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## AeroVironment, Inc. Corporate Overview

### Background

[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. Agencies of the U.S. Department of Defense and allied military services use the company's electric-powered, [hand-launched unmanned aircraft systems](#) extensively to provide situational awareness to tactical operating units through real-time, airborne reconnaissance, surveillance and communication. 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](http://www.avinc.com).

#### Exchange: Symbol

NASDAQ: AVAV

Initial Public Offering, January 2007

#### Founded

1971

661 Employees as of April 30, 2017

#### Annual Revenue (in millions of USD; fiscal year ends April 30)

<b>2006</b> - \$ 139.4	<b>2015</b> - \$259.3
<b>2007</b> - \$ 173.7	<b>2016</b> - \$264.1
<b>2008</b> - \$ 215.7	<b>2017</b> - \$264.9
<b>2009</b> - \$ 247.7	
<b>2010</b> - \$ 249.5	
<b>2011</b> - \$ 292.5	
<b>2012</b> - \$ 325.0	
<b>2013</b> - \$ 240.1	
<b>2014</b> - \$ 251.7	

#### Corporate Headquarters

800 Royal Oaks Drive, Suite 210  
Monrovia, CA 91016-6347

## **Businesses**

### ***Unmanned Aircraft Systems***

- [Small UAS](#): Raven®, Wasp AE™, Puma AE™, Shrike VTOL™
- Public Safety UAS: [Qube](#)™
- UAS under development: [Switchblade](#)™
- [Digital Data Link](#)™ (DDL™)
- UAS Services: Mission services, training, repairs and spare parts
- [Mantis](#)™ line of gimballed sensor payloads

### ***Efficient Energy Systems***

- [Electric Vehicle Charging Solutions](#): Passenger and Fleet Electric Vehicle Charging Systems, Installation Service and Data Communications
- [Power Cycling and Test Systems](#)
- [PosiCharge](#)® Industrial Electric Vehicle Fast Charge System

## **Executive Management Team**

Wahid Nawabi – President and Chief Executive Officer

Teresa Covington – Senior Vice President and Chief Financial Officer

Kirk Flittie – Vice President and General Manager, Unmanned Aircraft Systems

Ken Karklin – Vice President and General Manager, Efficient Energy Systems

## **History**

The company was founded in 1971 by the late Dr. Paul B. MacCready, an internationally renowned innovator whose approach to problem solving and engineering remains central to AeroVironment's culture. Among a number of accolades, Dr. MacCready was selected as one of Time Magazine's "20<sup>th</sup> Century's Greatest Minds."

The innovations of the company and its founder include, among others:

- The world's first effective human-powered and manned solar-powered airplanes

- The first modern consumer electric car (the EV-1 prototype for General Motors)
- The world's highest flying airplane in level flight, Helios, a solar-powered unmanned aircraft that reached more than 96,000 feet in 2001
- The world's first liquid hydrogen-powered unmanned aircraft system (Global Observer prototype)
- The most prolific unmanned aircraft system in the world – RQ-11B Raven®
- The world's first hummingbird-like UAV, the Nano Hummingbird

Seven AeroVironment innovations are part of the Smithsonian Institution's collection.

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