

January 23, 2023

To: Our Valued Customer

Subject: Quantix Sunset Customer Announcement.

AeroVironment (AV) is committed to bringing you the highest quality Small Unmanned Aerial System (SUAS) solutions to meet your continuing operations. As AV continues to develop and release new products, we must continually evaluate our product portfolio to ensure we can continue to meet the quality we all expect from AV products.

The purpose of this notification is to inform you of AV's sunsetting of the Quantix UAS lines. Due to many circumstances, AV will be unable to support the Quantix line in the near future. AV will no longer be selling new customers Quantix Mapper or Recon systems effective 31 January 2023. Understanding the potential impact for our valued existing customers, we have outlined the following sunset plan to minimize these impacts as much as possible. Until 28 February 2023, AV will accept additional new system orders from existing customers to allow our existing customers to make sure they have the Quantix systems needed to complete missions into the future. To ensure support of these and existing systems, AV will sell spare parts (Batteries, propeller kits, chargers, etc.) until 31 December 2023. The final step in the sunset plan involves decommissioning the terrain server that the Quantix Mapper GCS tablets use to get terrain data for new mission areas; currently scheduled for 31 December 2024. After this date Quantix Mapper tablets will no longer be able to create missions in new areas. Users can create missions in the areas they need before the end of 2024 and then continue to fly those missions as long as their system continues to function.

AV is committed to the long term relationships developed with our customers and looks forward to continuing the relationship with your organization in the future with our new and innovative SUAS solutions. The purpose of the staged sunset of the Quantix line is to ensure supporting our valued customers until our future AV SUAS solutions are available to meet the Quantix missions. If communications have not already been initiated, please be advised to contact your AV Business Development or Program Management representative.

FOR FURTHER INFORMATION CONTACT

Contact AeroVironment Technical Support, Program Manager, or other point of contact for further details.

AeroVironment Technical Support: customerservice@avinc.com