

Domestic LNG fuel usage in North America

Synergy with Export?

Paul Blomerus

stock symbols		market capitalization	
TSX	NASDAQ	CAD	USD
WPT	WPRT	~\$400M	~\$400M

Over 1,000 LNG-fuelled trucks on the road in North America already

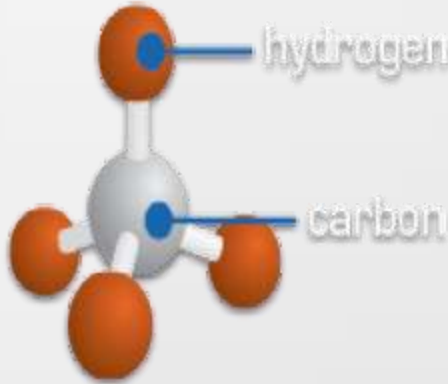
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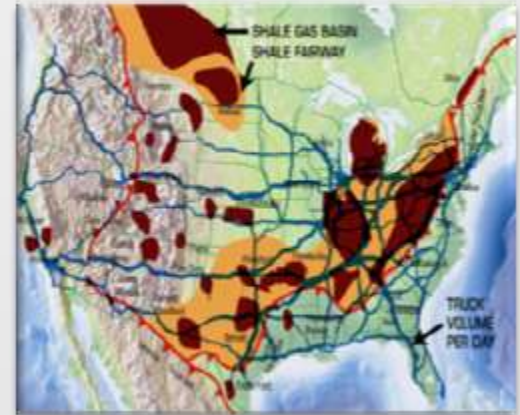
Why use LNG as a fuel?



Cost Savings



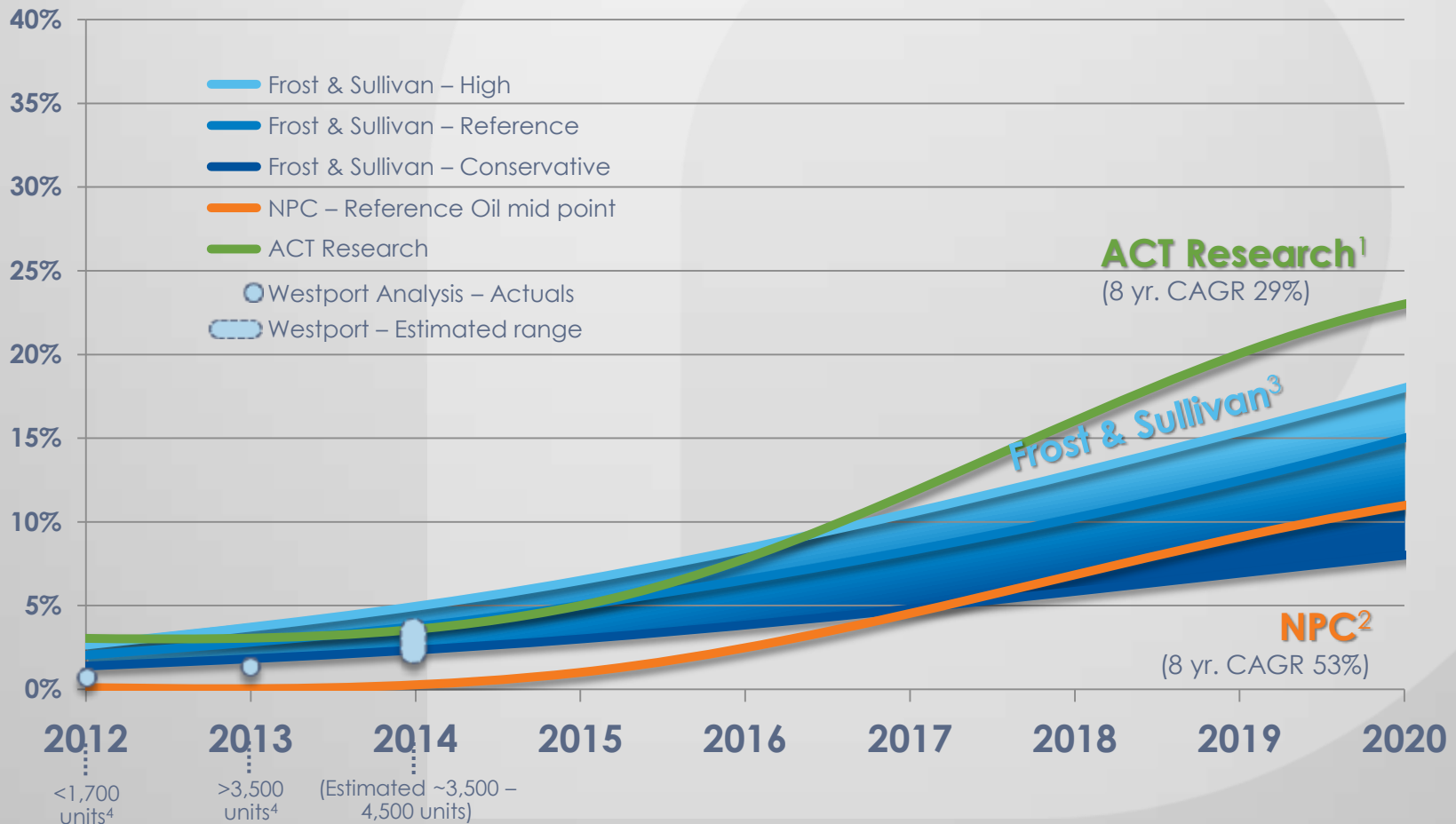
Emissions Reduction



Resource Utilization

Penetration of truck market by natural gas fuel beginning to accelerate

Market Share of New Heavy Duty Gas Truck Sales



Westport products enabling the growth

KENWORTH

T440	T470	T660	T800SH	W900S
				

PETERBILT

320	382	384	365
			

Cummins Westport
ISX12G Engine



iCE PACK LNG fuel
supply system



NAVISTAR

TranStar



FREIGHTLINER

M2-112 SD-114 Cascadia



MACK

Granite



VOLVO

VNM VNL



Significant Off Road Opportunities

EXPLORATION & PRODUCTION



MINING



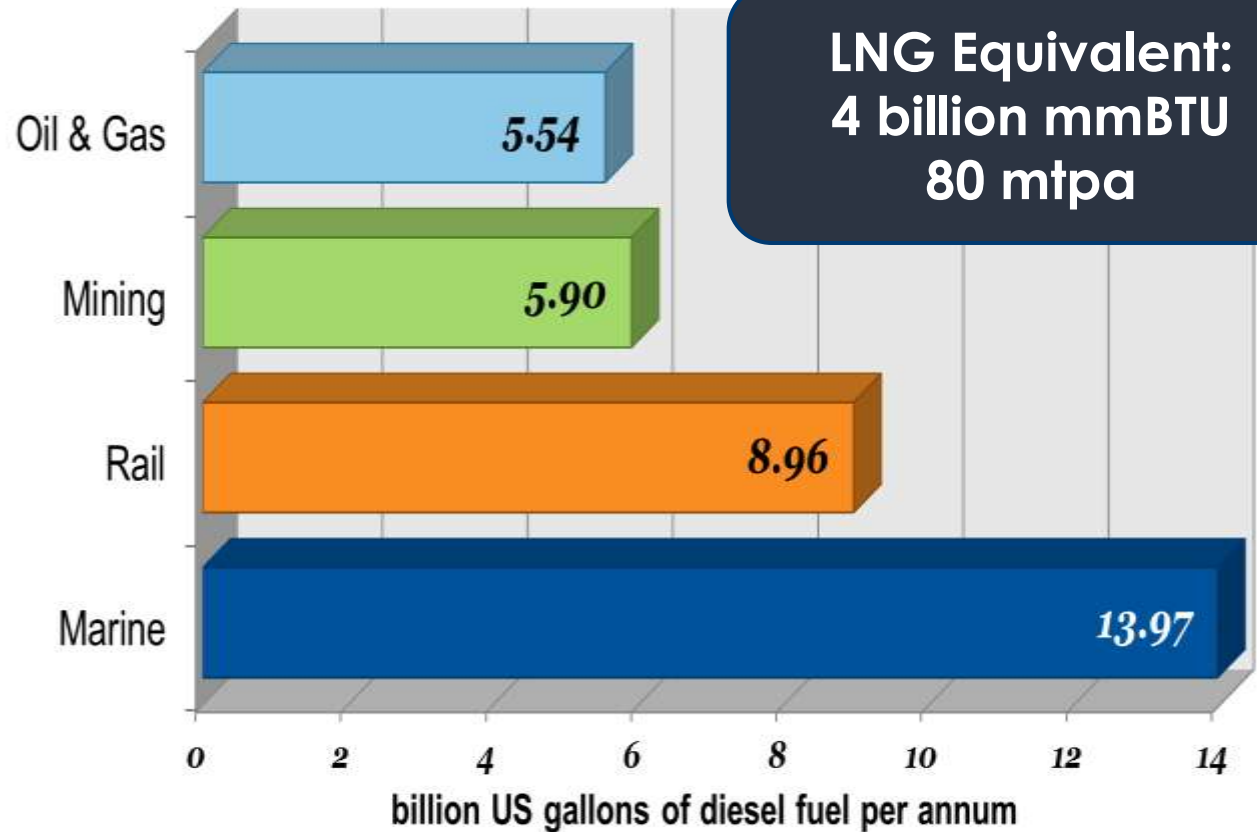
RAIL



MARINE



Global Off Road Diesel Fuel Consumption



Source: UN Energy Statistics Database, Westport analysis

Westport experience in off road LNG



LNG Fuelled Mine Truck



- » Working with Caterpillar to implement Westport HPDI technology on large mine trucks up to 400 ton capacity

LNG Tenders and Locomotives



- » Four LNG fuel tenders delivered to Canadian National (CN) Railroad
- » Locomotive engine under development with EMD

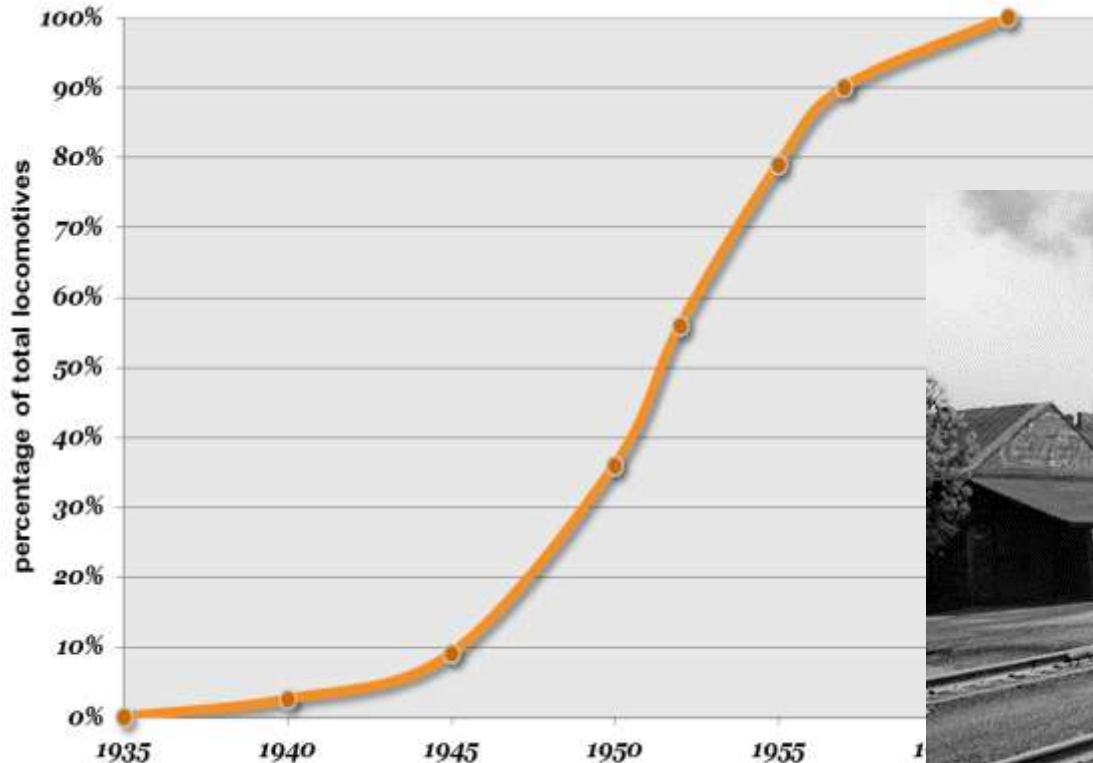
LNG Tug Concept



- » LNG-fuelled 80 tonne bollard pull terminal tug with escort capability
- » Ideal for LNG export or import terminals

Transitions to new fuels can be fast

Rise of Diesel Powered Locomotives, North America

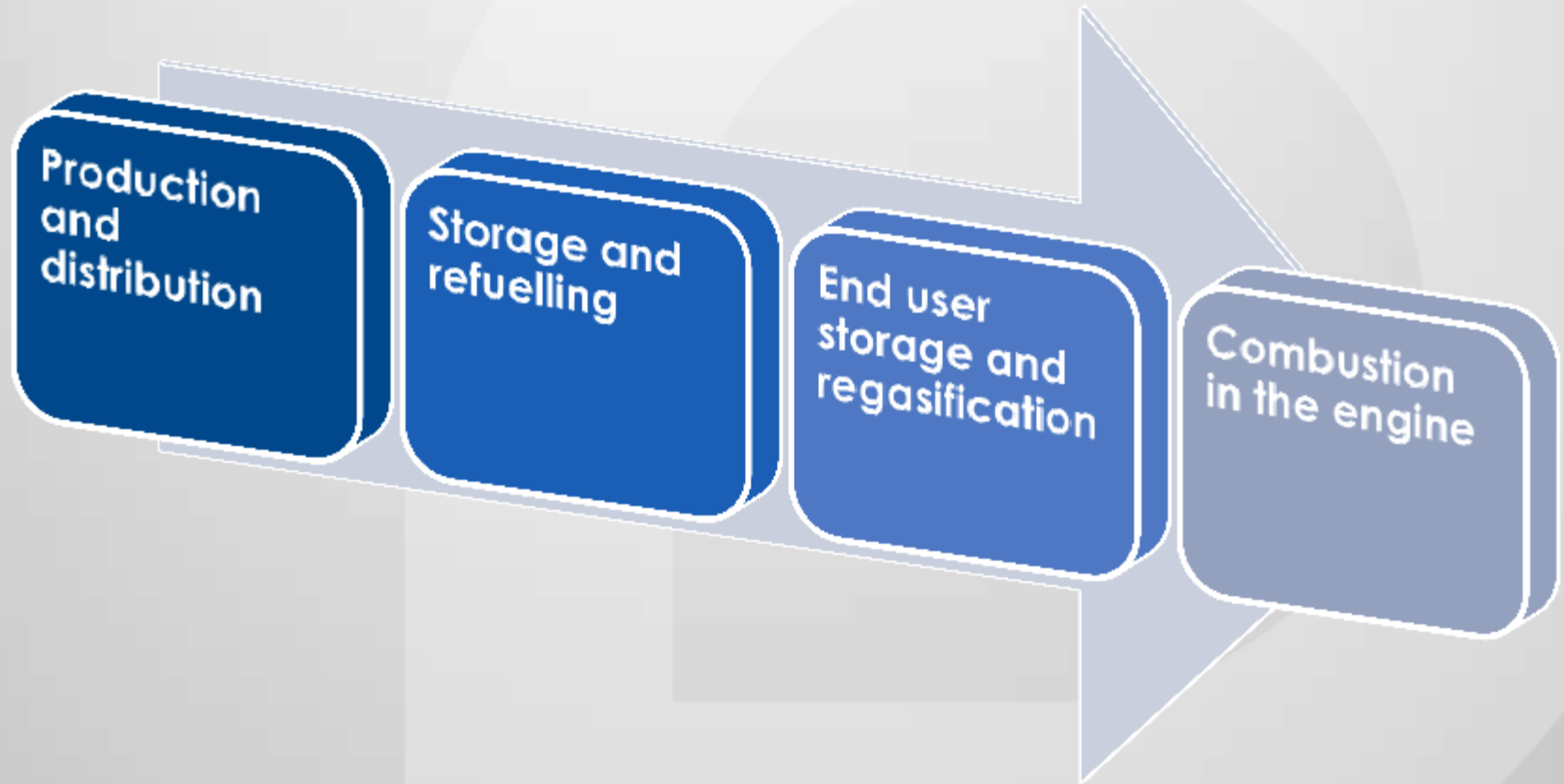


Source: Robert U. Ayres, Leslie W. Ayres, Benjamin Warr, "Energy, power and work in the U.S. economy, 1900-1998," October 25, 2001.



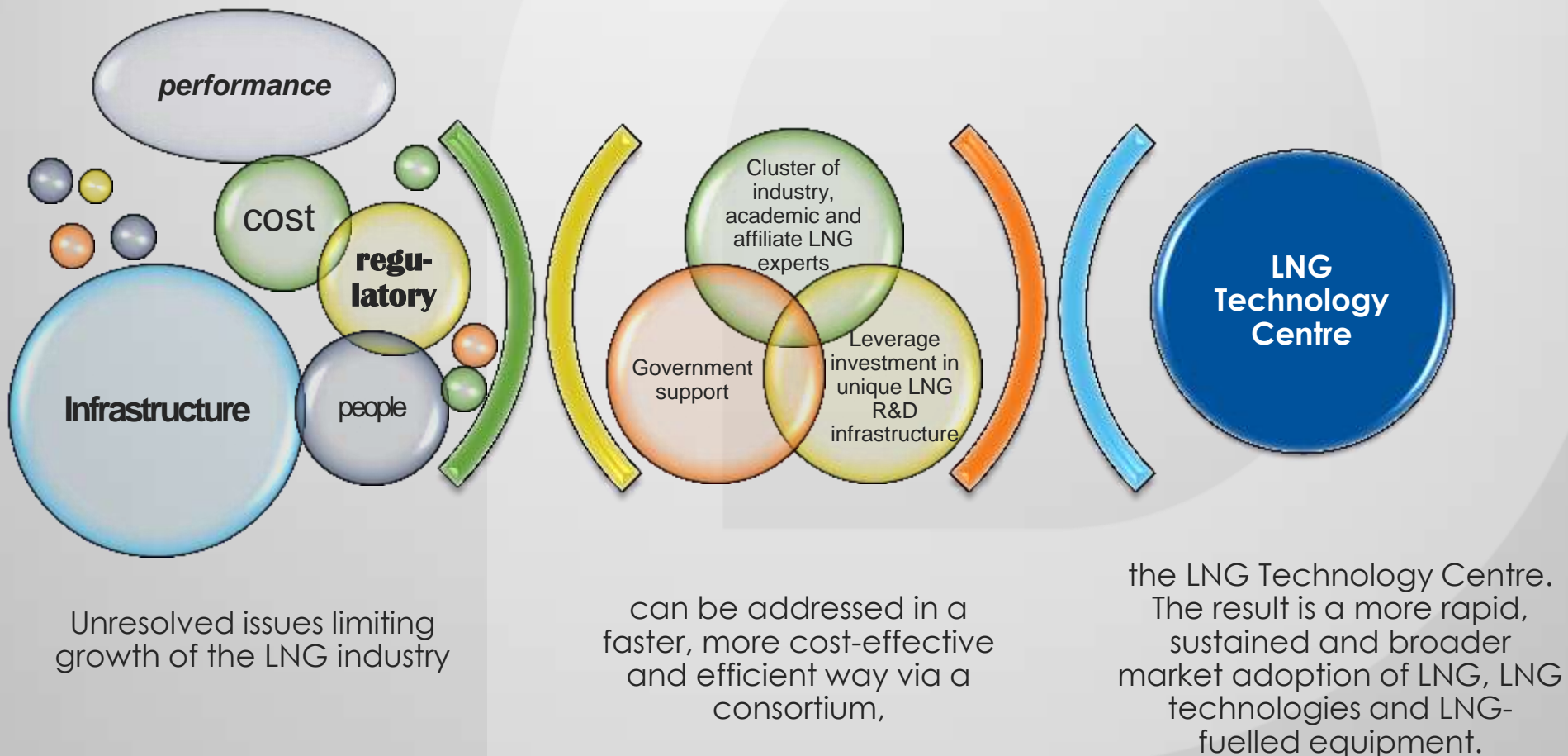
Harrisonburg, Virginia, 1947
NMAH, Transportation Collections, McBride photos

Everything needs to be in place for rapid market growth



- » Any issues in the LNG value chain will slow the adoption of new fuel

How to overcome LNG industry issues?



LNG Technology Centre Partners

- » Fuel providers
- » Equipment manufacturers and supply chain
- » Vehicle and engine OEMs
- » Universities and research Labs
- » End customers
- » Industry associations
- » Regulators
- » Investors

How does it work?



Headquarters in Vancouver Canada

LNG Technology Centre



LNG: balanced economic growth fuel for Canada

