

## Creating a Better World through Innovative Energy Solutions

### Corporate Summary

Westport Innovations Inc. is a global leader in alternative fuel, low-emissions technologies that allow engines to operate on clean-burning fuels such as compressed natural gas (CNG), liquefied natural gas (LNG), hydrogen, and biofuels such as landfill gas. Our unique technologies reduce nitrogen oxides (NOx), particulate matter (PM), and greenhouse gas emissions (GHG) while preserving the power, torque, and fuel efficiency of diesel engines. The Company focuses on three distinct categories or target markets through Westport business units or joint ventures: Juniper, which is focused on 2.0L and 2.4L engines for industrial applications such as forklifts, oilfield service engines and light-duty automotive; Cummins Westport (CWI), which is focused on natural gas engine applications for urban fleets such as buses, refuse trucks and vocational vehicles ranging from 5.9L to 8.9L; and Westport Heavy Duty ("Westport HD"), which is focused on LNG systems for heavy-duty trucks ("Westport HD Systems") and the platform for the licensing of Westport HD Systems.

### Recent Milestones for 2010

- Jul-13 ▪ Westport Signs New Development and Commercialization Agreement with Volvo Powertrain, a subsidiary of Volvo AB
- Jul-6 ▪ Westport GX Heavy-Duty Engine Receives 2010 U.S. EPA Certification
- Jul-2 ▪ Acquired OMLV of Italy and 100% of Juniper Engines for €19 Million; Acquisition Expected to Add Approximately US\$25M in Revenue and Launch Light-Duty Automotive Strategy for Juniper
- Jun-1 ▪ Financial Results—Q4 Revenue Up 35.7%; Annual Revenue Up 7.3%
- Apr-14 ▪ Warrant Exercise Generates \$8.4 million in Cash for Westport

### Executive Officers

- David Demers**, Chief Executive Officer, Director  
**Bill Larkin**, Chief Financial Officer  
**Elaine Wong**, Executive Vice President (VP), Strategic Development  
**Nicholas Sonntag**, President, Westport Asia and Executive VP, Corporate Development

### Board of Directors

- John A. Beaulieu [Chairman] ▪ Warren J. Baker ▪ M.A. (Jill) Bodkin ▪ David R. Demers  
 Dezső J. Horváth ▪ Sarah Liao Sau Tung ▪ Albert Maringer ▪ Gottfried (Guff) Muench

### Partners



### Contact Information

**Darren Seed**, Vice President, Investor Relations and Communications  
 604-718-2046 ▪ invest@westport.com

### Corporate Head Office - Westport Innovations Inc.

101 – 1750 West 75th Avenue ▪ Vancouver, BC ▪ V6P 6G2 ▪ Canada  
 t: 604-718-2000 ▪ f: 604-718-2001 ▪ www.westport.com

### Investment Highlights

- Established technology leadership in alternative fuel engines
- Economic advantages and energy security of LNG/CNG fuel emerging as primary driver
- Increasing demand for clean vehicles in major fleets
- Valuable joint ventures, partnerships and alliances with industry leaders
- Experienced management team

### Capitalization

TSX 52 Week High / Low	\$20.73 / \$7.82
NASDAQ 52 Week High / Low	\$20.44 / \$7.05
Issued & Outstanding (2010-Jul-8)	~39.5 million
Average Volume / Day 30 days, combined (2010-Jul-8)	~1,126,000
<b>Market Capitalization</b>	<b>~US\$640 million</b>

### Selected Annual Financial Information

(expressed in thousands of Canadian dollars, except for per share amounts, shares outstanding, and units shipped)

	12 mo. ended Mar 31 FY 2010	12 mo. ended Mar 31 FY 2009
<b>Units shipped</b>	3,921	4,038
<b>Total revenue</b>	130,712	121,837
<b>Gross margin</b>	41,360	30,817
<b>GM %</b>	32%	25%
<b>Net loss</b>	(37,636)	(24,425)
<b>Net loss per share – basic and diluted<sup>[1]</sup></b>	(1.10)	(0.81)
<b>Weighted average shares outstanding</b>	34,133,247	30,268,947
<b>Cash and short-term investments</b>	105,851	82,619
<b>Total assets</b>	156,117	135,504
<b>Long-term financial liabilities<sup>[2]</sup></b>	27,406	28,543
<b>Cash used in operations before changes in non-cash working capital</b>	(25,081)	(25,625)

[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 current portions of warranty liability and long-term debt obligations and Joint Venture Partner's share of income from joint venture.

### Analyst Coverage - U.S.

- Craig-Hallum Capital Group** ▪ Rob Brown (Minneapolis, MN)  
**Janney Montgomery Scott** ▪ John Roy (New York, NY)  
**Jefferies & Company** ▪ Laurence Alexander (New York, NY)  
**Lazard Capital Markets** ▪ Graham Mattison (New York, NY)  
**Northland Securities** ▪ Eric Stine (Minneapolis, MN)  
**Stifel Nicolaus** ▪ Dilip Warriar (San Francisco, CA)  
**ThinkPanmure** ▪ Shawn Severson (San Francisco, CA)

### Analyst Coverage - Canada

- Canaccord Adams** ▪ Sara Elford (Vancouver, BC)  
**CIBC World Markets** ▪ Mike Willems (Toronto, ON)  
**Cormark Securities** ▪ MacMurray Whale (Toronto, ON)  
**Dundee Securities** ▪ Ian S. Tharp (Toronto, ON)  
**Mackie Research Capital Corp.** ▪ Matt Gowing (Toronto, ON)  
**National Bank Financial** ▪ Rupert Merer (Toronto, ON)  
**Pacific Intl. Securities** ▪ Jason Zandberg (Vancouver, BC)

## Natural Gas Vehicle (NGV) Market Opportunity

Natural gas is a clean, low-carbon alternative fuel that is non-toxic and non-corrosive. Burning natural gas or biomethane (natural gas sourced from organic waste materials) produces mostly carbon dioxide and water vapour—the same substances emitted when humans exhale. As a vehicle fuel, natural gas produces significantly lower harmful emissions of NOx, PM, and GHG than oil-based gasoline or diesel. Many countries have abundant domestic natural gas reserves or ready access to secure natural gas supplies. Fast approaching stringent emissions standards for commercial transportation, together with concerns about volatile oil prices and oil supply security, are anticipated to bring economic advantages for NGVs. Biomethane, or purified biogas, provides additional benefits as a renewable energy source replacing fossil fuels with a sustainable carbon neutral fuel option.

NGVs are the cleanest, most practical solution for low-emissions transportation today. While other clean transportation technologies exist, NGV technology is proven and mature, and the fuel is abundant. High-performance, reliable NGVs offer a real and immediate alternative to conventional diesel and gasoline vehicles.

## Broad Range of Natural Gas Engines for Trucks and Buses

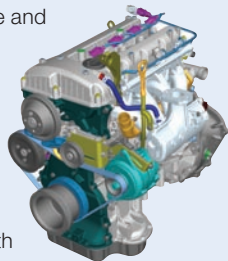
Cummins Westport Inc. (CWI), a 50:50 joint venture of Cummins Inc. (NYSE:CMI) and Westport, offers a wide range of natural gas vehicle engines from 150–320 hp (5.9–8.9 litre) and a propane vehicle engine with 195 hp. With over 25,000 engines sold to date to customers in Europe, North and South America, and Asia, 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 emissions standards. Applications include robust performance in urban fleets such as trucks, buses and refuse collection.



[www.cumminswestport.com](http://www.cumminswestport.com)

## Alternative Fuel Engines for the Light-Duty Automotive and Global Industrial Market

Juniper Engines Inc. is a natural gas and LPG engine and fuel system provider for the original equipment manufacturer (OEM) light-duty automotive and industrial market. Juniper also offers aftermarket conversion of engines from gasoline (petrol) to CNG and LPG. Juniper currently collaborates with global manufacturers of motor vehicles, including Hyundai, PSA Peugeot Citroën, and Magna-GAZ with sales in Europe, the Americas, and Australasia. Juniper works closely with OEMs to reduce their product, manufacturing, logistics, and support costs while fully integrating its multipoint injection technology that result in high-performance, low emissions solutions.



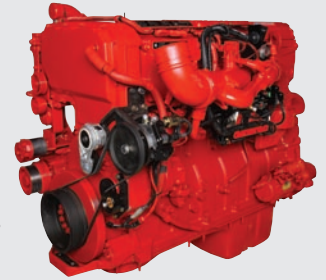
[www.juniperengines.com](http://www.juniperengines.com)

## Westport™ HD

### Heavy-Duty Engines and LNG Fuel Systems

*Diesel Efficiency and Performance on Clean-burning LNG*

Westport HD offers class-leading emissions performance while maintaining equal horsepower, torque, and efficiency to a diesel-fuelled engine. At the heart of Westport HD is Westport's high-pressure direct injection (HPDI) technology. HPDI allows a diesel engine to operate with approximately 95% replacement of diesel fuel by natural gas or biomethane—allowing North American and Australian trucking fleets to reduce NOx, PM, and GHG emissions and move to lower-cost, domestically available natural gas and/or biogas.



The Westport HD System consists of the GX 15-litre engine, proprietary Westport fuel injectors, LNG fuel tanks with integrated cryogenic fuel pumps, and associated electronic components to facilitate robust performance and reliable operation. LNG fuel tanks can be configured to suit customer range requirements. The Westport HD GX engine is based on the industry-leading Cummins ISX 15-litre diesel engine with cooled exhaust gas recirculation, and is certified and compliant to 2010 U.S. Environmental Protection Agency (EPA) and California Air Resources Board (CARB) emission limits in North America. The GX for Australia has been certified in compliance with the Australian Design Rules (ADR) 80/03, which takes effect for all heavy-duty truck models starting January 2011. Trucks are eligible for federal tax credits in the United States and may be eligible for other state-specific emissions credits. Both Kenworth and Peterbilt offer factory-fit LNG trucks with Westport HD Systems for the North American market. In addition, Kenworth Australia produces factory-fit LNG trucks for the Australian market.

Westport is working with Volvo Powertrain, a subsidiary of Volvo AB, to develop biogas- and natural gas-fuelled engine products for Volvo. The current natural gas engine development program will result in an engine that will meet future emission requirements and be commercialized according to a mutually agreed timeline. Westport will also be working directly with the Volvo AB brands to help identify market development opportunities and assist in the infrastructure build-out of biogas and natural gas where needed.

Weichai, China's largest heavy-duty engine manufacturer and the world's largest engine company, and Westport created Weichai Westport Inc. in 2008 to develop, manufacture, market, distribute, and sell advanced, alternative fuel engines (and relevant parts and kits) for use in automobiles, heavy duty trucks, power generation and shipping applications.

### Fleets in Operation

In North America, the Port of Los Angeles and Port of Long Beach have reduced emissions of port drayage equipment by replacing old diesel trucks with 2007 or newer emissions-compliant trucks. Now, fleets in and outside the port area are reaping the benefits of implementing LNG trucks in their fleets. The Australian government awarded Westport a grant in 2008 to demonstrate the benefits of LNG as a fuel for heavy-duty highway trucks. With the successful demonstration now completed, there are currently six commercial fleet customers operating a total of nine trucks in Australia.

[www.westport-hd.com](http://www.westport-hd.com)