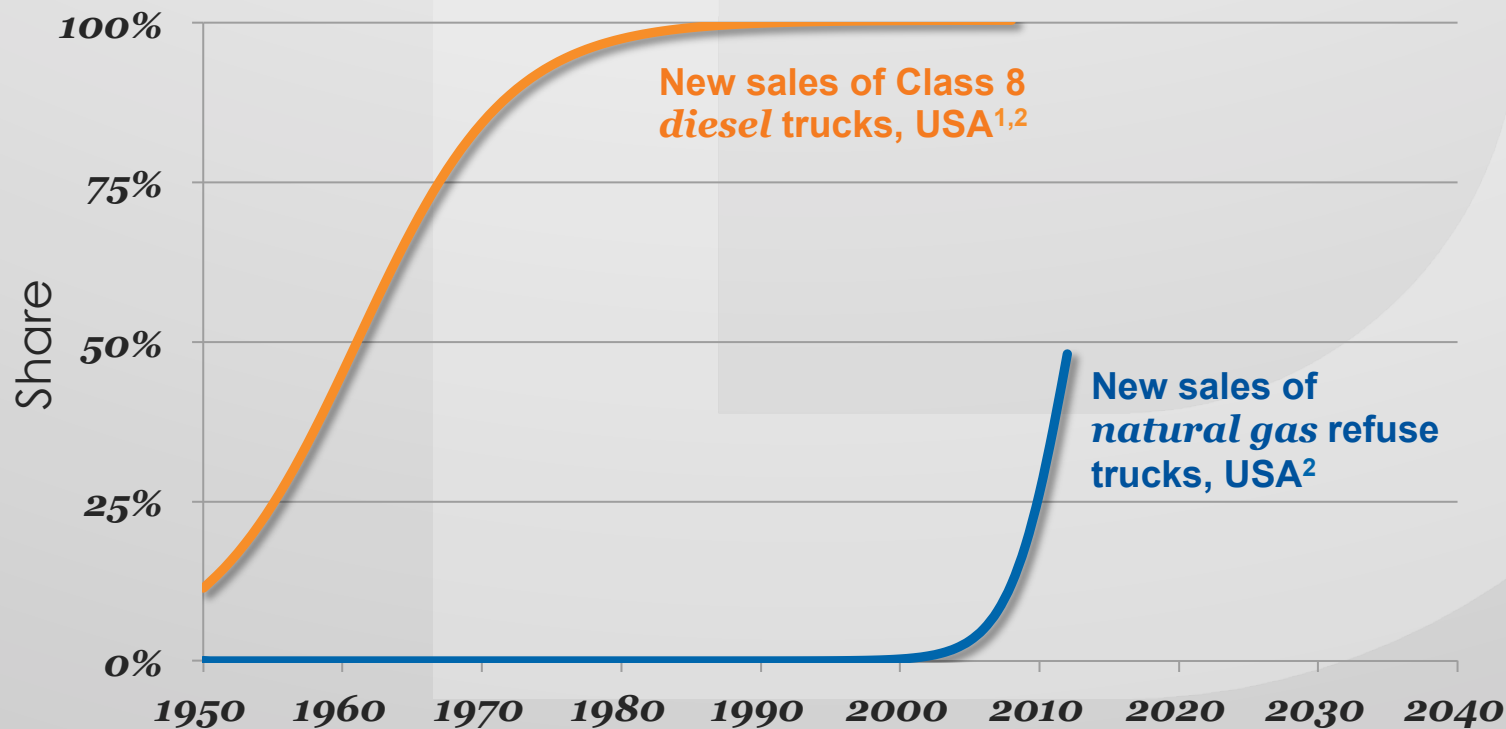


TRANSPORTATION

- Engine & vehicle OEMs
- Fleet operators
- Shippers, transportation users
- Consumers

We Have Seen A Complete Market Shift Before. Will It Happen Again?

- » In 1950 diesel powered trucks cost more and were heavier than gasoline trucks, yet the market shifted 100% to diesel within 2 decades. Why?
- » A new paradigm of high productivity with low operating costs meant fleets needed to make the change or go out of business.
- » The same 100% shift happened a decade earlier in locomotives; steam to diesel.



Money Raised in Capital Markets

- » Westport translates unique IP and expertise into an entire spectrum of technologies and products

Intellectual Property & Investment

Expertise

Design engineering

OEM process alignment

Supply chain management

Testing and analysis

Precision manufacturing

Vehicle integration

Technologies / Products

Combustion

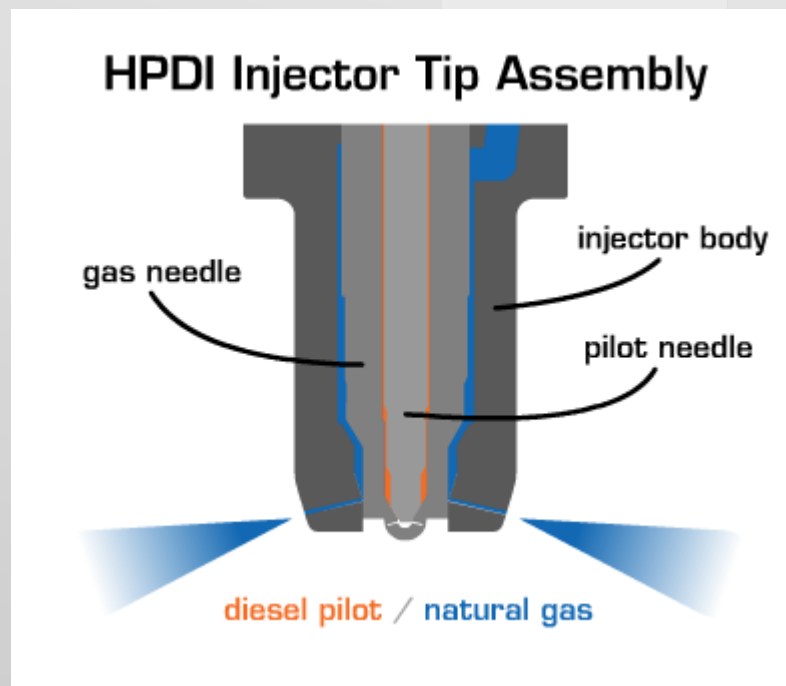
Fuel Storage & Delivery

Components & Fuel Systems

Electronics

High Pressure Direct Injection (HPDI) Westport's Founding Technology

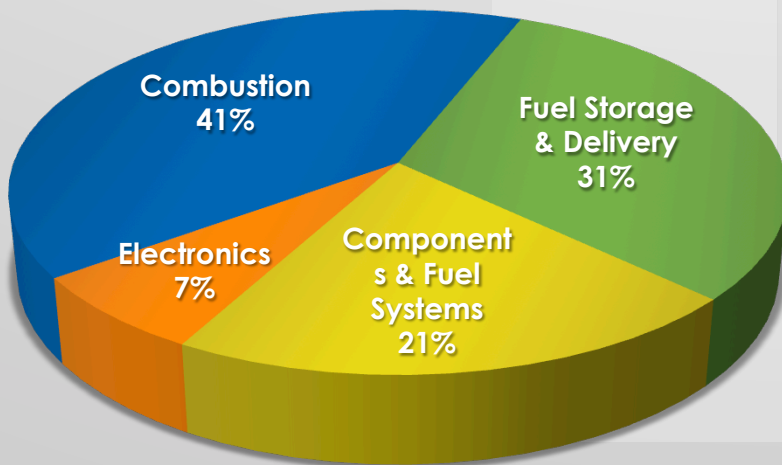
- » Common-rail style injector – two fuels through one injector
- » Replaces diesel injector – limited engine modifications
- » Performance and efficiency of diesel, with cleanliness of natural gas.



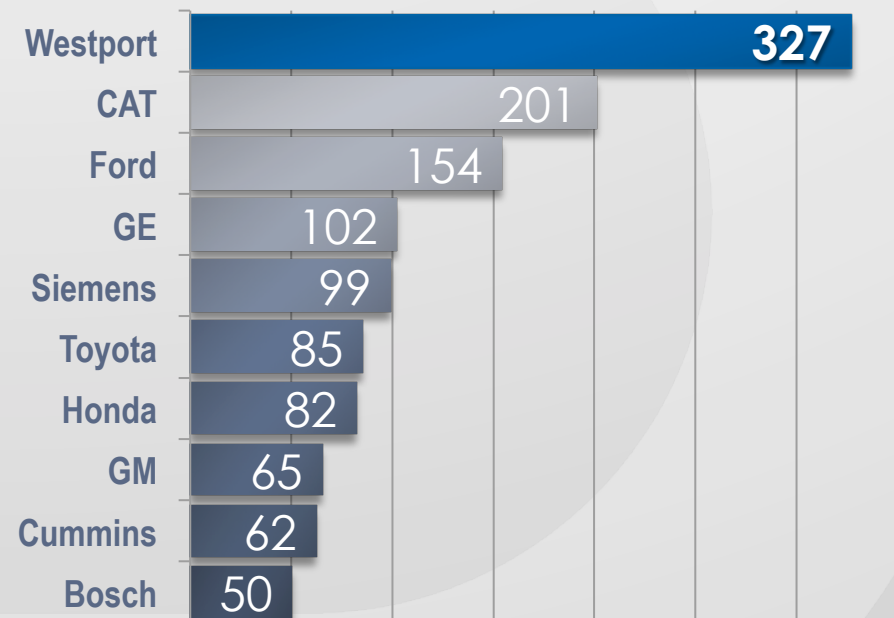
Strong Intellectual Property Heritage Positions Westport as the Global Leader

- » Originated at University of British Columbia
- » Strong global patent portfolio pivotal to market leading position with OEMs
- » Worldwide, Westport and its affiliates have filed over **825** patent applications

Westport Patent Portfolio Technology Breakdown



Top 10 Companies with Natural Gas Engine Related Patents*



* As of February 24, 2014 and based on the patent search results of publicly available data within the International Patent Classification F02, meeting the search term criteria: one of ("engine" or "combustion" or "injector" or "injection valve") and ("natural gas" or "methane" or "gaseous fuel") and in the claims, not ("fuel cell" or "turbine"). This chart includes issued or granted patents from: Argentina, Australia, Austria, Belgium, Brazil, Bulgaria, Canada, Ceuta and Melilla, China, Czech Republic, Denmark, European Patent Office Grants, Finland, France, Georgia, Germany, Greece, Hong Kong, Hungary, India, Ireland, Italy, Japan, Latvia, Malaysia, Mexico, Moldova, Monaco, Netherlands, OAPI grants, Philippines, Poland, Portugal, Romania, Russian Federation, Serbia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan, Tajikistan, Turkey, UK, Ukraine, USA, USSR, Yugoslavia, and pending published patent applications from: Canada, China, the European Patent Office, USA, and the World Intellectual Property Office.

Westport Technology & Applications



Heavy-Duty & High Horsepower Applications



Medium-Duty Applications

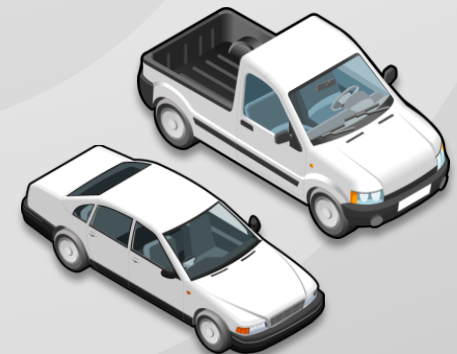
Advanced Dual Fuel Vehicles



Bi-Fuel Vehicles



Spark Ignited Direct Injection



From R&D to Revenue – Internally Fund

- » Disruptive technologies and comprehensive product portfolio to generate multiple revenue streams for long-term growth

Expertise

Technologies / Products

Combustion

- Westport™ HPDI
- Spark Ignition
- Dual fuel
- Spark Ignited Direct Injection

Fuel Storage & Delivery

- iCE PACK™ LNG Tank System
- Westport LNG Tender
- JumpStart Mobile Refueling

Components & Fuel Systems

- CNG & LNG components
- WiNG™ Power System
- Bi-Fuel Volvo Cars

Electronics

- Engine control units
- LNG tank actuator
- Capacitance sensor
- Accelerometer

Revenue

Products

Licensing

Service

Parts

Westport[™]

» Pure-play global leader for natural gas as a transportation fuel

Thank you.

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