

POLICIES, PROCEDURES AND GUIDELINES

NO. BP-05

DATE: 28 AUGUST 2018

SUBJECT: COMMUNICATIONS WITH THE BOARD OF DIRECTORS OF RAVEN INDUSTRIES, INC.

The Board of Directors (the "Board") believes that the most efficient means for shareholders and other interested parties to raise issues and questions and to get a response is to direct such communications to the Corporate Secretary of the Company. Other methods are also described in the Investors section of the Company's public website, www.ravenind.com.

If, notwithstanding these methods, a shareholder or other interested party wishes to direct a communication specifically to the Board of Directors, a letter to the Board is the most appropriate method. To insure that the communication is properly directed in a timely manner, it should be clearly identified as intended for the Board:

Raven Industries, Inc.
Attention: Board Communications – (Director Name, if applicable)
P.O. Box 5107
Sioux Falls, SD 57117-5107

The Corporate Secretary will collect and organize all such communications. The Corporate Secretary will forward all communications to the director or directors to whom the communication is addressed; however, advertisements, invitations to conferences, solicitations, or promotional or inappropriate material, in the discretion of the Corporate Secretary, may not be forwarded to the directors. A summary of communications received will be periodically provided to the Company's Governance Committee.

The Board believes that the Company should speak with one voice and has empowered management to speak on the Company's behalf subject to the Board's oversight and guidance on specific issues. Therefore, in most circumstances, the Board will not respond directly to inquiries but may take relevant ideas, concerns and positions into consideration.

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