

## POLICIES, PROCEDURES AND GUIDELINES

NO. BP-03

DATE: 26 AUGUST 2014

SUBJECT: RELATED PARTY TRANSACTIONS POLICY FOR  
RAVEN INDUSTRIES, INC.

### A. INTRODUCTION

The Board of Directors recognizes that related party transactions present a heightened risk of conflicts of interest and/or improper valuation (or the perception thereof) and therefore has adopted this policy which shall be followed in connection with all related party transactions involving the Company.

Under this policy, any "Related Party Transaction" shall be consummated or shall continue only if:

1. A majority of the disinterested members of the Audit Committee shall approve or ratify such transaction in accordance with the guidelines set forth in this policy and if the transaction is on terms comparable to those that could reasonably be expected to be obtained in arm's length dealings with an unrelated third party; and
2. If the transaction involves compensation, it is approved by the Company's Personnel & Compensation Committee.

For these purposes, a "Related Party" is:

1. A senior officer (which shall include at a minimum each vice president and Section 16 officer) or director of the Company;
2. A shareholder owning in excess of five percent of the Company (or its controlled affiliates);
3. A person who is an immediate family member of a senior officer or director; or
4. An entity which is owned or controlled by someone listed in 1, 2 or 3 above, or an entity in which someone listed in 1, 2 or 3 above has a substantial ownership interest or control of such entity.

For these purposes, a "Related Party Transaction" is a transaction between the Company and any Related Party (including any transactions requiring disclosure under Item 404 of Regulation S-K under the Securities Exchange Act of 1934), other than:

1. Transactions available to all employees generally; and
2. Transactions involving less than \$25,000 when aggregated with all similar transactions.

## B. AUDIT COMMITTEE APPROVAL

The Board of Directors has determined that the Audit Committee of the Board is best suited to review and approve Related Party Transactions. Accordingly, at each regularly scheduled Audit Committee meeting, management shall recommend Related Party Transactions to be entered into by the Company, including the proposed aggregate value of such transactions, if applicable. The Audit Committee may, in its discretion, call a special meeting of the Committee to consider a Related Party Transaction at any time. After review, a majority of the disinterested members of the Committee shall approve or disapprove such transactions and at each subsequently scheduled meeting, management shall update the Committee as to any material change to those proposed transactions.

## C. CORPORATE OPPORTUNITY

The Board recognizes that situations exist where a significant opportunity may be presented to management or a member of the Board of Directors that may equally be available to the Company, either directly or via referral. Before such opportunity may be consummated by a Related Party (other than an otherwise unaffiliated 5% shareholder that beneficially owns less than ten percent of the Company's outstanding common stock), such opportunity shall be presented to the Board of Directors of the Company for consideration.

## D. DISCLOSURE

All Related Party Transactions are to be disclosed in the Company's applicable filings as required by the Securities Act of 1933 and the Securities Exchange Act of 1934 and related rules. Furthermore, all Related Party Transactions shall be disclosed to the Audit Committee of the Board and any material Related Party Transaction shall be disclosed to the full Board of Directors.