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AeroVironment and eMotorWerks Team Up to Offer Smart Advanced Electric Vehicle Charging Solutions for EV Customers and Utilities

- | eMotorWerks' smart grid technology expands AeroVironment's smart product capabilities for EV customers
- | eMotorWerks' JuiceNet platform offers cloud-connected and intelligent grid charging solutions, including green-charging for renewables
- | AeroVironment's chargers, selected by eight global auto manufacturers and combined with eMotorWerks' innovative cloud technology, deliver unique and compelling EV charging solutions

MONROVIA, Calif. & SAN CARLOS, Calif.--(BUSINESS WIRE)-- Both customers and electric utilities across the US are set to gain more options and control over electric vehicle charging through the collaboration of [AeroVironment, Inc.](#) (NASDAQ: AVAV), a leader in electric vehicle (EV) charging and the preferred electric vehicle charging solution supplier for eight global automakers, and [eMotorWerks](#), a leading provider of intelligent and cloud-connected smart-grid charging solutions. By integrating eMotorWerks' JuiceNet smart-grid EV charging platform into AeroVironment's line of consumer and OEM EV charging solutions, both companies aim to provide increased charging capabilities to customers and electric demand load aggregation for utilities.

This Smart News Release features multimedia. View the full release here:

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The AeroVironment EVSE-RS with built-in JuiceNet technology and connected JuiceNet Mobile App (Photo: Business Wire)

that correspond to lower utility rates, saving customers money on charging.

For electric utilities, the JuiceNet integration, via open APIs and industry standards such as OpenADR, makes it possible to aggregate fleets of charging EVs. Such a high level of control over EV charging load allows utilities to modulate energy demand on the grid, and to shift and spread out EV charging loads to times when renewable resources are more abundant or energy rates are lower.

"AeroVironment is a recognized industry pioneer and leader in EV charging solutions," said Valery Miftakhov, founder and CEO of eMotorWerks. "Drivers and car manufacturers will get the best of both worlds through integrating our cloud solutions with AeroVironment's broad range of safe, proven, EV charging solutions. Together we will offer the best products to our customers to power the continued adoption of EVs."

"Our goal is to help our customers succeed by providing them with valuable capabilities, and our new relationship with eMotorWerks helps us achieve that goal," said Ken Karklin, vice president and general manager, Efficient Energy Systems for AeroVironment. "Like AeroVironment, eMotorWerks is an innovative company, and working together we look forward to helping EV drivers and utilities proceed with certainty."

AeroVironment charging solutions with integrated eMotorWerks' JuiceNet will enable EV drivers to gain benefits that include smartphone, web and Amazon Alexa voice control over charging, real time and historic energy usage for cars, notifications of charging status, load balancing two or more EVSEs on the same electrical circuit to share the load while avoiding tripping breakers, and setting charging schedules

The integration of eMotorWerks' market-leading solutions for smart-grid charging enables EV drivers to control their charging via smartphone applications, and in certain geographies, earn frequent charging rewards through eMotorWerks' exclusive platform and utility partnerships. Drivers can also optimize the mix of renewable energy used when charging their vehicles. JuiceNet has the capability to increase the relative percentage of renewable energy used to charge a driver's EV by setting the "Green Charging" feature. Charge times are automatically optimized to match the periods of highest renewable energy generation on the grid. In certain California geographies customers can earn rewards dollars for using this feature, which will be expanding in the future to locations outside of California.

More information about AeroVironment's EV charging solutions is available at www.evsolutions.com.

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 electric vehicle charging and test systems, and unmanned aircraft systems, and serves businesses, consumers, and government agencies. For more information visit www.avinc.com.

About eMotorWerks

Founded in 2010, and based in the San Francisco Bay Area, eMotorWerks is revolutionizing the electric vehicle (EV) charging market with its JuiceNet-enabled smart grid EV charging solutions. JuiceNet enabled devices, such as the company's connected, high-power JuiceBox charging stations, maximize charging efficiency and speed while providing EV owners intuitive control and visibility. By shifting when and how much electricity JuiceNet-enabled stations draw from the grid, eMotorWerks helps utilities and grid operators reduce electricity costs, ease grid congestion, and maximize the use of solar and wind power. eMotorWerks contracts with grid operators for those services and shares back a portion of proceeds to EV drivers via upfront purchase discounts and ongoing rewards for smart-grid charging. For more information on eMotorWerks, visit www.emotorwerks.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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