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Southeast Asian Military Customer Awards AeroVironment \$6.4 Million Raven Tactical UAS Follow-On Contract Award

November 4, 2019

- New order expands customer's fleet of Raven systems
- Raven is the most widely used military unmanned aircraft system in the world
- AeroVironment's Family of Tactical UAS are deployed by more than 45 allied governments

SIMI VALLEY, Calif.--(BUSINESS WIRE)--Nov. 4, 2019-- [AeroVironment, Inc.](#) (NASDAQ:AVAV), a global leader in unmanned aircraft systems (UAS), today announced it received a firm fixed-price contract valued at \$6,408,542 from an existing Southeast Asian military customer on September 17, 2019 for additional [Raven® unmanned aircraft systems](#). Delivery is anticipated within 12 months.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20191104005262/en/>



"With nearly two decades of combat-proven effectiveness, Raven is a mainstay workhorse for this customer's military, other allied governments, and the U.S. military because it gives troops closest to the fight immediate eyes in the sky to gain lifesaving situational awareness anywhere and at any time," said Rick Pedigo, vice president of sales and business development at AeroVironment. "Raven's ruggedness, small footprint and sensor capabilities ensure that allied forces throughout the world have a profound advantage at a moment's notice in the most extreme environments."

AeroVironment's Raven is the most widely used military unmanned aircraft system in the world. (Photo: Business Wire)

AeroVironment's Raven system is designed for rapid deployment and high mobility for applications requiring

low-altitude intelligence, surveillance and reconnaissance. With a wingspan of 4.5 feet and weighing 4.2 pounds, the hand-launched Raven provides aerial observation, day or night, at line-of-sight ranges up to approximately 6.2 miles (10 kilometers). With its stabilized gimbaled payload, the Raven delivers real-time color or infrared imagery to ground control and remote viewing stations.

AeroVironment is participating in the Defense and Security 2019 Exhibition and Conference in Bangkok, Thailand, from November 18 through 21. Please visit AeroVironment at Booth U03 or at www.avinc.com to learn more.

About AeroVironment Tactical UAS

The [RQ-20A/B Puma™](#), [Puma™](#), [LFRQ-11B Raven®](#), [RQ-12A Wasp®](#), together with [VAPOR® Helicopter UAS](#) comprise AeroVironment's family of tactical unmanned aircraft systems. This Family of Systems provides increased capability to the warfighter that gives ground commanders the option of selecting the appropriate aircraft based on the type of mission to be performed. This increased capability has the potential to provide significant force protection and force multiplication benefits to small tactical units and security personnel. AeroVironment provides logistics services worldwide to ensure a consistently high level of operational readiness. AeroVironment has delivered thousands of new and replacement small unmanned air vehicles to customers within the United States and to more than 45 allied governments.

About AeroVironment, Inc.

AeroVironment (NASDAQ:AVAV) provides customers with more actionable intelligence so they can proceed with certainty. Based in California, AeroVironment is a global leader in unmanned aircraft systems and tactical missile systems, and serves defense, government, and commercial customers. For more information visit www.avinc.com.

Safe Harbor Statement

Certain statements in this press release may constitute "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995. These statements are made on the basis of current expectations, forecasts and assumptions that involve risks and uncertainties, including, but not limited to, economic, competitive, governmental and technological factors outside of our control, that may cause our business,

strategy or actual results to differ materially from those expressed or implied. Factors that could cause actual results to differ materially from the forward-looking statements include, but are not limited to, our ability to perform under existing contracts and obtain additional contracts; changes in the regulatory environment; the activities of competitors; failure of the markets in which we operate to grow; failure to expand into new markets; failure to develop new products or integrate new technology with current products; and general economic and business conditions in the United States and elsewhere in the world. For a further list and description of such risks and uncertainties, see the reports we file with the Securities and Exchange Commission. We do not intend, and undertake no obligation, to update any forward-looking statements, whether as a result of new information, future events or otherwise.

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