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Seven Allied Nations to Acquire AeroVironment Raven Unmanned Aircraft Systems in \$18.5 Million U.S. Army Foreign Military Sales Awards

- AeroVironment is recognized worldwide as the go-to source for small unmanned aircraft solutions that help people and enterprises operate more safely and effectively
- Raven remains the most widely used unmanned aircraft system

WASHINGTON--(BUSINESS WIRE)-- **AUSA - [AeroVironment, Inc.](#)** (NASDAQ: AVAV) today announced it has been awarded a firm-fixed-price contract from the United States Army totaling \$18,485,495 to supply initial [RQ-11B Raven®](#) unmanned aircraft systems (UAS), spare parts and contractor logistics services to seven allied nations through the Foreign Military Sales (FMS) program.

This Smart News Release features multimedia. View the full release here:
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AeroVironment's RQ-11B Raven Small Unmanned Aircraft Systems (UAS) (Photo: Business Wire)

The AeroVironment Raven is the most widely used unmanned aircraft system in the world today. It 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).

"Allied forces around the globe are increasingly relying on AeroVironment as the go-to source for small UAS that deliver powerful insight, on demand for valuable, real-time situational awareness - whenever and wherever needed," said Kirk Flittie, AeroVironment vice president and general manager of its Unmanned Aircraft Systems business segment. "Our systems help military personnel and enterprises operate more safely and effectively in some of the most challenging conditions and places on earth."

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 the United States and allied customers.

The [Puma AE small UAS](#) comprises one component of AeroVironment's advanced, turnkey data collection, processing and delivery solution employed to provide enterprise customers with engineering-quality information, on demand, across multiple

industries such as oil & gas, agriculture, utilities, transportation and others.

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.

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