

# AUTOMOTIVE LNG STORAGE



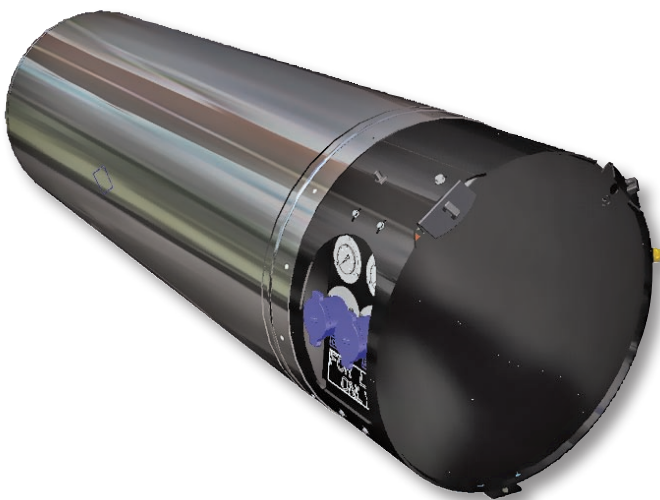
## BTIC WESTPORT LNG TANK

The BTIC Westport (BWI) liquefied natural gas (LNG) tank will be the first LNG tank analytically conceived and designed for automotive applications. The tank will set new operational performance and reliability benchmarks for the cryogenic tank manufacturing industry.

BWI will offer customers superior LNG tanks at competitive prices. BWI believes its enhanced tank design combined with integrated training, service, and customer support will enable LNG products to be competitive with incumbent diesel technologies.

To ensure this competitiveness, BWI will

- complete fully validated analytical modeling of every installation;
- ensure customer and OEM training in station and vehicle operation—optimising range and minimising fuel and time waste;
- guarantee improved service and troubleshooting training combined with rapid response to issues—minimising downtime; and
- offer improved product warranty to reduce customer risk.



## BTIC WESTPORT – WORLD CLASS QUALITY, ENGINEERING, AND SERVICE

BTIC Westport Inc.—a joint venture between Westport Innovations Inc. and Beijing Tianhai Industry Co. (BTIC)—combines state-of-the-art natural gas vehicle technology with world-class cryogenic tank manufacturing capability.

Headquartered in Beijing, China, the 50:50 joint venture will have staff in both North America and China bringing unmatched training, service, and application support to customers.

BTIC Westport was created to fill a need within the natural gas vehicle industry for more cost-effective, custom-engineered tanks for liquefied natural gas (LNG). The use of advanced analysis techniques and equipment testing facilities have resulted in a robust and affordable product on which customers can rely.

### ABOUT WESTPORT INNOVATIONS INC.

Westport Innovations Inc. (Westport) is the leading developer of environmental technologies that enable engines to operate on clean-burning fuels such as natural gas, hydrogen, and hydrogen-enriched compressed natural gas (HCNG). Westport has alliances with leading automotive manufacturers that enable our technologies to be applied to their engines.

Westport has built a world class design and development organisation based in Vancouver, Canada. In addition to an experienced automotive development team, Westport brings a

modern and sophisticated testing and development facility with an unparalleled focus on gaseous fuels. BWI customers will benefit from Westport's expertise in LNG station design, vehicle specification and customer service, training, and support.

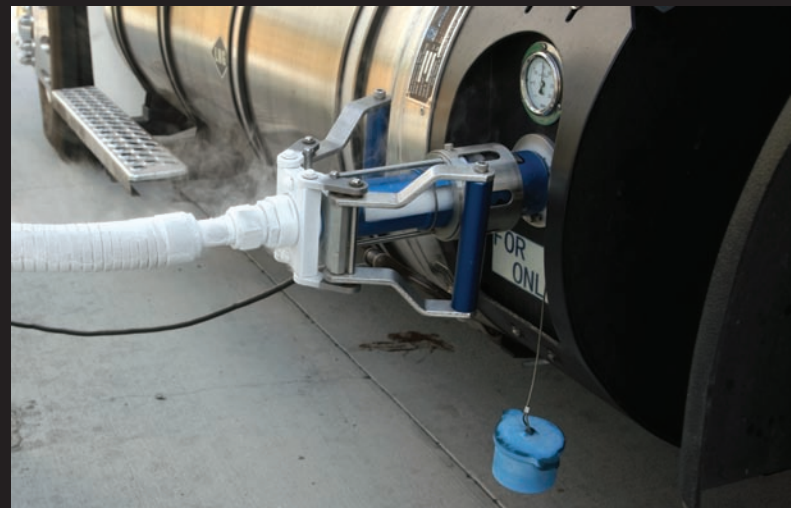
### ABOUT BTIC

BTIC is the largest industrial gas, firefighting, and compressed natural gas (CNG) cylinder manufacturer in Asia, with output of more than 1.5 million units annually from facilities in Beijing and Tianjin. BTIC has also become the dominant supplier of CNG products in China with customers including Volkswagen, Citroën, Suzuki, Ford, and Volvo. BTIC's industrial products have been distributed to over 30 countries worldwide and CNG sales have expanded to South and Southeast Asia, Eastern Europe, the Middle East, and South America. The company has approximately 800 employees.

BTIC has built a sophisticated new assembly line for industrial cryogenic cylinders which will be used to manufacture BWI LNG tanks. A strict focus on product quality processes has allowed BTIC to build relationships with demanding automotive customers. BTIC has been issued national certifications by the United States (DOT), Canada (TC), Norway, India, Japan, UK, France, and Germany (TUV). BTIC has also implemented quality control programs including ISO 9001:2000, QS9000, and VDA6.1.



*Mr. Demers (CEO, Westport)  
and Mr. Wang (CEO, BTIC)  
reviewing the state-of-the-art  
BTIC manufacturing facilities.*



## CONTACT INFORMATION

### **BTIC Westport Inc.**

First Floor, No. 2 Building Huangchang Road  
Chaoyang District, Beijing 100023  
People's Republic of China  
tel: +86-10-8739-2639  
fax: +86-10-8739-2629  
email: [info@westport.com](mailto:info@westport.com)