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## **AeroVironment Automated Quantix Hybrid Drone and AV Decision Support System Now Available; A Powerfully Simple-to-Use and Fully Integrated Drone and Data Processing Solution Delivering Actionable Intelligence for the Farm**

- | Completely automated Quantix hybrid and AV DSS solution now available through AeroVironment's approved agriculture reseller network
- | Users can scan and upload as many acres as needed for advanced data analysis
- | Come see AeroVironment's first-of-its-kind automated drone at premier agriculture tradeshow and enter for a chance to win a Quantix and AV DSS bundle

MONROVIA, Calif.--(BUSINESS WIRE)-- [AeroVironment, Inc.](http://www.aerovironment.com) (NASDAQ: AVAV), a global leader in unmanned aircraft systems for both defense and commercial applications, today announced that its automated Quantix™ hybrid drone and AeroVironment Decision Support System (AV DSS™) analytics software are now available for sale through its authorized reseller network. AeroVironment will be showcasing this pioneering ecosystem at three upcoming tradeshow: World Ag Expo, National Farm Machinery Show and Commodity Classic. Show attendees will have the opportunity to enter a drawing to win a complete Quantix hybrid drone and AV DSS bundle, valued at \$16,500.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20180131005543/en/>



AeroVironment Quantix Hybrid Drone and AV Decision Support System now available for purchase (Photo: Business Wire)

development of Quantix and AV DSS we worked closely with growers to identify the most meaningful benefits delivered by our drone ecosystem," said Jeff Rodrian, Commercial Information Solutions director. "We helped farmers use aerial imagery and analytics to assess the effectiveness of their growing processes, improve their scouting efficiency, and learn from changes in historical data to make improvements year-over-year."

A Quantix hybrid drone and one-year subscription to AV DSS, with the ability to upload all the acreage needed for advanced data analysis, has an MSRP of \$16,500. The complete solution includes an automated Quantix hybrid drone with integrated true color and multispectral cameras, controller tablet with flight software and Quick-Look maps to conduct in-field assessments, battery and charger, plus a one-year subscription to AV DSS software delivering image processing, advanced

"We are offering farmers the first fully integrated drone, sensor and software information solution, that's as easy to use as an app, for collecting and using aerial imagery," said Kirk Flittie, vice president and general manager of AeroVironment's Unmanned Aircraft Systems business segment. "Farmers can now survey their entire farm more efficiently and accurately, on their schedule, to enable better decision making and farm management. We think this represents a turning point for the commercial use of drone technology, and we look forward to helping farmers everywhere gain information superiority in their ongoing battle against uncertainty."

With Quick-Look™, farmers can view Quantix data in the field after each flight, offering a near real-time view of their farm. For higher resolution, advanced analytics, and historical trend analysis, imagery is processed through AV DSS using proprietary algorithms. "Throughout the

analytics, comparative analysis and historical reporting. Users can also download the AV DSS Survey Mobile App that allows them to collect and upload georeferenced images and notes automatically to AV DSS.

### **Enter for a Chance to Win a Free Ecosystem**

AeroVironment will conduct drawings for a Quantix hybrid drone and AV DSS bundle at World Ag Expo, National Farm Machinery Show and Commodity Classic. Show attendees can enter for a chance to win one bundle at each show by visiting the AeroVironment booth to fill out an entry form.

Customers can now purchase the Quantix hybrid drone and AV DSS from local authorized resellers. Click [here](#) to find a local dealer and check back as AeroVironment expands its dealer network in the coming months. Customers can also buy online [if a local dealer is not available](#) by visiting [www.AVdroneanalytics.com](http://www.AVdroneanalytics.com).

To learn more about becoming a dealer, please visit <https://www.avdroneanalytics.com/partner/>.

### **Meet AeroVironment at Select Trade Shows**

World Ag Expo, Tulare, Calif., Feb. 13-15 - Booth 3006, Building C  
National Farm Machinery Show, Louisville, Ky., Feb. 14-17 - Booth 7458 & 7456  
Commodity Classic, Anaheim, Calif., Feb. 27- Mar. 1 - Booth 2073

#### Recommended Tweet for Media

The wait is over. Quantix hybrid #drone and AV DSS are available for purchase with special bundled offers.  
<http://bit.ly/2mwA5lv>

### **About AeroVironment, Inc. (AV)**

AeroVironment (NASDAQ: AVAV) provides customers with more actionable intelligence so they can proceed with certainty. Based in California, AeroVironment is a global leader in unmanned aircraft systems, tactical missile systems and electric vehicle charging and test systems, and serves militaries, government agencies, businesses and consumers. For more information visit [www.avinc.com](http://www.avinc.com). For information specifically on Quantix hybrid drone and AV DSS analytics software visit [www.avdroneanalytics.com](http://www.avdroneanalytics.com).

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### **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; 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. 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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