

Interview with...

Mr. Andrea Alghisi and Mr. Marco Seimandi of Westport Fuel Systems Automotive and Industrial Group



Mr. Andrea Alghisi

Mr. Marco Seimandi



FUEL SYSTEMS SOLUTIONS AND WESTPORT INNOVATIONS, TWO COMPANIES WITH A STRONG FOUNDATION OF INNOVATION AND TECHNOLOGY LEADERSHIP IN THE ALTERNATIVE FUELS SPACE, MERGED IN JUNE 2016 TO CREATE WESTPORT FUEL SYSTEMS, A PREMIER GLOBAL COMPANY FOR THE ENGINEERING, MANUFACTURING, AND SUPPLY OF ALTERNATIVE FUEL SYSTEMS AND COMPONENTS. THE COMPANY HAS A GREATER BREADTH OF ALTERNATIVE FUEL SOLUTIONS, COMPLEMENTARY TECHNOLOGIES AND AN EXPANDED PRODUCT PORTFOLIO FOR GLOBAL TRANSPORTATION AND INDUSTRIAL APPLICATIONS, SERVING CUSTOMERS IN MORE THAN 70 COUNTRIES WORLDWIDE. BRANDS IN THE GROUP ARE BRC, PRINS, OMLV, EMER, VALTEK, ZAVOLI, GFI, CUBOGAS, IMPCO, WESTPORT AMONG OTHERS.

We talk about it with Mr. Andrea Alghisi (COO) and Mr. Marco Seimandi (Sales Director).

! The merger closed about 10 months ago. What did you do and what will the company be doing in the short term?

Andrea Alghisi (AA): The merger of Fuel Systems Solutions and Westport Innovations created a leading and competitively positioned global company in the alternative fuels space. We have been actively taking measures to integrate the organization, capture synergies, and drive efficiencies. We assess market conditions, our strengths and capabilities, and a range of alternatives that will drive long-term profitability and leverage our technical expertise, research capabilities, and industry-leading intellectual property to drive innovation and create best-in-class, full system solutions.

! How do you see the international Autogas market?

Marco Seimandi (MS): Turkey, Italy, Poland, Korea are still strong markets, and Russia, Mexico and Peru are getting stronger and stronger. We are also involved working with partners in parts of the world where CNG and LPG but also LNG are upcoming markets. The success of our business depends on multiple factors like the price differential between petrol and LPG/CNG/LNG, tax incentives by central and local governments, incentives or marketing programs by suppliers, availability of the latest technology, Infrastructure and the perception of alternative fuels in the market. As hybrid solutions gain more and more traction and government support, the market of fossil fuels is under pressure. We are pleased to see more availability of renewable gases.

! Where do you see growth for your company?

AA: Powerful trends in greenhouse gas (GHG) emission reduction regulations have created a compelling opportunity for gaseous-fuel product solutions powered by natural gas, LPG, renewable natural gas, and hydrogen. At Westport Fuel Systems, we offer technology solutions for global environmental challenges, we occupy a premier technology leadership position, and we have a range of brands and products for diverse applications and markets. Our team has the specialized technical knowledge and engineering talent that can conceive, prototype, demonstrate, and commercialize the next generation of gaseous fueled technologies with our OEM partners. Examples are the Direct Injection technology for Light Duty vehicles and the Westport™ High Pressure Direct Injection (HPDI) technology for the Heavy Duty applications.

! What are the hurdles to overcome and how will you do that?

AA: We are inventors, engineers, manufacturers and suppliers of advanced clean-burning fuel systems and components that can change the way the world moves. We are driving innovation to power a cleaner tomorrow and we are focused on providing technology solutions for global environmental challenges, maintaining a premier, leading technology position and offering a range

of brands and products for diverse applications and markets. Many people and also policy makers are not aware of the positive impact LPG and CNG can provide on harmful emission. We need to make them aware.

! What new developments can we see on the market soon?

MS: We are pleased to announce new technologies, systems and components at GasShow, as for ex: Vapor and Liquid based LPG and CNG systems for Direct Injection engines (MPI/GDI). Also we will demonstrate our new reducers. In addition, we have some other new products that make driving on alternative fuels more attractive in terms of efficiency and cost.

! How will the brands evolve in terms of product line-up to avoid internal competition?

MS: Specific strategies in terms of markets, pricing and brand positioning continue to be carefully considered and enforced in order to avoid internal competition.

! How will the brands be represented in the various markets?

MS: We don't see any significant changes; we protect the current distribution networks improving the already solid relations with our dealers. Our brands have long histories on the markets: the current distribution networks are the result of years of cooperation.

! Will the merger make liquid LPG injection systems more affordable?

MS: Definitely the scale economies jointly with synergies made possible by the merge will help the cost reduction for all the systems, including the liquid Direct Injection systems.

! Will there be more OEM applications of autogas systems?

AA: This question should rather be asked to the car makers, but alternative fuels will always stay in the main car makers' product ranges as one of the needed tools to win the challenge of the 2020 emission regulation. Further to that we believe that as soon as the current oil low cost trend changes, there will be a new, important growth of the attention given to our technologies. We believe that natural gas and LPG are the better alternative fuels, and OEMs are seeing this. Global trends in greenhouse gas emission reduction regulations and increasingly stringent urban air quality requirements further solidify our strategy to develop technology solutions and commercialize products that OEMs will need to meet demanding regulatory frameworks.

Visit us at GasShow or read more on www.wfsinc.com

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