



March 6, 2018

AeroVironment Awarded \$44.5 Million Puma AE UAS Contract from a Major Country in the Middle East

- ┆ Largest-ever international contract reflects AeroVironment's continually growing global customer base and commitment to equipping allied forces with innovative UAS
- ┆ Portable, rugged Puma AE with Mantis i45 sensor provides unmatched tactical reconnaissance capabilities for ground and maritime operations

MONROVIA, Calif.--(BUSINESS WIRE)-- [AeroVironment, Inc.](#) (NASDAQ: AVAV), a global leader in unmanned aircraft systems (UAS) for both defense and commercial applications, today announced that a major country in the Middle East has awarded the company a contract valued at \$44.5 million (USD) for [Puma™ II AE](#) small UAS featuring the new [Mantis i45 sensor](#).

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20180306006697/en/>



"This contract for the ground forces of a Middle East regional power, and our largest international order to date, reflects AeroVironment's continually growing international customer base and our ongoing commitment to equipping more allied forces with the innovative UAS solutions needed to ensure successful missions in a wide range of operations," said Kirk Flittie, vice president and general manager of AeroVironment's Unmanned Aircraft Systems business segment.

Puma AE UAS equipped with the Mantis i45 sensor suite enables operators to see better and farther than ever before, providing more actionable intelligence so users can proceed with certainty. Capable of ground and water landings, the rugged, portable and fully waterproof Puma AE gives operators unmatched operational flexibility in the small UAS class.

AeroVironment's Puma™ II AE small UAS featuring the new Mantis i45 sensor, has been chosen by a major country in the Middle East. (Photo: Business Wire)

that delivers dramatically improved imaging capabilities to give military users world-class ISR capabilities comparable to platforms many times the size and cost of Puma AE. In operations, the Mantis i45 reduces the likelihood of detection by increasing the distance between the Puma AE and areas of interest while still providing the clarity and image quality of a close-range asset. Its high-resolution imagery also aids in target analysis, positive identification and enables operators to identify threats to friendly forces more effectively. By minimizing Puma's exposure to detection by the enemy, the Mantis i45 greatly improves its ability to complete reconnaissance missions safely and effectively.

The onboard Mantis i45 electro-optical/infrared (EO/IR) gimbal sensor suite is a powerful, versatile and high-value tool

Puma AE's enhanced precision navigation system with secondary GPS provides optimal positional accuracy and reliability. Moreover, AeroVironment's common ground control system (GCS) allows the operator to control the aircraft manually or program it for GPS-based autonomous navigation.

"AeroVironment's small UAS are transforming the way U.S. and allied ground forces around the world plan, train, equip and

operate - giving them the tools needed to proceed with certainty in the most challenging circumstances," said Flittie.

About AeroVironment Small UAS

[RQ-11B Raven®](#), [RQ-12 Wasp®](#), and [RQ-20A and B Puma™](#) comprise AeroVironment's Family of Small Unmanned Aircraft Systems. Operating with a [common ground control system \(GCS\)](#), this Family of Systems provides increased capability to the warfighter that can give 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, fixed installations, naval vessels and security personnel. AeroVironment provides logistics services worldwide to ensure a consistently high level of operational readiness and provides mission services for customers requiring only the information its small UAS produce. AeroVironment has delivered thousands of new and replacement small unmanned air vehicles to customers within the United States and to more than 40 international governments.

About AeroVironment

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, tactical missile systems and electric vehicle charging and test systems, and serves militaries, government agencies, businesses and consumers. 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; our reliance on sales to the U.S. government; changes in the timing and/or amount of government spending; changes in the supply and/or demand and/or prices for our products and services; 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, including our most recent Annual Report on Form 10-K and Quarterly Reports on 10-Q. 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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