



## Financial Tear Sheet

### Corporate Profile

Building on a history of technology innovation, AV is a leader in the design, development, production, and support of Unmanned Aircraft Systems (UAS) and efficient electric energy systems for government and commercial applications. The company's small UAS are used extensively by agencies of the U.S. Department of Defense and increasingly by allied military services to provide situational awareness to tactical operating units through real-time, airborne reconnaissance, surveillance, and target acquisition. AV's PosiCharge® fast charge systems eliminate battery changing for electric industrial vehicles in factories, airports, and distribution centers. Founded in 1971 AV's corporate offices are located in Monrovia, California. AV trades on the Nasdaq Global Market under the symbol "AVAV".

### Primary IR Contact

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### Stock Performance

#### AVAV (Common Stock)

Exchange	NASDAQ (US Dollar)
Price	<b>\$28.15</b>
Change (%)	<span style="color: green;">▲ 0.10 (0.36%)</span>
Volume	61,006
52 Week Low	\$18.50
Market Cap	\$605,478,350
Rolling EPS	0.72
PE Ratio	39.0972

Shares Outstanding 21,509,000

Data as of 11/20/09 4:00 p.m. ET

■ AEROVIRONMENT INC  
as of 11/19/2009



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### Recent Headlines

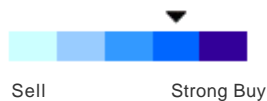
- 11/03/09 - 9:10 a.m.  
[AeroVironment's Raven Small Unmanned Aircraft System Receives Military Aircraft Type-Classification Certificate from the Netherlands Military Aviation Authority](#)
- 11/02/09 - 9:11 a.m.  
[AeroVironment to Present at Wedbush Inaugural Clean Technology & Industrial Growth Management Access Conference](#)
- 10/07/09 - 9:10 a.m.  
[AeroVironment Announces Establishment of 10b5-1 Trading Plan by Chief Executive Officer](#)

### Corporate Governance

- [Timothy E. Conver](#) President, Chief Executive Officer and Chairman of the Board of Directors
- [Stephen C. Wright](#) Senior Vice President of Finance and Chief Financial Officer
- [John F. Grabowsky](#) Executive Vice President and General Manager, Unmanned Aircraft Systems
- [Michael Bissonette](#) Senior Vice President and General Manager, Efficient Energy Systems
- [Cathleen S. Cline](#) Senior Vice President, Administration

### Analyst Estimates / Ratings

Mean Recommendation: 2.1



### SEC Filings

Filing Date	Form
10/20/09	<a href="#">4</a>
10/07/09	<a href="#">8-K</a>
09/15/09	<a href="#">4</a>
09/10/09	<a href="#">SC 13G/A</a>

## Analyst Coverage

Firm	Analyst
BB&T Capital Markets	Michael Lewis
Boenning & Scattergood, Inc.	Michael Ciarmoli
Broadpoint Amtech	Peter Arment
Dougherty & Co.	Jeff Evanson, Josephine Millward
Friedman, Billings, Ramsey & Co., Inc. (FBR)	Patrick McCarthy
Goldman Sachs	Noah Poponak
Janney Montgomery Scott	John Roy
Jefferies & Company, Inc.	Howard Rubel
Jesup & Lamont	Alex Hamilton
Morgan Keegan & Co.	Brian Rutenbur
Pacific Crest Securities	Erik Olbeter
Raymond James	Brian Gesuale
Sidoti & Company	Tyler Hojo
Stephens Inc.	Tim Quillin
Stifel, Nicolaus	Troy Lahr
SunTrust Robinson Humphrey	Chris Donaghey

## Summary Financials (In millions of USD (except for per share items))

Income Statement	04/30/09	04/30/08	04/30/07
Net Sales	247.66	215.75	173.72
Cost of Revenue, Total	159.07	137.20	105.24
Net Income Before Taxes	33.80	32.24	32.20
Net Income	24.25	21.39	20.72
Balance Sheet	04/30/09	04/30/08	04/30/07
<b>Assets</b>			
Total Current Assets	221.37	192.00	161.07
Property / Plant / Equipment, Total - Net	18.22	10.31	6.23
Total Assets	253.18	205.21	168.18
<b>Liabilities and Shareholders Equity</b>			
Total Current Liabilities	38.64	30.01	31.21
Long Term Debt	--	--	--
Total Liabilities	45.75	35.47	31.75
Total Equity	207.43	169.74	136.42
Total Liabilities & Shareholders' Equity	253.18	205.21	168.18
Cash Flow Statement	04/30/09	04/30/08	04/30/07
Cash from Operating Activities	39.77	15.50	15.02
Cash from Investing Activities	-29.48	67.02	-91.35
Cash from Financing Activities	1.15	1.62	81.86

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