

Corporate Summary

Westport Innovations Inc. is the global provider of essential technologies and proprietary solutions that allow engines to operate on economically and environmentally sustainable fuels such as natural gas (including landfill gas and renewable natural gas [RNG]), propane, and hydrogen.

Partners

Westport leverages its proprietary technologies by partnering with leading diesel engine and vehicle original equipment manufacturers (OEMs) to develop, manufacture and distribute alternative fuel engines to a diverse group of global vehicle OEMs. Westport commercializes its technology in markets where demand for clean, low-emission engines is prevalent, including light-, medium-, and heavy-duty applications.

3 of Top 4 Global Engine OEMs Integrate Westport Technology



Strategic Alliances with Vehicle and Component OEMs



Contact Information

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Investment Highlights

- :: Pure play global leader in natural gas engine technology
- :: Strong first mover advantage
- :: Technology leader
- :: Valuable strategic and business alliances
- :: Highly capital efficient and scalable business model
- :: Talented and experienced management team

Analyst Coverage (U.S.)

Bank of America Merrill Lynch :: (New York, NY)
 Canaccord Genuity :: John Quealy (Boston, MA)
 Capstone Investments :: Carter Driscoll (New York, NY)
 Craig-Hallum Capital Group :: Rob Brown (Minneapolis, MN)
 J.P. Morgan :: Ann Duignan (New York, NY)
 JMP Securities :: Shawn Severson (San Francisco, CA)
 Jefferies & Company :: Laurence Alexander (New York, NY)
 Lazard Capital Markets :: Graham Mattison (New York, NY)
 Macquarie Capital (USA) :: Matthew Blair (Denver, CO)
 Morgan Stanley :: Vance Edelson (New York, NY)
 Northland Capital Markets :: Eric Stine (Minneapolis, MN)
 Piper Jaffray :: Alexander Potter (Minneapolis, MN)
 Stifel, Nicolaus, & Co. :: Jeff Osborne (New York, NY)
 ThinkEquity :: Colin Rusch (New York, NY)

Analyst Coverage (Canada)

CIBC World Markets :: Mike Willemsse (Toronto, ON)
 Cormark Securities :: MacMurray Whale (Toronto, ON)
 Mackie Research Capital :: Matt Gowing (Toronto, ON)
 National Bank Financial :: Rupert Merer (Toronto, ON)
 PI Financial :: Jason Zandberg (Vancouver, BC)

Executive Officers

David R. Demers, Chief Executive Officer, Director

Bill E. Larkin, Chief Financial Officer

Nicholas C. Sonntag, President, Westport Europe & Asia;
 Executive Vice President (EVP), Corporate Development

Elaine A. Wong, EVP, Strategic Development

Board of Directors

John A. Beaulieu (Chairman) Dezső J. Horváth
 Warren J. Baker Douglas King
 M.A. (Jill) Bodkin Albert Maringer
 David R. Demers Gottfried (Guff) Muench

Recent Events

may 8	Fiscal 2012 Q1 Results; Quarterly Revenues Up 133% Year over Year
apr 13	Westport Publishes Annual Shareholder Meeting Results—All Resolutions Approved
mar 21	ISX12 G Heavy Duty Natural Gas Engine on Display at MATS; Targets Regional Trucking, Vocational, Refuse Markets in North America
mar 13	China's First Engine with Westport™ HPDI Technology Unveiled during China National People's Congress
mar 6	Intention to Acquire Certain Assets of Advanced Engine Components of Australia
mar 6	Westport WiNG™ Power Systems for Ford F-250 and 350 Series Rolls Out at NTEA Show in Indianapolis

Capitalization (as of May 9, 2012)

\$49.68 :: \$19.29	TSX 52 Week High :: Low
\$50.19 :: \$19.66	NASDAQ 52 Week High :: Low
~54.9 million	Issued & outstanding
~3,091,020	Average volume / day over 30 days
~US\$1.4 billion	Market capitalization

Key Financials* (3 mo. ended Mar. 31)

calendar year 2012	calendar year 2011	
2,094	775	CWI & HD units shipped
88,609	38,138	Total revenue
28,495	17,639	Gross margin
32%	46%	GM %
(22,627)	(14,377)	Net loss
(0.44)	(0.31)	Net loss per share basic and diluted ¹
50,883,897	46,878,946	Weighted average shares outstanding
333,327	85,677	Cash and short-term investments
622,549	356,675	Total assets
65,049	65,577	Long-term financial liabilities ²
(13,460)	(8,537)	Cash used in operations before changes in non-cash working capital

* (expressed in thousands of U.S. dollars, except for per share amounts, shares outstanding, and units shipped)

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 Excluding warranty liability, deferred revenue, deferred income tax liabilities, and other long-term liabilities.

Integrated Expertise

Core Technologies Westport is setting the technology standard for combustion engines to run on gaseous fuels such as natural gas, propane, and hydrogen. An extensive intellectual property portfolio, knowledge and experience in a wide range of core technologies gives Westport a competitive advantage—more than **300** issued patents worldwide, with over **65** issued in the U.S.

OEM Strategy Westport leverages its proprietary technologies by partnering with leading engine and vehicle OEMs to develop, manufacture and distribute gaseous fuel engines to a diverse group of global automotive and industrial OEMs. Westport currently has strategic alliances with **3** of the top **4** engine producers and supplies or has strategic alliances with **6** of the top **10** truck producers, as well as **7** of the top **10** automotive manufacturers.

Environmental Leadership As a clean technology leader, Westport recognizes its responsibility to its stakeholders and the communities in which they operate. Westport reports its progress in an annual sustainability report, providing information on social and environmental impacts.

Market Creation The NGV industry is a large and rapidly growing market—there are more than **12 million** NGVs in use worldwide, including **~124,000** operating on North American roads. The International Association of NGVs projects that there will be more than **50 million** NGVs worldwide within the next **10** years—about **9%** of the world transportation fleet. Westport believes that rising demand for oil will result in price increases and/or fuel shortages. As the relative price of diesel compared to natural gas increases, the payback period for NGV technology shortens, and the incentive to switch becomes more attractive.

www.westport-ld.com

Westport LD offers advanced technology natural gas and liquefied petroleum gas (LPG) engines, fuel systems and components for the light-duty automotive and industrial markets. It offers a complete solution for OEM and aftermarket customers with off- and on-engine components, in addition to complete engine packages.

Westport™ LD

Westport LD currently collaborates with global automotive manufacturers including, GM, Hyundai, Magna-GAZ, and PSA Peugeot Citroën to provide seamless OEM integration of its fuel system components. Its newest fuel system, the Westport™ WiNG Power System, can be found on bi-fuel (CNG/gasoline) Ford F-Series Super Duty trucks in North America and Volvo V70 cars in Europe. Westport LD also offers complete "Juniper" brand complete engine packages, that provide robust performance for harsh applications such as material handling and oilfield power generation. Westport LD also offers OMVL and Emer brand aftermarket kits and components for conversion of engines from gasoline, or petrol, to CNG and LPG.

www.weichaiwestport.com

Weichai Westport Inc. (WWI) develops, manufactures, and sells advanced, alternative fuel engines and parts for use in city bus, coach, and heavy-duty truck applications. WWI is a joint venture between Westport (35%), Weichai Power (40%)—China's largest heavy-duty engine manufacturer—and Hong Kong Petersen (CNG) Equipment (25%). WWI occupies a 20,000m² site in China with an annual production capacity of 20,000 engines. The current spark-ignited natural gas engines are widely used in China and are exported globally. In addition, WWI has successfully adapted Westport™ HPDI technology to create the new Weichai Westport WP12HPDI Landking 12-litre engine.

WEICHAI Westport™

www.cumminswestport.com

Cummins Westport Inc. (CWI), a 50:50 joint venture between Cummins Inc. (NYSE:CMI) and Westport, designs, engineers and markets spark-ignited natural gas engines for North American transportation applications such as trucks and buses. With over 30,000 engines in service worldwide, CWI engines are designed to meet the most stringent emissions regulations and provide efficient and reliable service. Certified with a catalyst, they meet or exceed the toughest EPA, CARB, and EURO

Cummins Westport

emissions standards. Applications include robust performance in urban fleets such as trucks, buses and refuse collection.

Light-Duty Automotive & Industrial

Bus and Vocational Trucks

Heavy-Haul Transport

High-Horsepower

www.westport-hhp.com

A number of larger engine applications (16-litre or greater) would also benefit from using Westport HPDI technologies including heavy construction vehicles, marine engines, mining trucks, and locomotives. These applications consume large amounts of fuel and often operate in regions where natural gas offers a significant cost advantage over diesel, providing substantial savings in operating costs and petroleum resources with the benefit of lower GHG emissions. Westport continues to investigate the use of Westport HPDI technology on high-horsepower applications and expects to broaden its product offering to these markets over time.



Forward Looking Statements: This document contains forward-looking statements about Westport's business, operations, technology development, and/or about the environment in which it operates, which are based on Westport's estimates, forecasts, and projections. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict, or are beyond Westport's control and may cause actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed in or implied by these forward

looking statements. These risks include risks relating to the timing and demand for our products, future success of our business strategies and other risk factors described in our most recent Annual Information Form and other filings with securities regulators. Consequently, readers should not place any undue reliance on such forward-looking statements. In addition, these forward-looking statements relate to the date on which they are made. Westport disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.