



Light Duty



Westport Innovations

- Recognized as the authority for gaseous fuels, with expertise in:
 - Global market intelligence
 - Fuel storage, delivery, and combustion technologies
 - Product integration
 - Sustainable products, fuel use, and business practices
- Partner with global OEMs to integrate our industry leading technologies with their established and successful products and/or create new products
- Cultivate new markets where our expertise can rapidly establish a leadership role

- natural gas
- propane
- hydrogen
- renewable natural gas (biomethane)

Company Background:

Westport Light Duty (Westport LD)

- Focus on automotive systems, components and engines for light-duty vehicles of all kinds
- Formed in October 2007 (Previously Juniper Engines)
- Headquartered in Vancouver, Canada, more than 600 employees worldwide
- Sales in more than 50 countries, operations centers in Canada, Italy, Argentina, US, India and Korea
- World's third largest manufacturer of CNG and LPG vehicle components and systems
- OEM customers and partners include (GM (USA), VW (Germany), Fiat (Italy), PSA Peugeot-Citroën (France), Magna-GAZ (Russia), Clark (USA))
- The world leading CNG and LPG intellectual property portfolio: includes advanced direct injection technologies and complete tank to engine integrated system capabilities
- Acquired OMVL SpA (original JV Partner) in July 2010, Emer SpA in July 2011, and Alternative Fuel Vehicle Sweden AB in Oct. 2011
- Michigan Technical Center opened late summer of 2011



2012 Ford F250/350 CNG Bi-Fuel Pick Up

- Authorized Ford Dealers will offer Ford SD pick up with bi-fuel power system beginning in 2nd quarter 2012
 - 6.2L engine, 4x2 or 4x4
 - 6.75 or 8 ft beds lengths
 - Single cab, Extended cab or Crew cab
 - 18.4 standard or optional 24 GGE Type 4 composite fuel tank in bed
 - CNG range of approximately 300 miles
 - Non-selectable, primary CNG operation with automatic seamless transition to gasoline
 - Large, back-lit easy to read CNG fuel gage on dash
 - Unique styled tank enclosure (looking to add an optional enclosure with thin toolbox on top)



F250/350 Warranties and Certifications

- Complies with Ford QVM/QCM
- OEM-level testing for drivability, durability, and safety
- Ford warranty remains intact
 - 3 year/36,000 miles on vehicle
 - 5 year/100,000 miles on powertrain
- Westport LD warranty will match Ford warranty
- All service/warranty work performed at Ford dealer locations (seamless to the customer)
- EPA and CARB emissions certifications



F250/350 Service

- First priority of Westport LD is to keep all equipment on the road and if service is required, to ensure the vehicle can be repaired on the first attempt
- OEM level service manual with integrated training for technicians
- Unique owners guide for *WiNG* power systems
- Easy availability of parts



F250/350 Ordering

- Direct ordering of final product at Westport LD-certified Ford dealers
- No separate truck/fuel system/converter coordination-vehicle arrives at dealership on Ford transport
- Targeted to have prices published soon and provide the best value in the market
- Innovative fleet leasing programs available
 - Allowing quick paybacks
 - Residual value management
 - Low cost renewal options



The Westport Business Model

- Westport will create an OEM experience for our customers - **WE DO NOT DO CONVERSIONS!!!**
- Westport will follow OEM development for:
 - System development
 - Crash testing
 - Durability testing
 - Component design
- Our systems are designed to be seamless
 - Materials will match OEM design
 - System appearance seamless with vehicle design
 - Quality level will match or exceed OEM quality
 - Component integration designed upfront with OEM
 - Manufacturing process is integrated into OEM system
 - Vehicle shipping and delivery is common with OEM



Summary

- Global expert in gaseous technology
- Designed for the optimum in:
 - Driveability
 - Durability
 - Safety
- Certified dealer body-including sales and service training
- OEM experience for all facets of ordering/purchase/ownership
- Value Priced

