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AeroVironment Awarded \$2.4 Million Raven® Unmanned Aircraft Systems Foreign Military Sales Contract for U.S. Ally

April 14, 2020

- Raven lightweight small unmanned aircraft system is designed for rapid deployment, delivering real-time tactical situational awareness to warfighters
- United States Department of Defense Foreign Military Sales program facilitates interoperability among U.S. and allied forces
- AeroVironment's innovative family of tactical UAS are deployed by more than 45 allied governments

SIMI VALLEY, Calif.,--(BUSINESS WIRE)--Apr. 14, 2020-- [AeroVironment, Inc.](https://www.businesswire.com/news/home/20200414005262/en/) (NASDAQ:AVAV), a global leader in unmanned aircraft systems (UAS), today announced it received a \$2,424,595 firm-fixed-price contract on March 3, 2020 to provide [Raven®](#) small unmanned aircraft systems (UAS) and training to an allied nation. Delivery is anticipated by August 2020.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20200414005262/en/>



"With its rugged design, small footprint and high resolution sensor capabilities, the combat-proven Raven offers allied forces the actionable intelligence they need at a moment's notice in the most extreme environments," said Rick Pedigo, vice president of sales and business development for AeroVironment.

AeroVironment's Raven system is designed for rapid deployment and high mobility for operations requiring low-altitude intelligence, surveillance and reconnaissance. With a wingspan of 4.5 feet and weighing just 4.2 pounds (1.9 kilograms), the hand-launched Raven provides situational awareness, day or night, with an operational range of 6.2 miles (10 kilometers). The Raven's Mantis

AeroVironment's Raven tactical unmanned aircraft system is simple to operate, rucksack portable and can be hand-launched for day or night observation. (Photo: Business Wire)

i23 EO/IR gimbaled payload delivers real-time video or infrared imagery to ground control and remote viewing stations.

AeroVironment's family of small UAS comprises the majority of all unmanned aircraft in the U.S. Department of Defense (DoD) inventory and its rapidly growing international customer base numbers more than 45 allied governments. To learn more visit www.avinc.com.

About AeroVironment Tactical UAS

The [RQ-20A/B Puma™](#), [Puma™](#), [LFRQ-11B Raven®](#), [RQ-12A Wasp®](#), together with the [VAPOR® Helicopter](#) 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 tactical 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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