

# Investor Factsheet



We are inventors, engineers, manufacturers and suppliers of advanced clean fuel systems and components that can change the way the world moves.

## Solid Foundation

(as of Dec 31, 2020)



## Market-Ready Solutions

- » Westport HPDI 2.0™ - the LNG solution for heavy-duty trucking
- » LPG/CNG kits & components for aftermarket vehicle conversions and DOEM
- » Components & systems for Tier 1 OEM supply in LPG & CNG, including engine controllers for latest emission regulations
- » Spark ignited products for transit, refuse and specialty vehicles



## Alternative Fuels Competencies

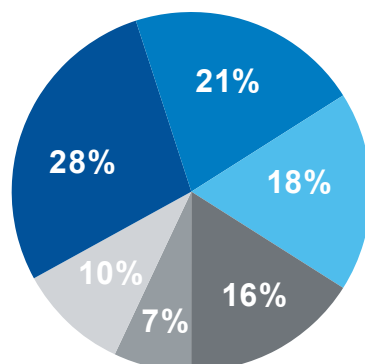


## Leading Technology Position

- » History of innovation and engineering capabilities
- » Strong intellectual property position
- » Existing and applied for patents covering CNG, LNG, & LPG components and systems worldwide
- » Significant investment in research and development for gaseous fuelled transportation applications

## Patent Portfolio

- HPDI On-Engine
- Control Systems
- Cryogenics
- Spark-Ignited Direct Injection
- Other Technology
- Aftermarket Components



## Market



## Recent News

- Mar 17 Agreed to Modified Terms with Weichai Westport for the Supply of HPDI Systems
- Mar 15 Announces Inclusion in the S&P/TSX Composite Index
- Mar 10 Successfully Completes Initial Startup and Testing on Hydrogen-Fueled Internal Combustion Engine

## Key Financials

(expressed in millions of U.S. dollars, except for gross margin %, per share amounts, and shares outstanding)

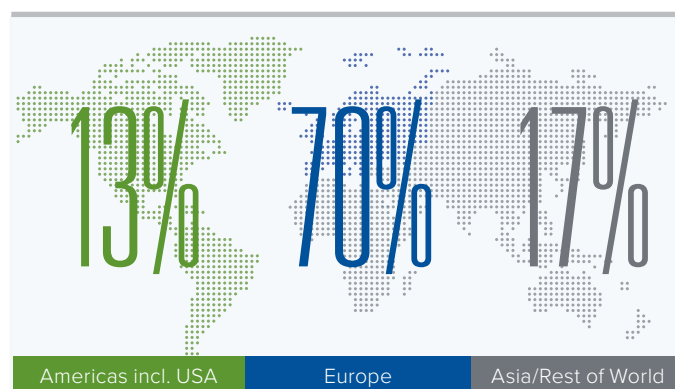
3 Months Ended  
31-DEC-20 30-SEP-20

		31-DEC-20	30-SEP-20
Total revenue		83.9	65.4
Gross margin		13.0	10.0
GM %		15%	15%
Net income from continuing operations		4.1	0.8
Income per share	<b>basic &amp; diluted</b>	0.03	0.01
Weighted average shares outstanding	<b>basic</b>	138,485,464	136,879,478
	<b>diluted</b>	143,452,302	145,549,940
Consolidated adjusted EBITDA <sup>1</sup>		8.1	4.0
Net cash used in operating activities of continuing operations		(12.0)	(4.3)
Cash & cash investments		64.3	46.3
Total assets		346.3	306.4
Total debt and royalty payable		101.4	90.4

[1] Westport Fuel Systems defines Adjusted EBITDA as EBITDA from continuing operations excluding expenses for stock-based compensation, unrealized foreign exchange gains or losses, and non-cash and other adjustments that the company deems to be non-recurring in nature. 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 and such information may not be appropriate for other purposes. Adjusted EBITDA includes the Company's share of income from joint ventures. Please refer to GAAP and NON-GAAP FINANCIAL MEASURES for a full reconciliation of Adjusted EBITDA and EBITDA.

## Revenue by Region

YTD



## Share Information

(as of end of market close, March 16th)	Listed as WPRT	
	NASDAQ	TSX
52 Week High	\$12.95	\$16.49
52 Week Low	\$0.70	\$1.02
Issued & outstanding	~ 144 million	
Average volume/day (30d)	~ 4,622,603	
Market capitalization	~ USD \$1.39 billion	

## Analyst Coverage

Firm	Analyst	Location
Cowen and Company	Jeff Osborne	New York, NY
Craig-Hallum Capital Group	Eric Stine	Minneapolis, MN
H.C. Wainwright & Co.	Amit Dayal	New York, NY
Lake Street Capital Markets	Robert Brown	Minneapolis, MN
Oppenheimer and Company	Colin Rusch	New York, NY