

AeroVironment Receives Multiple Puma 3 AE Orders Totaling \$11 Million from NATO Support and Procurement Agency

April 6, 2021

- Portable, rugged Puma 3 All Environment (AE) unmanned aircraft system provides immediate tactical reconnaissance capabilities for land and maritime operations
- Four orders received encompass procurement of Puma 3 AE tactical unmanned aircraft systems and initial spares packages

SIMI VALLEY, Calif.--(BUSINESS WIRE)--Apr. 6, 2021-- [AeroVironment, Inc.](https://www.businesswire.com/news/home/20210406005296/en/) (NASDAQ: AVAV), a global leader in unmanned aircraft systems (UAS), today announced its receipt of four firm-fixed-price orders totaling \$11,527,074 from the NATO Support and Procurement Agency (NSPA) for [Puma™ 3 AE](#) tactical UAS and initial spares packages.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20210406005296/en/>



Puma 3 All Environment (AE) unmanned aircraft system delivers real-time situational awareness and actionable intelligence for both maritime and land based operations. (Photo: Business Wire)

AeroVironment's Puma 3 AE unmanned aircraft system is designed for land and maritime operations. The hand-launched Puma 3 AE has a wingspan of 9.2 feet, weighs 15 pounds and can operate for up to 2.5 hours. The aircraft also has a range of 12.4 miles (20 kilometers) with a standard antenna, and up to 37.2 miles (60 kilometers) with AeroVironment's [Long-Range Tracking Antenna \(LRTA\)](#). It also features reduced system packaging with a flyable configuration and GCS in one case. Capable of landing in water or on land, the all-environment Puma 3 AE and Mantis i45 EO/IR sensor suite empower operators with extended flight time and a level of imaging capability never before available in the tactical UAS class.

AeroVironment's family of tactical UAS comprises the majority of all unmanned aircraft in the U.S. Department of Defense (DoD) inventory and its rapidly growing international customer base of more than 50 allied governments. To learn more, visit www.avinc.com.

ABOUT AEROVIRONMENT UNMANNED AIRCRAFT SOLUTIONS

AeroVironment's portfolio of intelligent, multi-domain robotic systems includes small footprint, runway-independent unmanned aircraft systems. The [JUMP® 20](#), [T-20™](#) and [Puma™ LE](#) provide extended range, multi-payload capabilities, and the [Puma™ RQ-20](#), [Raven® RQ-11B](#), [Wasp® RQ-12A](#), [VAPOR® Helicopter](#) and automated [Quantix™ Recorder](#) deliver highly tactical, frontline situational awareness. These solutions deliver increased, multi-mission capabilities and the option of selecting the appropriate aircraft based on the type of mission to be performed. These capabilities have the potential to provide significant force protection and force multiplication benefits to small tactical units and security personnel, as well as greater safety,

The orders are part of a three-year base contract received from NSPA in January 2020. The contract includes an option for two additional years of logistics support for Raven®, Wasp® and Puma tactical UAS. The total potential value of the multi-year contract is \$80 million, encompassing the procurement and sustainment of AeroVironment tactical UAS employed by the defense forces of several NATO countries.

AeroVironment received the orders in October and December 2020, with delivery anticipated by June 2021.

"The Puma AE unmanned aircraft system enables frontline forces to gather real-time intelligence, surveillance and reconnaissance in any operational environment," said Trace Stevenson, AeroVironment vice president and small UAS product line general manager. "Puma AE and other products within AeroVironment's family of tactical UAS use a common ground control station and software, providing increased capability to the warfighter and greater interoperability among NATO forces."

scalability and cost-savings to commercial operators. AeroVironment provides turnkey ISR and support services worldwide to ensure a consistently high level of mission success. AeroVironment has delivered tens of thousands of new and replacement unmanned air vehicles to customers within the United States and to more than 50 allied governments. For more information, visit <https://www.avinc.com/uas>.

ABOUT AEROVIRONMENT, INC.

AeroVironment (NASDAQ: AVAV) provides technology solutions at the intersection of robotics, sensors, software analytics and connectivity that deliver more actionable intelligence so you can **Proceed with Certainty**. Celebrating 50 years of innovation, 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.

ABOUT NSPA

The NATO Support and Procurement Agency (NSPA) brings together, in a single organization, acquisition, logistic, medical and infrastructural capabilities. As NATO's primary enabler, the Agency's mission is to provide effective and cost efficient multinational solutions to the Alliance, its thirty Nations and Partners. Headquartered in Luxembourg, NSPA is a customer-funded agency, operating on a "no profit - no loss" basis, with an annual business volume of €4 billion. For more information, visit: www.nspa.nato.int

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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Source: AeroVironment, Inc.