

Investor Factsheet



Recent News

May 11	Q1 FY17 Results, 2017 Off to a Strong Start
May 1	Closing of the Sale of the IMPCO APU Assets
Apr 17	Signs Agreement to Sell APU Assets for USD\$70 million
Mar 27	Q4 and FY16 Results; Solid Finish to 2016, Addressing Upcoming Liquidity Needs

Executive Officers

- › Nancy S. Gougarty, Chief Executive Officer
- › Ashoka Achuthan, Chief Financial Officer
- › Andrea Alghisi, Chief Operating Officer
- › Thomas G. Rippon, Chief Technology Officer
- › Jack Keaton, Executive Vice President
- › James (Jim) Arthurs, Executive Vice President

Board of Directors

- › Brenda J. Eprile [Chairman]
- › Warren J. Baker
- › Nancy S. Gougarty
- › Anthony Harris
- › Colin S. Johnston
- › Scott Mackie
- › Rodney T. Nunn
- › Peter Yu

Key Financials

	Quarter ended Mar 31	
(millions of USD, except per share amounts, shares outstanding)	2017	2016 ³
Total revenue	60.0	24.0
Gross margin	17.5	6.4
GM %	29.2%	27%
Net loss	(12.8)	(24.6)
Net loss per share ¹ basic and diluted	(0.11)	(0.38)
Weighted average shares outstanding	110,171,034	64,413,316
Cash and short-term Investments	47.7	24.6
Total assets	325.3	209.1
Long-term debt	78.4	65.4
Consolidated adjusted EBITDA ²	(4.1)	(11.9)

Revenue by Region

Full Year 2016



Share Information

	Listed as WPRT	
(as of May 8, 2017)	NASDAQ	TSX
52 Week High	\$2.25	\$2.95
52 Week Low	\$0.82	\$1.1
Issued & outstanding	~ 110 million	
Average volume /day (30d)	~ 843,727	
Market capitalization	~ USD\$160million	

Footnotes

1. Fully diluted loss per share is not materially different as the effect of conversion of stock options, warrants, and performance share units would be anti-dilutive.
2. Westport Fuel Systems defines Adjusted EBITDA as EBITDA from continuing operations excluding expenses for stock-based compensation, unrealized foreign exchange gain or loss, and non-cash and other adjustments. Management uses Adjusted EBITDA as a long-term indicator of operational performance since it ties closely to the business units' ability to generate sustained cash flow. Adjusted EBITDA includes the company's share of income from joint ventures.
3. The merger closed on June 1, 2016. The quarter ended March 31, 2016 does not include Fuel Systems Solutions Inc.

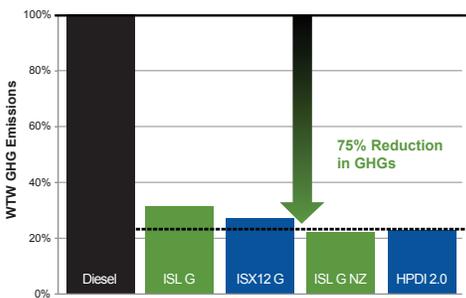
Value Proposition

Providing Solutions for Global Environmental Challenges

HPDI and other Westport Fuel Systems technologies provide criteria emissions (NOx, PM) and GHG reductions.

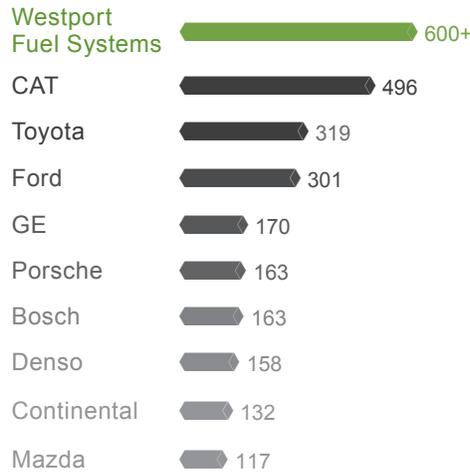
GHG Reductions

Renewable Natural Gas from landfill gas offers significant Well-to-Wheel (WTW) emission reduction benefits:



Leading Premier Technology Position

Natural Gas Engine Related Technology Patents⁴



Range of Brands and Products for Diverse Applications / Markets

Brand Equity in Alternative Fuel Space



Breadth of Reach

Passenger Car & Light Truck, Bus, Medium-Duty, Heavy-Duty, High-horsepower, Refueling, Electronics

Inventors, engineers, manufacturers and suppliers of advanced clean-burning fuel systems and components that can change the way the world moves.

Driving Innovation to Power a Cleaner Tomorrow

Our technologies deliver the performance, fuel efficiency and environmental benefits to address the challenges of global climate change and urban air quality. We serve our customers in more than 70 countries with leading global transportation brands.

Investment Highlights

- > Clear 2017 priorities
- > Experienced leadership
- > Compelling value proposition
- > Financial discipline

Analyst Coverage

Firm	Analyst	Location
USA		
Cowen and Company	Jeff Osborne	New York, NY
Craig-Hallum Capital Group	Eric Stine	Minneapolis, MN
Lake Street Capital Markets	Robert Brown	Minneapolis, MN
Rodman & Renshaw	Amit Dayal	New York, NY
Stifel	Michael Baudendistel	Baltimore, MD

Footnotes

4. As of April 7, 2016 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, China, Czech Republic, Denmark, Eurasian Patent Organization Grants, European Patent Office Grants, Finland, France, Georgia, Germany, Greece, Hong Kong, Hungary, India, Ireland, Italy, Japan, Latvia, Lithuania, Malaysia, Mexico, Moldova, Monaco, Morocco, Netherlands, Norway, 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.



Thinking Ahead

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