



August 24, 2015

U.S. Army Awards AeroVironment Contracts Totaling \$47 Million for RQ-11B Raven and RQ-20A Puma AE Unmanned Aircraft Systems Sustainment

- Raven and Puma continue to support soldiers with critical situational awareness anywhere, anytime
- Sustainment of Raven and Puma fleets ensures operational readiness

MONROVIA, Calif.--(BUSINESS WIRE)-- [AeroVironment, Inc.](#) (NASDAQ: AVAV) today announced receipt since May 1, 2015 of ten orders from the United States Army totaling \$47.1 million for [RQ-11B Raven®](#) and [RQ-20A Puma AE](#) unmanned aircraft systems (UAS) sustainment. This total value includes seven orders awarded on July 23 totaling \$35,196,388.

This Smart News Release features multimedia. View the full release here:
<http://www.businesswire.com/news/home/20150824005506/en/>



AeroVironment's RQ-11B Raven Small Unmanned Aircraft Systems (UAS) (Photo: Business Wire)

insight, on-demand, that helps them operate more safely and effectively."

About AeroVironment Small UAS

[RQ-11B Raven®](#), [RQ-12 Wasp®AE](#), [RQ-20A Puma AE](#) and [Shrike VTOL™](#) 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 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 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 30 allied governments.

The Puma AE small UAS comprises one component of AeroVironment's advanced, turnkey data collection, processing and delivery solution employed to provide commercial customers with engineering-quality information, on-demand, across multiple industries such as oil & gas, agriculture, mining and others. The [Qube®](#) small UAS is tailored to law enforcement, first response

The AeroVironment Raven, the most widely used UAS in the world today, is a lightweight solution designed for rapid deployment and high mobility for military applications requiring low-altitude surveillance and reconnaissance intelligence. The AeroVironment Puma AE is a small UAS designed for land-based and maritime operations. Capable of landing in salt water or on the ground, the Puma AE empowers the operator with a level of operational flexibility never before available in the small UAS class.

"Sustaining the Army's large fleet of Raven and Puma AE systems ensures that soldiers continue to have the most effective, reliable and adaptable small UAS available to support them wherever and whenever required," said Kirk Flittie, vice president and general manager of AeroVironment's UAS business segment. "These contracts assure that American soldiers can continue to rely on our combat-proven solutions to deliver powerful

and other public safety missions. Small enough to fit easily in the trunk of a car, the Qube system can be unpacked, assembled and ready for flight in less than five minutes, giving the operator a rapidly deployable eye in the sky at a fraction of the cost of manned aircraft and large unmanned aircraft.

About AeroVironment, Inc.

AeroVironment is a technology solutions provider that designs, develops, produces, supports and operates an advanced portfolio of unmanned aircraft systems (UAS) and electric transportation solutions. The company's electric-powered, hand-launched unmanned aircraft systems generate and process data to deliver powerful insight, on-demand, to people engaged in military, public safety and commercial activities around the world. Global Observer® is a hybrid-electric, stratospheric UAS designed to provide affordable, persistent reconnaissance and communication over any location on the globe. The Switchblade™ tactical missile system enables the infantry squad and other customers with increased lethality, reach and force protection through its rapid deployment, direct fire and collateral damage avoidance capabilities. AeroVironment's electric transportation solutions include a comprehensive suite of electric vehicle (EV) charging systems, installation and network services for consumers, automakers, utilities and government agencies, power cycling and test systems for EV developers and industrial electric vehicle charging systems for commercial fleets. More information about AeroVironment is available at 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.

For additional media and information, please follow us at:

Facebook: <http://www.facebook.com/#!/pages/AeroVironment-Inc/91762492182>

Twitter: <http://www.twitter.com/aerovironment>

YouTube: <http://www.youtube.com/user/AeroVironmentInc>

Google+: <https://plus.google.com/100557642515390130818/posts>

View source version on [businesswire.com](http://www.businesswire.com/news/home/20150824005506/en/): <http://www.businesswire.com/news/home/20150824005506/en/>

AeroVironment, Inc.
Steven Gitlin, 626-357-9983
pr@avinc.com

or
For AeroVironment, Inc.
Mark Boyer, 310-229-5956
mark@boyersyndicate.com

Source: AeroVironment, Inc.

News Provided by Acquire Media