

1.0 Notice

A violation of this Investor Relations Disclosure Policy (Policy) may carry severe consequences both for Westport and the individuals involved. Compliance with this Policy is a condition of office or employment with Westport, Cummins Westport Inc., and their respective subsidiaries and affiliated companies. A violation of this Policy may be grounds for discipline, up to and including immediate dismissal. The violation of this Policy may also violate certain securities laws. If it appears that an employee may have violated such securities laws, Westport may refer the matter to the appropriate regulatory authorities, which could lead to penalties, fines, or imprisonment.

2.0 Purpose

This Policy details Westport's policies related to disclosure, external communications, and crisis management communication. It will be reviewed bi-annually as part of Westport's investor relations planning process, and will be revised as required. In addition, this Policy will be reviewed and updated if it becomes apparent that changes are required at any other time.

3.0 Scope

Westport is committed to providing timely, orderly, consistent, and credible information to the public, in accordance with legal and regulatory requirements, to develop and maintain realistic investor expectations. It is imperative that this continue to be accomplished consistently for both positive and negative information, and that all parties in the investment community have fair access to this information. This Policy's goals include:

- a) compliance with securities legislation in Canada regarding material information about public companies (also known in most Canadian jurisdictions as "reporting issuers"); and
- b) management of realistic investor expectations by making all required disclosures on a broadly disseminated basis with a balanced view of the prospects for Westport and its business.

This Policy extends to all employees of Westport, its board of directors, and those authorized to speak on its behalf. This policy covers disclosures in documents filed with the securities regulators and written statements made in Westport's annual and quarterly reports, news releases, letters to shareholders, presentations (both of a business or technical nature), marketing materials, advertisements, and information contained on Westport's website and other electronic communications. It also extends to oral statements made in meetings and telephone conversations with analysts and investors, interviews with the media as well as speeches, press conferences, and conference calls.

4.0 Definitions

In this Policy, "Westport" means Westport Innovations Inc. and each other member of the Westport group of companies, including Westport Research Inc. and Cummins Westport Inc. References to "the Corporation" refer specifically to Westport Innovations Inc.

5.0 Guidelines

5.1 Definition of Material Information

Information concerning Westport's business and affairs is considered material if it results in or would reasonably be expected to result in a significant change in the market price or value of the common shares of the Corporation. Stated another way, a reasonable investor would consider the information important in making a decision to buy or sell the Corporation's shares. Material non-public information can include positive or negative information about Westport.

Information with respect to, but not limited to, any of the following subjects is the type of information which is often considered to be material information:

- a) the Corporation's revenues or earnings;
- b) changes in share ownership that may affect control of the Corporation;
- c) changes in corporate structure such as reorganizations and amalgamations;
- d) a third party making a "take-over bid" for the Corporation
- e) the establishment of a program to repurchase securities of the Corporation ("Issuer bid");
- f) major corporate acquisitions or dispositions;
- g) changes in capital structure;
- h) borrowing a significant amount of funds;
- i) the public or private sale of a significant amount of additional securities of the Corporation;
- j) the loss, delay, or gain of a significant contract, sale, or order, or other important development regarding customers, suppliers, or partners;
- k) firm evidence of significant increases or decreases in near-term earnings prospects;
- l) changes in capital investment plans or corporate objectives;
- m) significant changes in the management of the Corporation;
- n) significant litigation, either by the Corporation or against the Corporation;
- o) a new product release or a significant development, invention, or discovery;
- p) a major labour dispute or disputes with major contractors, suppliers, or partners;
- q) a change in or dispute with the Corporation's auditors;

- r) a stock split; or
- s) a default on outstanding debt or preferred stock of the Corporation or a bankruptcy filing.

The above list is illustrative of examples of items that could be material only and is not intended to provide a comprehensive list of circumstances that could give rise to material information. In the event of any ambiguity as to what constitutes "material information", the Disclosure Policy Committee should be consulted.

5.2 Responsibilities

The following describes the disclosure responsibilities within Westport:

5.2.1 Disclosure Policy Committee

Westport's Disclosure Policy Committee (Committee) is responsible for determining the materiality of any information and must react quickly to material developments, meeting and providing recommendations to the Chief Executive Officer (CEO) and the senior management team as required. The Committee consists of the Corporation's CEO, Chief Financial Officer (CFO), President and Chief Operating Officer (COO), Corporate Counsel and the Director, Investor Relations (Investor Relations Officer ("IRO")). In addition, the Corporation's external legal counsel will be invited to meetings as deemed necessary by the members of the Committee. If the Investor Relations Officer (IRO) is not one of these individuals, then the IRO shall also be a member of the Committee.

The Director of Investor Relations shall serve as secretary to the Committee and shall maintain minutes of all meetings of the Committee. The Committee will meet as conditions dictate and a quorum consists of at least two members of the Committee. The Committee or its members will ensure that spokespersons have been briefed and informed of all material events. The minutes of all meetings of the Committee, once approved, will be provided to the Corporation's external legal counsel.

The Committee will set benchmarks for a preliminary assessment of materiality, and will determine when developments justify public disclosure. It is essential that the Committee be kept fully apprised of all pending material developments involving Westport in order to evaluate and discuss those events, and to determine the appropriateness and timing for public release of information. If it is deemed that the information should temporarily remain confidential, the Committee will determine the process upon which such confidential information will be controlled and shall implement Trading Blackouts in accordance with the Trading Policy of the Corporation. The Committee will discuss matters pertaining to materiality and disclosure with the Corporation's external legal counsel as deemed necessary.

5.2.2 Corporate Spokespersons

The Corporation's CEO, CFO, President and COO, IRO, and/or Director, Investor Relations are designated as Westport's primary corporate spokespersons. Others within Westport or its operating units may from time to time be designated by a spokesperson to respond to specific inquiries as necessary or appropriate.

It is essential that each spokesperson continue to be fully apprised of all corporate developments in order to ensure that he or she is in a position to comment on and discuss those events that may impact the disclosure process, such as the status of any merger activities, material operational developments, extraordinary transactions, major management changes, financial accounting issues, etc.

5.2.3 Investor Relations Officer

In the event that the Corporation does not have a Director, Investor Relations, then one of Westport's senior management team shall be appointed IRO. The responsibilities of the IRO include monitoring all of the company's business, corporate developments, public announcements, investor discussions and communications activities, and ensuring that these are in compliance with this policy.

5.2.4 Director, Investor Relations

The investment community is primarily served by the Investor Relations Department. Following an announcement by Westport, a primary responsibility of the Director, Investor Relations and staff is to respond to inquiries from the investment community.

Westport's primary representative with financial media is the Corporation's Chief Financial Officer and the Director, Investor Relations, although other senior leadership may also fulfill this role.

The Corporation's Director, External Relations, also represents Westport with industry and general media, in addition to serving as primary representative with government and industry.

5.2.5 Disclosure Monitoring

After public dissemination of an announcement by Westport, media and analyst coverage related to the announcement will be monitored by the Director, Investor Relations to ensure accurate reporting. Corrective measures, if and when necessary, will be taken.

5.2.6 Accidental Disclosure

If a director, officer, or employee discloses material non-public information to an outside party and is concerned that such disclosure may not have been in accordance with this Policy, such person must immediately notify a member of the Disclosure Policy Committee.

5.2.7 Employees

Employees other than the authorized spokespersons or representatives must refer all general inquiries and calls from the financial community, shareholders, and financial media to the Corporation's Investor Relations Department, and calls from government, industry, or general media to the External Relations Department.

Directors, officers and employees of Westport should assume that all corporate information is confidential unless told otherwise. All Westport employees are also reminded that they have access to non-public information about Westport and its partners, which must be maintained as confidential.

Employees of Westport must not participate in internet chat rooms and news groups focussed on Westport, Westport's partners, or any part of Westport's business. Such participation will be considered a violation of Westport's policies on confidentiality, and will be grounds for termination of employment. All employee email addresses are considered, for purposes of this Policy, to be corporate addresses of Westport and all employee correspondence received and sent via email and other electronic means is considered, for purposes of this Policy, to be corporate correspondence of Westport.

5.3 Principles of Disclosure of Information

In making the disclosure of information either as required under this Policy or which is disclosed on a discretionary basis, the following principles must be followed:

- a) Disclosure must include any information the omission of which would make the rest of the disclosure misleading (half truths are misleading).
- b) Unfavourable material information must be disclosed as promptly and completely as favourable information.
- c) No selective disclosure. Previously undisclosed material information must not be disclosed to selected individuals (for example, in an interview with an analyst or in a telephone conversation with an investor). If previously undisclosed material information has been inadvertently disclosed to an analyst or any other person not bound by an express confidentiality obligation, such information must be broadly disclosed immediately via news release.
- d) Inaccurate or incomplete disclosures must be corrected immediately if Westport subsequently learns that earlier disclosure by Westport contained a material error at the time it was given.

5.4 Timing of Disclosure and Maintaining Confidentiality

Following the determination that an event that gives rise to material information (as defined by this Policy) will occur or has taken place, the appropriate timing for the release of this information must be determined.

Securities laws require that material information about a company be disclosed immediately through broad dissemination of a news release (over one or more major wire services) upon the information becoming known to management or upon it becoming apparent that the information is material. Westport's policy is to disclose material information in the most timely manner possible.

Part 7 of National Instrument 51-102 "Continuous Disclosure Obligations" requires that where material information constitutes a material change in the affairs of a company, the company must:

- a) as soon as practicable issue and file a news release that is authorized by a senior officer disclosing the nature and substance of the change; and
- b) File a required report (Form 52-102F3 - Material Change Report) as soon as practicable, and in any event no later than 10 days after the date on which the event giving rise to material information occurs.

Similar requirements exist under U.S. securities laws. It is Westport's policy to disclose material changes and file material change reports in the most timely manner possible.

If disclosure of the material change would be "unduly detrimental" to the interests of Westport, under the terms of applicable securities legislation, the Corporation, and in particular the Committee, may choose to delay disclosure of this information subject to the procedure outlined below. For example, information regarding discussions or negotiations for an acquisition, merger or significant transaction may present a particularly sensitive timing issue as premature disclosure may affect Westport's negotiating position or ability to complete the transaction. In such a case, Westport's policy is to maintain confidentiality of material corporate information until the information is ready to be publicly disseminated. Westport's policy is to limit the number of individuals within Westport who have access to or knowledge of the information. However, all members of the Disclosure Policy Committee will be informed.

However, in such a circumstance, the Committee will endeavour to prepare and file a material change report in Form 51-102 F3 marked so as to indicate that it is confidential together with written reasons for non-disclosure. The Committee is required to advise the applicable securities regulatory authorities within 10 days of the date of filing such report, in writing, and every 10 days thereafter if it believes the report should continue to remain confidential.

In cases where an event or information does not constitute a material change but is determined to be of interest to Westport's shareholders and customers, Westport will issue a news release (without filing a material change report, or equivalent) in accordance with this Policy.

5.5 Rumours or Leaks

Provided it is clear that Westport is not the source of the market rumour, Westport's policy is to respond consistently to market rumours with the statement that:

"It is our policy not to comment on or respond to inquiries or rumours concerning prospective corporate developments or transactions or future financial performance."

Should the Toronto Stock Exchange (the "TSX") request a definitive statement from Westport, the determination to do so and the content of the statement will be determined by the Committee. Any such statement will be issued in accordance with the news release dissemination procedures set out by the Corporation's Communications Department.

5.6 Forward-Looking Information

It is Westport's policy to provide specific forward-looking information related to product development and market opportunities for its products to enable the investment community to better evaluate Westport and its prospects. Westport may also make statements and respond to inquiries with respect to product development and projected demand or market potential for its products or services.

Should any such forward-looking information be deemed to be material, the information will be publicly disclosed in accordance with this policy.

Westport will ensure that such statements are identified as forward-looking. Moreover, all such statements will be accompanied by meaningful cautionary statements identifying important factors

and assumptions that were employed and a reminder that actual results could differ materially from those statements.

In making oral forward-looking statements, spokespersons will refer their audience to the 'Risks' section in the "Management's Discussion and Analysis" portion of the Corporation's latest annual report or the Annual Information Form, as applicable, which describes the factors that could cause actual results to materially differ.

Except to the extent imposed by law, Westport will not undertake, and will specifically disclaim, any obligation to update any forward-looking information provided by Westport. Westport will not respond, except by means of an appropriate public disclosure, to any inquiries seeking reaffirmation of such information at any date subsequent to the date as of which such information was provided. Statements such as "We are on track to achieve the previously disclosed forward-looking information" are not allowed under this Policy without appropriate public disclosure. An appropriate response would be to confirm the previously disclosed goal and to state that the company is pursuing it: "Our revenue target for the year as disclosed during our last conference call is \$XX million and the Company is focussed on it."

5.7 Analyst Reports

5.7.1 Distributing or Referring to Analyst or Other Third-Party Reports

Westport will not distribute analyst reports to any person outside of Westport. Westport will, however, provide dated summaries of the analysts covering the Corporation that will include brokerage firm names and telephone numbers. This summary shall be updated promptly as changes to the information it contains occurs.

5.7.2 Responding to Draft Analyst Reports

With regard to responding to financial models or drafts of analysts' research reports, it is Westport's policy to only review for factual, publicly available content (not soft information). This process will be centralized through the Corporation's CEO, CFO, President and COO, Corporate Counsel and Director, Investor Relations, as applicable. Equal emphasis will be given to correcting erroneous positive or negative factual information.

5.7.3 Earnings Guidance

When analysts inquire with respect to their earnings estimates for the Corporation, it is Westport's policy to only acknowledge what the range of street estimates is. Westport may question an analyst's assumption if the estimate is a significant outlier among a range of other analyst estimates. Should Westport determine during the quarter that earnings will likely be out of the range of the current estimates (particularly if earnings will likely be below the range), the Corporation may consider issuing a news release. It is not policy, however, that Westport will issue a news release.

5.8 Employee Trading

Laws prohibit Directors, officers, employees, and other individuals who have access to material non-public information affecting a public company, from trading the securities of that company or advising others of such information, before the information has been publicly disclosed. All readers of this Policy should refer to Westport's Confidentiality Policy and Trading Policy for further details.

5.9 Dissemination of Other Information

5.9.1 Non-Material Press Releases

Where information is not material but may be of interest to Westport's shareholders or customers, the Corporation may issue a news release without filing a material change report. This is a routine procedure that consists of drafting a release, circulating it for review by the Corporation's Investor Relations Department, External Relations Department, Legal Department, CEO, President and COO, CFO, and by other Westport officers as appropriate, including those providing a quote, by alerting the TSX, and disseminating the release through a national wire service.

5.9.2 Website

Westport will also post news releases on Westport's internet website in addition to its policy of distributing news to those who have requested notification by either fax or email. The news release page of the website shall include a notice that advises the reader that the information posted was accurate at the time of posting but may be superseded by subsequent news releases. Corporate information, including annual and quarterly reports, news releases, proxy statements, and annual information forms will, to the extent practicable, appear on Westport's internet website. Westport's internet website is to be updated with news releases within 24 hours of dissemination and the section "Investor Info" is continually reviewed throughout the year to ensure that the information it contains is up-to-date and accurate.

All supplementary non-material information that is distributed to analysts and other parties but not otherwise publicly distributed will be posted on Westport's internet website as soon as practicable. If the volume of such information makes this impractical, Westport will describe the information on its internet website and provide contact information whereby an investor may contact Westport to obtain a copy of the information or review the information with Westport's officers. Westport will also make available, to the extent possible and reasonable, on its internet website audio transcripts of conference calls, for a one month period, as soon as practicable after they occur.

The entire website should be reviewed regularly by the Investor Relations Department to ensure that the contents are current and accurate. Major revisions to the website shall be reviewed prior to their inclusion on the website.

5.9.3 Requests for Corporate Information

Westport receives many requests from shareholders, potential shareholders, and media for information. Employees should refer such requests to the Investor Relations & Communications Department for action.

The Investor Relations Department shall maintain an up to date corporate information package (CIP) consisting of:

- a) the Corporation's latest annual report;
- b) the Corporation's latest quarterly report;

- c) all Westport news releases issued for at least the previous six months;
- d) the Corporation's latest annual information form;
- e) selected media stories regarding Westport or its business; and
- f) selected marketing material.

The Investor Relations Department shall review the Corporate Information Package regularly to update the information contained in it.

In addition to the usual CIP contents, additional public information such as the Corporation's most recent proxy circular, prospectus, or material change reports shall be made available upon request.

5.9.4 Corporate and Industry Information

Westport will distribute, on a quarterly basis, the most recent financial statements to its extensive mailing list, including investors, analysts and brokers, among others. In addition, Westport shall maintain an email address database of parties interested in receiving relevant public information on Westport. The Communications Department shall distribute such selected information as it is available.

5.9.5 Statutory Mailings

As a public company, the Corporation is required to distribute certain documents, including its annual financial statements, management proxy circular, and quarterly reports, to its registered shareholders and in some cases to its beneficial (indirect) shareholders. The schedule for the distribution of these documents shall be included in the annual investor relations plan which will be reviewed for compliance with legal requirements by the General Counsel of the Corporation.

5.10 Conference Calls for Quarterly and Annual Results and Major Developments

The Corporation will conduct quarterly and annual conference calls to discuss the results of each quarter and annual results. The calls will be announced via a news release one week before the call. On the day of the call, and prior to the call's occurrence, the Corporation will issue a press release summarizing the key results and events of the quarter and/or fiscal year, if applicable. In addition, the news release will contain any material forward-looking statements that will be discussed during the conference call. The press release will also provide a link to the relevant management's discussion and analysis that is concurrently made available on the website.

All conference calls will be open to the public and will be available on a playback number for a 30-day period. The audio playback and a written transcript will also be available on Westport's Internet website for a period of 30 days after the conference call. The Corporation will only allow analysts and institutional investors to ask questions during the call.

With respect to periodic conference calls, the following steps will be taken:

- a) advance public notice by news release of the date and time of the conference call, the subject matter of the call and the means of accessing it will be provided by Westport;

- b) a news release will be issued through a widely-circulated news or wire service containing the relevant information to be discussed during the call;
- c) the conference call will be held in an open manner, permitting investors to listen either by telephone or through internet webcasting; and
- d) dial-in and/or web-based replay will be provided by Westport for a reasonable period of time after the conference call.

At the beginning of all conference calls, Westport will provide appropriate cautionary language respecting any forward looking information, and will direct participants to publicly available documents containing the assumptions, sensitivities, risks, and uncertainties.

The Committee will determine in advance what information is to be disclosed in conference calls or other such meetings with analysts, shareholders, or other market professionals, and will brief those authorized spokespersons in attendance accordingly. No material information concerning the finances or prospects of Westport will be disclosed to analysts, shareholders, or other market professionals (in response to questioning or otherwise) before it has been released to the stock exchanges and, at a minimum, to national newswire services in Canada. If material information is to be announced at an analyst or shareholder meeting or a press conference, its announcement must be co-ordinated with a general public announcement by a news release.

5.11 Industry Conferences and One-on-One Meetings

As part of Westport's ongoing investor relations activities, the Corporation conducts one-on-one meetings with its analysts and institutional shareholders, as well as attends industry conferences. At such conferences and meetings, only material information that has been previously disclosed in accordance with this Policy may be discussed. Presentations can be given at industry conferences with only one person in attendance. For one-on-one meetings, it is preferable to have two people in attendance to maximize the impact of the meeting, and to minimize the risk of an inadvertent disclosure of non-disclosed material information.

5.12 Investor Inquiries

All investors and potential investors requesting information from Westport, whether the inquiry is over the phone, by fax, mail, email, or in person, will receive the same treatment. When responding to these inquiries, only publicly disclosed information will be provided.

Reception at the Vancouver, B.C. offices will maintain a supply of CIPs for in-person "drop-in" visits by investors. Communications staff will not meet with individual or potential investors who visit Westport offices, unless they have scheduled an appointment. The Corporation's receptionist may direct the individual to phone a Communications staff member from the courtesy phone.

Investor inquiries received by mail or fax should be forwarded to the Investor Relations Department. Each inquiry will receive a response by phone, mail, email, or fax, depending on the nature of the inquiry. Email sent to the Corporation's Investor Relations mailbox (invest@westport.com) should be read and responded to on a regular basis.

Responses to telephone inquiries will depend on the type of call. Calls from institutional investment managers and analysts will be forwarded primarily to the Director, Investor Relations, CFO, or CEO.

5.13 Investor Relations Public Record

The Corporation's Communications Department will maintain all public records concerning Westport, including news releases, reports in the press and debriefings following meetings, conference calls, and other interactions with analysts, shareholders, or other market professionals. The materials in the record will be available to the Corporation's senior management team and will assist the Committee in determining whether any particular information is material. This material shall be retained for two years.

5.14 No Comment Policy

Until such time as Westport has made appropriate public disclosure, as authorized by the Committee or the CEO, no Westport personnel or representatives may comment on or substantively respond to inquiries or rumours concerning:

- a) prospective developments or transactions involving Westport (including without limitation inquiries or rumours relating to the status of discussions, or Westport's plans, with respect to an acquisition of or by Westport);
- b) developments regarding Westport's products (including without limitation product testing, marketing, and scheduled release dates); or
- c) projections of, or guidance regarding, future financial performance by Westport (including without limitation reaffirmation of any previously provided projections or earnings guidance).

All Westport personnel and representatives will respond to any inquiry or rumour regarding the matters set forth in this Section only with a statement to the effect that it is the policy of Westport: (i) not to comment on or respond to inquiries or rumours concerning prospective corporate developments or transactions; and (ii) to only refer to previous public statements or guidance about future financial performance.

An example of an appropriate response statement is:

"It is the policy of Westport not to comment on or respond to inquiries or rumours concerning prospective corporate developments or transactions, or future financial performance."

It is important for all Westport personnel and representatives to recognize that a statement to the effect that they are "not aware of any information" or a denial that any development or transaction exists is not the same as the statement required to be made by this Section.

A denial or statement of absence of knowledge will undercut the ongoing effectiveness of Westport's no comment policy, and if inaccurate, could result in liability as a false and misleading statement.

6.0 Investor Relations Crisis Communications

The goal of Westport's crisis communications is to ensure that during a crisis Westport provides a consistent, credible, orderly, and timely flow of information to its stakeholders, and to limit or correct any misinformation or rumours.

6.1 Preparation for a Crisis

Westport is in the process of commercializing its technology and introducing products into the market. It is, therefore, confronted with significant risks in various aspects of its business. As a result, the possibility of an event that could be perceived as critical by the investment community cannot be predicted and could occur at any time. It is imperative that Westport be prepared for such an event and be in the position to provide timely, credible information to the investment community and public.

To prepare for a possible crisis, the Investor Relations, External Relations, and Employee Communications Departments will develop and maintain a list of phone numbers, fax numbers, and addresses of key individuals that must be contacted during a crisis. This list includes all analysts, key brokers, large institutional shareholders, strategic partners, government officials, employees, key customers, and suppliers. The list should be maintained in a folder on the network that can be accessed by the Corporation's senior management team. Hard copies should also be distributed for home and office safekeeping. The Investor Relations, External Relations, Employee Communications, and Human Resources staff should review and update the list quarterly.

A list of home phone numbers for the Corporation's senior management team, Investor Relations, External Relations, Employee Communication and Human Resources staff and spokespeople, will also be kept in a similar location that can be accessed immediately. Spokespeople must be identified in advance. To ensure consistency with this Policy, the spokespeople will be the CEO, President and COO, CFO, IRO, Director, Investor Relations, and Director, External Relations. All other employees will be reminded that they **MUST NOT** talk to any outside individuals about Westport or the crisis, including any press or investment community representatives, unless approval has been granted by the Corporation's CEO, President and COO, CFO, Corporate Counsel or IRO, or has been explicitly approved by this Policy.

6.2 Control of Information

It is human nature to want to talk about a crisis, and employees may be approached by media and others during or immediately following the crisis in order to get inside information. As a result, employees must be instructed to refer any inquires to the appropriate spokespeople or to a member of the Corporation's senior management team. It is important to avoid speculation, and spokespeople must be certain of the facts before publicly stating them.

The first step in any crisis will be to inform the Corporation's senior management team and the Board of Directors of the situation, and to immediately start planning the necessary response from a business perspective. As part of this planning effort, the Corporation's senior management team, together with the Director, Investor Relations, and Director, External Relations, will develop the message and communications strategy. This will vary depending on the severity of the crisis, and the timing or need for a statement from Westport.

It is extremely important to control the flow of information in a crisis. As a result, only the designated spokespersons will be allowed to talk to any media representatives. The Corporation's Director, Investor Relations or Director, External Relations can arrange for interviews or news conferences, but should not provide any information regarding the crisis, unless given the authority to do so by the CEO, President and COO, or CFO. The Corporation's Director, Investor Relations and Director, External Relations, will assist the CEO, President and COO, CFO in disseminating the information to government partners, investment community, and media.

The message may be communicated in various forms, depending on the severity of the crisis and the need for an immediate response. The form of the message may include any one or more press releases, press conferences, media interviews, conference calls, individual phone calls, road shows, internet webcasts, analyst meetings, etc.

Regardless of the method used to communicate the message, Westport will most likely want to call the key individuals within the investment community. Responsibility for calling each of these individuals will be determined as part of the communications plan, but will be shared by the CEO, President and COO, CFO, Director, Investor Relations, Director, External Relations, and any other individuals designated.

In a severe crisis it may be important to meet face-to-face with key analysts, investors, and others. If this is required, the Corporation's senior management team will decide during the planning process who will conduct the meetings and their timing. Such meetings will be conducted in compliance with those procedures otherwise outlined in this document.

When making phone calls and conducting meetings with analysts, investors, strategic partners, suppliers, customers, government officials, or others, no material non-public information will be disclosed.

Throughout the crisis, it is important that individuals who are responsible for communicating Westport's message meet with the senior management team on a daily basis. This will ensure that the message being communicated is consistent and that feedback from the investment community can be incorporated into crisis management planning.

Employee meetings should be organized and conducted as soon as feasible, to communicate to the employees the issues at hand, and how Westport is responding. During these meetings it should be stressed that employees are NOT to talk to anyone outside of Westport, including the general public, suppliers, customers, investors, media, or analysts about the crisis or Westport's response. In addition to the meetings, the Corporation's senior management team should make every effort to keep employees informed through timely emails or otherwise.

6.3 Communicate Corporate Message

Dealing with a crisis of significant magnitude may take significant time and effort. As a result, it will be important to provide a strong message delivered by the appropriate spokesperson, and ensure that accurate information is in the hands of the investment community during the entire crisis.

Management will develop core themes to communicate to the investment community that address the immediate crisis, as well as indicate how Westport will resolve the issues raised by the crisis. These themes should be incorporated into the crisis communications plan. Westport should have an active plan with respect to communications made to the investment community throughout the entire crisis, to ensure Westport is being fairly viewed.

While it is normally Westport's position not to respond to rumours in the marketplace, in the case of a major crisis, it may be important that Westport address such rumours. This should be done with news releases as well as other vehicles that ensure wide dissemination of clear and consistent messages. Questions on rumours by individuals should not be answered unless that information is publicly available.

6.4 Maintain Credibility

Once the immediate crisis dissipates, there may be a need to re-establish the credibility of Westport or its products. Westport's senior management team will develop a strategic plan for effective communication of clear and consistent messages to investment community, as well as to customer, employee, partner, community, and supplier audiences. The plan may include such vehicles as calls or meetings with analysts, institutional shareholders and other stakeholders to discuss how Westport is planning to overcome its most recent obstacle to move forward. When conducting these meetings and calls, no material non-public information will be disclosed.

Another important aspect will be to strengthen employee morale. Again, depending on the severity of the crisis, this can be done through emails, voicemails, the corporate intranet, employee meetings, or individual meetings between employees and their managers on Westport's plans and future.

Finally, it may be necessary to achieve appropriate media coverage. The Corporation's senior management team will work with the Director, Investor Relations and Director, External Relations to develop the messages to be communicated and the publications and outlets to pursue.