

RAVEN INDUSTRIES INC  
Form 10-Q  
August 26, 2014

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-Q  
(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the quarterly period ended July 31, 2014

OR  
 TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 001-07982

RAVEN INDUSTRIES, INC.

(Exact name of registrant as specified in its charter)

South Dakota

(State or other jurisdiction of incorporation or  
organization)

46-0246171

(IRS Employer Identification No.)

205 East 6th Street, P.O. Box 5107, Sioux Falls, SD 57117-5107

(Address of principal executive offices)

(605) 336-2750

(Registrant's telephone number including area code)

Not Applicable

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.  Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).  Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company   
(Do not check if a smaller reporting  
company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  Yes  No

As of August 22, 2014 there were 36,493,698 shares of common stock, \$1 par value, of Raven Industries, Inc. outstanding. There were no other classes of stock outstanding.

RAVEN INDUSTRIES, INC.  
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## PART I — FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

RAVEN INDUSTRIES, INC.  
CONSOLIDATED BALANCE SHEETS  
(unaudited)

| (Dollars and shares in thousands, except per-share data)  | July 31,<br>2014 | January 31,<br>2014 | July 31,<br>2013 |
|---|------------------|---------------------|------------------|
| <b>ASSETS</b>   |                  |                     |                  |
| Current assets  |                  |                     |                  |
| Cash and cash equivalents   | \$62,161         | \$52,987            | \$55,717         |
| Short-term investments  | 250              | 250                 | —                |
| Accounts receivable, net  | 52,453           | 54,643              | 49,199           |
| Inventories   | 51,256           | 54,865              | 54,362           |
| Deferred income taxes   | 3,406            | 3,372               | 3,225            |
| Other current assets  | 5,751            | 3,288               | 3,259            |
| Total current assets  | 175,277          | 169,405             | 165,762          |
| Property, plant and equipment, net  | 97,806           | 98,076              | 90,265           |
| Goodwill  | 25,420           | 22,274              | 22,274           |
| Amortizable intangible assets, net  | 9,514            | 8,156               | 8,360            |
| Other assets, net   | 3,858            | 3,908               | 4,145            |
| <b>TOTAL ASSETS</b>   | <b>\$311,875</b> | <b>\$301,819</b>    | <b>\$290,806</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>   |                  |                     |                  |
| Current liabilities   |                  |                     |                  |
| Accounts payable  | \$9,483          | \$12,324            | \$18,259         |
| Accrued liabilities   | 15,276           | 16,248              | 15,291           |
| Customer advances   | 1,697            | 1,247               | 979              |
| Total current liabilities   | 26,456           | 29,819              | 34,529           |
| Other liabilities   | 21,138           | 20,538              | 18,963           |
| Commitments and contingencies   |                  |                     |                  |
| Shareholders' equity  |                  |                     |                  |
| Common stock, \$1 par value, authorized shares 100,000; issued 65,376; 65,318; and 65,282, respectively | 65,376           | 65,318              | 65,282           |
| Paid-in capital   | 13,505           | 10,556              | 8,198            |
| Retained earnings   | 240,971          | 231,029             | 219,253          |
| Accumulated other comprehensive loss  | (2,254)          | (2,179)             | (2,153)          |
| Treasury stock at cost, 28,897 shares   | (53,362)         | (53,362)            | (53,362)         |
| Total Raven Industries, Inc. shareholders' equity   | 264,236          | 251,362             | 237,218          |
| Noncontrolling interest   | 45               | 100                 | 96               |
| Total shareholders' equity  | 264,281          | 251,462             | 237,314          |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>   | <b>\$311,875</b> | <b>\$301,819</b>    | <b>\$290,806</b> |

The accompanying notes are an integral part of the unaudited consolidated financial statements.

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## RAVEN INDUSTRIES, INC.

## CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME

(unaudited)

| (Dollars in thousands, except per-share data)   | Three Months Ended |                  | Six Months Ended |                  |
|---|--------------------|------------------|------------------|------------------|
|   | July 31,<br>2014   | July 31,<br>2013 | July 31,<br>2014 | July 31,<br>2013 |
| Net sales   | \$94,485           | \$93,421         | \$196,995        | \$197,101        |
| Cost of sales   | 68,827             | 66,686           | 139,571          | 135,450          |
| Gross profit  | 25,658             | 26,735           | 57,424           | 61,651           |
| Research and development expenses   | 4,385              | 3,989            | 9,357            | 8,225            |
| Selling, general and administrative expenses  | 10,577             | 10,178           | 20,839           | 19,924           |
| Operating income  | 10,696             | 12,568           | 27,228           | 33,502           |
| Other (expense), net  | (59                | ) (219           | ) (138           | ) (417           |
| Income before income taxes  | 10,637             | 12,349           | 27,090           | 33,085           |
| Income taxes  | 2,890              | 4,012            | 8,309            | 10,754           |
| Net income  | 7,747              | 8,337            | 18,781           | 22,331           |
| Net income (loss) attributable to the noncontrolling interest                                   | 28                 | 4                | 24               | (5               |
| Net income attributable to Raven Industries, Inc.   | \$7,719            | \$8,333          | \$18,757         | \$22,336         |
| Net income per common share:  |                    |                  |                  |                  |
| Basic   | \$0.21             | \$0.23           | \$0.51           | \$0.61           |
| Diluted   | \$0.21             | \$0.23           | \$0.51           | \$0.61           |
| Cash dividends paid per common share  | \$0.12             | \$0.12           | \$0.24           | \$0.24           |
| Comprehensive income:   |                    |                  |                  |                  |
| Net income  | \$7,747            | \$8,337          | \$18,781         | \$22,331         |
| Other comprehensive income (loss), net of tax:  |                    |                  |                  |                  |
| Foreign currency translation  | (199               | ) (63            | ) (125           | ) (117           |
| Postretirement benefits, net of income tax benefit of \$12, \$16<br>\$26 and \$32, respectively | 26                 | 29               | 50               | 59               |
| Other comprehensive (loss), net of tax  | (173               | ) (34            | ) (75            | ) (58            |
| Comprehensive income  | 7,574              | 8,303            | 18,706           | 22,273           |
| Comprehensive income (loss) attributable to noncontrolling<br>interest                          | 28                 | 4                | 24               | (5               |
| Comprehensive income attributable to Raven Industries, Inc.                                     | \$7,546            | \$8,299          | \$18,682         | \$22,278         |

The accompanying notes are an integral part of the unaudited consolidated financial statements.



RAVEN INDUSTRIES, INC.  
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY  
(unaudited)

| (Dollars in thousands,<br>except per-share<br>amounts)   | \$1 Par<br>Common<br>Stock | Paid-in<br>Capital | Treasury Stock |            | Retained<br>Earnings | Accumulated<br>Other<br>Comprehensive<br>Income<br>(Loss) | Raven<br>Industries,<br>Inc. Equity | Non-<br>controlling<br>Interest | Total<br>Equity |
|--|----------------------------|--------------------|----------------|------------|----------------------|---|-------------------------------------|---------------------------------|-----------------|
|  |                            |                    | Shares         | Cost       |                      |   |                                     |                                 |                 |
| Balance January 31,<br>2013  | \$65,223                   | \$5,885            | 28,897         | \$(53,362) | \$205,695            | \$ (2,095 )   | \$221,346                           | \$ 101                          | \$221,447       |
| Net income (loss)  | —                          | —                  | —              | —          | 22,336               | —   | 22,336                              | (5 )                            | 22,331          |
| Other comprehensive<br>income (loss):  |                            |                    |                |            |                      |   |                                     |                                 |                 |
| Cumulative foreign<br>currency translation<br>adjustment   | —                          | —                  | —              | —          | —                    | (117 )  | (117 )                              | —                               | (117 )          |
| Postretirement benefits<br>reclassified from<br>accumulated other<br>comprehensive income<br>(loss) after tax benefit of<br>\$32 | —                          | —                  | —              | —          | —                    | 59  | 59                                  | —                               | 59              |
| Cash dividends (\$0.24<br>per share)   | —                          | 51                 | —              | —          | (8,778 )             | —   | (8,727 )                            | —                               | (8,727 )        |
| Stock surrendered upon<br>exercise of stock options  | (51 )                      | (1,581 )           | —              | —          | —                    | —   | (1,632 )                            | —                               | (1,632 )        |
| Employees' stock<br>options exercised  | 110                        | 1,320              | —              | —          | —                    | —   | 1,430                               | —                               | 1,430           |
| Share-based<br>compensation  | —                          | 2,276              | —              | —          | —                    | —   | 2,276                               | —                               | 2,276           |
| Tax benefit from<br>exercise of stock options  | —                          | 247                | —              | —          | —                    | —   | 247                                 | —                               | 247             |
| Balance July 31, 2013  | \$65,282                   | \$8,198            | 28,897         | \$(53,362) | \$219,253            | \$ (2,153 )   | \$237,218                           | \$ 96                           | \$237,314       |
| Balance January 31,<br>2014  | \$65,318                   | \$10,556           | 28,897         | \$(53,362) | \$231,029            | \$ (2,179 )   | \$251,362                           | \$ 100                          | \$251,462       |
| Net income (loss)  | —                          | —                  | —              | —          | 18,757               | —   | 18,757                              | 24                              | 18,781          |
| Other comprehensive<br>income (loss):  |                            |                    |                |            |                      |   |                                     |                                 |                 |
| Cumulative foreign<br>currency translation<br>adjustment   | —                          | —                  | —              | —          | —                    | (125 )  | (125 )                              | —                               | (125 )          |
| Postretirement benefits<br>reclassified from<br>accumulated other<br>comprehensive income<br>(loss) after tax benefit of         | —                          | —                  | —              | —          | —                    | 50  | 50                                  | —                               | 50              |

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|   |           |           |        |            |           |             |            |       |            |
|---|-----------|-----------|--------|------------|-----------|-------------|------------|-------|------------|
| \$26  |           |           |        |            |           |             |            |       |            |
| Cash dividends (\$0.24 per share)   | —         | 68        | —      | —          | (8,815 )  | —           | (8,747 )   | —     | (8,747 )   |
| Dividends of less than wholly-owned subsidiary paid to non-controlling interest | —         | —         | —      | —          | —         | —           | —          | (79 ) | (79 )      |
| Director shares issued  | 18        | (18 )     | —      | —          | —         | —           | —          | —     | —          |
| Stock surrendered upon exercise of stock options                                | (13 )     | (411 )    | —      | —          | —         | —           | (424 )     | —     | (424 )     |
| Employees' stock options exercised  | 53        | 829       | —      | —          | —         | —           | 882        | —     | 882        |
| Share-based compensation  | —         | 2,428     | —      | —          | —         | —           | 2,428      | —     | 2,428      |
| Tax benefit from exercise of stock options                                      | —         | 53        | —      | —          | —         | —           | 53         | —     | 53         |
| Balance July 31, 2014   | \$ 65,376 | \$ 13,505 | 28,897 | \$(53,362) | \$240,971 | \$ (2,254 ) | \$ 264,236 | \$ 45 | \$ 264,281 |

The accompanying notes are an integral part of the unaudited consolidated financial statements.

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RAVEN INDUSTRIES, INC.  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(unaudited)

| (Dollars in thousands)  | Six Months Ended |                  |
|---|------------------|------------------|
|   | July 31,<br>2014 | July 31,<br>2013 |
| <b>OPERATING ACTIVITIES:</b>  |                  |                  |
| Net income  | \$18,781         | \$22,331         |
| Adjustments to reconcile net income to net cash provided by operating activities: |                  |                  |
| Depreciation and amortization   | 8,373            | 6,653            |
| Change in fair value of acquisition-related contingent consideration              | 363              | 283              |
| Loss from equity investment   | 57               | 111              |
| Deferred income taxes   | (1,769)          | (246)            |
| Share-based compensation expense  | 2,428            | 2,276            |
| Change in operating assets and liabilities:                                       |                  |                  |
| Accounts receivable   | 4,383            | 7,024            |
| Inventories   | 3,967            | (8,197)          |
| Prepaid expense and other assets  | (1,689)          | (1,439)          |
| Operating liabilities   | (3,863)          | 894              |
| Other operating activities, net   | 7                | 47               |
| Net cash provided by operating activities   | 31,038           | 29,737           |
| <b>INVESTING ACTIVITIES:</b>  |                  |                  |
| Capital expenditures  | (7,297)          | (13,746)         |
| Payments related to business acquisitions, net of cash acquired                   | (4,711)          | —                |
| Proceeds from sales of short-term investments                                     | 250              | —                |
| Purchase of short-term investments  | (250)            | —                |
| Other investing activities, net   | (432)            | (534)            |
| Net cash used in investing activities   | (12,440)         | (14,280)         |
| <b>FINANCING ACTIVITIES:</b>  |                  |                  |
| Dividends paid  | (8,826)          | (8,727)          |
| Payments of acquisition-related debt  | (638)            | —                |
| Payments of acquisition-related contingent liability                              | (454)            | (353)            |
| Employee stock option exercises and other financing activities, net               | 511              | 45               |
| Net cash used in financing activities   | (9,407)          | (9,035)          |
| Effect of exchange rate changes on cash   | (17)             | (58)             |
| Net increase in cash and cash equivalents   | 9,174            | 6,364            |
| Cash and cash equivalents at beginning of year                                    | 52,987           | 49,353           |
| Cash and cash equivalents at end of period  | \$62,161         | \$55,717         |

The accompanying notes are an integral part of the unaudited consolidated financial statements.

RAVEN INDUSTRIES, INC.  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(unaudited)  
(Dollars in thousands, except per-share amounts)

(1) BASIS OF PRESENTATION AND PRINCIPLES OF CONSOLIDATION

Raven Industries, Inc. (the Company or Raven) is a diversified technology company providing a variety of products to customers within the industrial, agricultural, energy, construction and military/aerospace markets. The Company is comprised of three unique operating units, or divisions, classified into reportable segments: Applied Technology, Engineered Films and Aerostar.

The accompanying unaudited consolidated financial information, which includes the accounts of Raven and its wholly-owned or controlled subsidiaries, net of intercompany balances and transactions which have been eliminated, has been prepared by the Company in accordance with accounting principles generally accepted in the United States of America (GAAP) for interim financial information and the instructions to Form 10-Q and Article 10 of Regulation S-X of the Securities and Exchange Commission (SEC). Accordingly, it does not include all of the information and notes required by GAAP for complete financial statements. This financial information should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended January 31, 2014.

In the opinion of management, all adjustments (consisting of normal recurring adjustments) considered necessary for a fair statement of this financial information have been included. Financial results for the interim three-month period ended July 31, 2014 are not necessarily indicative of the results that may be expected for the year ending January 31, 2015. The January 31, 2014 consolidated balance sheet was derived from audited financial statements, but does not include all disclosures required by GAAP. Preparing financial statements in conformity with GAAP requires management to make certain estimates and assumptions. These affect the reported amounts of assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Noncontrolling interests represent capital contributions, income and loss attributable to the owners of less than wholly-owned consolidated entities. The Company owns a 75% interest in an entity consolidated under the Aerostar business segment. Given the Company's majority ownership interest, the accounts of the business venture have been consolidated with the accounts of the Company, and a noncontrolling interest has been recorded for the noncontrolling investor interests in the net assets and operations of the business venture.

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

There have been no material changes to the Company's significant accounting policies as described in the Company's Annual Report on Form 10-K for the fiscal year ended January 31, 2014.

(3) NET INCOME PER SHARE

Basic net income per share is computed by dividing net income by the weighted average common shares and stock units outstanding. Diluted net income per share is computed by dividing net income by the weighted average common and common equivalent shares outstanding which includes the shares issuable upon exercise of employee stock options (net of shares assumed purchased with the option proceeds), stock units and restricted stock units outstanding. Performance share awards are included in the diluted calculation based upon what would be issued if the end of the most recent reporting period was the end of the term of the award.

Certain outstanding options and restricted stock units were excluded from the diluted net income per-share calculations because their effect would have been anti-dilutive under the treasury stock method.

The options and restricted stock units excluded from the diluted net income per-share share calculation were as follows:

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|  | Three Months Ended |                  | Six Months Ended |                  |
|--|--------------------|------------------|------------------|------------------|
|  | July 31,<br>2014   | July 31,<br>2013 | July 31,<br>2014 | July 31,<br>2013 |
| Anti-dilutive options and restricted stock units | 623,658            | 674,094          | 502,950          | 628,747          |

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(Dollars in thousands, except per-share amounts)

The computation of earnings per share is presented below:

|   | Three Months Ended |                  | Six Months Ended |                  |
|---|--------------------|------------------|------------------|------------------|
|   | July 31,<br>2014   | July 31,<br>2013 | July 31,<br>2014 | July 31,<br>2013 |
| Numerator:  |                    |                  |                  |                  |
| Net income attributable to Raven Industries, Inc.           | \$7,719            | \$8,333          | \$18,757         | \$22,336         |
| Denominator:  |                    |                  |                  |                  |
| Weighted average common shares outstanding                  | 36,462,600         | 36,375,172       | 36,444,153       | 36,355,522       |
| Weighted average stock units outstanding                    | 68,414             | 70,956           | 70,063           | 64,105           |
| Denominator for basic calculation                           | 36,531,014         | 36,446,128       | 36,514,216       | 36,419,627       |
| Weighted average common shares outstanding                  | 36,462,600         | 36,375,172       | 36,444,153       | 36,355,522       |
| Weighted average stock units outstanding                    | 68,414             | 70,956           | 70,063           | 64,105           |
| Dilutive impact of stock options and restricted stock units | 203,703            | 164,079          | 213,502          | 180,736          |
| Denominator for diluted calculation                         | 36,734,717         | 36,610,207       | 36,727,718       | 36,600,363       |
| Net income per share - basic                                | \$0.21             | \$0.23           | \$0.51           | \$0.61           |
| Net income per share - diluted                              | \$0.21             | \$0.23           | \$0.51           | \$0.61           |

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(Dollars in thousands, except per-share amounts)

(4) SELECTED BALANCE SHEET INFORMATION

Following are the components of selected items from the Consolidated Balance Sheets:

|  | July 31,<br>2014 | January 31,<br>2014 | July 31,<br>2013 |
|--|------------------|---------------------|------------------|
| Accounts receivable, net:                    |                  |                     |                  |
| Trade accounts                               | \$52,797         | \$54,962            | \$49,404         |
| Allowance for doubtful accounts              | (344 )           | (319 )              | (205 )           |
|  | \$52,453         | \$54,643            | \$49,199         |
| Inventories:                                 |                  |                     |                  |
| Finished goods                               | \$7,098          | \$7,232             | \$7,980          |
| In process                                   | 1,694            | 2,131               | 2,562            |
| Materials                                    | 42,464           | 45,502              | 43,820           |
|  | \$51,256         | \$54,865            | \$54,362         |
| Property, plant and equipment, net:          |                  |                     |                  |
| Property, plant and equipment                | \$189,349        | \$182,700           | \$171,392        |
| Accumulated depreciation                     | (91,543 )        | (84,624 )           | (81,127 )        |
|  | \$97,806         | \$98,076            | \$90,265         |
| Accrued liabilities:                         |                  |                     |                  |
| Salaries and benefits                        | \$2,211          | \$1,858             | \$2,391          |
| Vacation                                     | 3,563            | 3,700               | 4,171            |
| 401(k) contributions                         | 309              | 727                 | 417              |
| Insurance obligations                        | 2,166            | 2,428               | 2,321            |
| Warranties                                   | 2,617            | 2,525               | 2,047            |
| Acquisition-related contingent liabilities   | 919              | 890                 | 594              |
| Taxes - accrued and withheld                 | 1,387            | 1,743               | 1,900            |
| Other  | 2,104            | 2,377               | 1,450            |
|  | \$15,276         | \$16,248            | \$15,291         |
| Other liabilities:                           |                  |                     |                  |
| Postretirement benefits                      | \$8,166          | \$7,998             | \$8,208          |
| Acquisition-related contingent consideration | 3,682            | 2,457               | 2,196            |
| Deferred income taxes                        | 2,172            | 3,526               | 2,357            |
| Uncertain tax positions                      | 7,118            | 6,557               | 6,202            |
|  | \$21,138         | \$20,538            | \$18,963         |

(5) ACQUISITIONS OF AND INVESTMENTS IN BUSINESSES AND TECHNOLOGIES

In May 2014, the Company completed the purchase of all issued and outstanding shares of SBG Innovatie BV and its affiliate, Navtronics BVBA (collectively, SBG). SBG has operations in the Netherlands just outside of Amsterdam and at Navtronics in Geel, Belgium. The acquisition broadens Applied Technology Division's guided steering system product line by adding high-accuracy implement steering applications. Additionally, SBG's headquarters will become the new home office for Raven in Europe, expanding the Company's global presence and reach into key European markets.

In connection with the purchase, Raven paid \$5,000 and agreed to pay up to \$2,500 in additional earn-out payments calculated and paid quarterly over the next ten years contingent upon achieving certain revenues. The Company has determined the fair value of these contingent considerations to be \$1,661, of which \$152 was classified as "Accrued liabilities" and \$1,509 was classified as "Other liabilities" in the Consolidated Balance Sheet.

The fair value of the business acquired was allocated to the assets acquired and liabilities assumed based on their estimated fair values. The excess of the fair value acquired over the identifiable assets acquired and liabilities assumed is reflected as goodwill. Goodwill recorded as part of the purchase price allocation was \$3,250. Identifiable intangible assets acquired as part of the acquisition were \$2,104, including definite-lived intangibles, such as customer relationships and proprietary technology. Liabilities acquired included debts to the former owners, a long-term note with a third-party bank and deferred income taxes. Subsequent to the closing of the acquisition, Raven paid the bank debt in full. There was no debt outstanding at July 31, 2014.

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(Dollars in thousands, except per-share amounts)

### (6) EMPLOYEE POSTRETIREMENT BENEFITS

The Company provides postretirement medical and other benefits to senior executive officers and senior managers. These plan obligations are unfunded. The components of net periodic benefit cost for postretirement benefits are as follows:

|                                  | Three Months Ended |                  | Six Months Ended |                  |
|----------------------------------|--------------------|------------------|------------------|------------------|
|                                  | July 31,<br>2014   | July 31,<br>2013 | July 31,<br>2014 | July 31,<br>2013 |
| Service cost                     | \$49               | \$51             | \$98             | \$101            |
| Interest cost                    | 92                 | 87               | 183              | 174              |
| Amortization of actuarial losses | 38                 | 45               | 76               | 91               |
| Net periodic benefit cost        | \$179              | \$183            | \$357            | \$366            |

Postretirement benefit cost components are reclassified in their entirety from accumulated other comprehensive loss to net periodic benefit cost. Net periodic benefit costs are reported in net income as “Cost of sales” or “Selling, general and administrative expenses” in a manner consistent with the classification of direct labor and personnel costs of the eligible employees.

### (7) WARRANTIES

Accruals necessary for product warranties are estimated based on historical warranty costs and average time elapsed between purchases and returns for each division. Additional accruals are made for any significant, discrete warranty issues. Changes in the warranty accrual were as follows:

|                                       | Three Months Ended |                  | Six Months Ended |                  |
|---------------------------------------|--------------------|------------------|------------------|------------------|
|                                       | July 31,<br>2014   | July 31,<br>2013 | July 31,<br>2014 | July 31,<br>2013 |
| Beginning balance                     | \$2,654            | \$1,990          | \$2,525          | \$1,888          |
| Accrual for warranties                | 648                | 868              | 1,389            | 1,732            |
| Settlements made (in cash or in kind) | (685               | ) (811           | ) (1,297         | ) (1,573         |
| Ending balance                        | \$2,617            | \$2,047          | \$2,617          | \$2,047          |

### (8) FINANCING ARRANGEMENTS

Raven has an uncollateralized credit agreement with Wells Fargo Bank, N.A. (Wells Fargo) providing a line of credit of \$10,500 with a maturity date of November 30, 2014, bearing interest at 1.50% above the daily one-month London Inter-bank Market Rate. Letters of credit totaling \$850 have been issued under the line of credit, primarily to support self-insured workers' compensation bonding requirements. \$9,650 was available for borrowing under this line of credit at July 31, 2014. There have been no borrowings under the credit line with Wells Fargo for any of the fiscal periods covered by this Quarterly Report on Form 10-Q.

### (9) DIVIDENDS

Dividends paid to Raven shareholders during the three and six months ended July 31, 2014 were \$4,376 and \$8,747, or 12.0 cents and 24.0 cents per share, respectively. Dividends paid to Raven shareholders during the three and six months ended July 31, 2013 were \$4,366 and \$8,727, or 12.0 cents and 24.0 cents per share, respectively.

### (10) SHARE-BASED COMPENSATION

Under the Amended and Restated 2010 Stock Incentive Plan effective March 23, 2012, administered by the Personnel and Compensation Committee of the Board of Directors, two types of awards were granted during the six months ended July 31, 2014 and July 31, 2013.

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(Dollars in thousands, except per-share amounts)

### Stock Option Awards

The Company granted 194,900 and 198,900 non-qualified stock options during the six-month periods ended July 31, 2014 and July 31, 2013, respectively. None of these awards were granted during the three-month periods ended July 31, 2014 or July 31, 2013. Options are granted with exercise prices not less than market value of the Company's common stock at the date of grant. The stock options vest over a four-year period and expire after five years. Options contain retirement and change-in-control provisions that may accelerate the vesting period. The fair value of each option grant is estimated on the date of grant using the Black-Scholes option pricing model. The Company uses historical data to estimate option exercises and employee terminations within this valuation model.

The weighted average assumptions used for the Black-Scholes option pricing model by grant year are as follows:

|  | Six Months Ended |   |               |   |
|--|------------------|---|---------------|---|
|  | July 31, 2014    |   | July 31, 2013 |   |
| Risk-free interest rate                    | 1.32             | % | 0.59          | % |
| Expected dividend yield                    | 1.53             | % | 1.46          | % |
| Expected volatility factor                 | 38.65            | % | 41.39         | % |
| Expected option term (in years)            | 4                |   | 3.75          |   |
| <br>Weighted average grant date fair value | <br>\$9.18       |   | <br>\$9.34    |   |

### Restricted Stock Unit Awards (RSUs)

The Company granted 19,040 and 25,540 time-vested RSUs to employees in the six-month periods ended July 31, 2014 and 2013, respectively. None of these awards were granted during the three-month periods ended July 31, 2014 or July 31, 2013. The fair value of a time-vested RSU is measured based upon the closing market price of the Company's common stock on the date of grant. The grant date fair value per share of the time-vested RSUs granted during the six months ended July 31, 2014 and 2013 was \$32.75 and \$32.85, respectively. Time-vested RSUs will vest if, at the end of the three-year period, the employee remains employed by the Company. Dividends are cumulatively earned on the time-vested RSUs over the vesting period.

The Company also granted performance-based RSUs in the six-month periods ended July 31, 2014 and 2013. The exact number of performance shares to be issued will vary from 0% to 150% of the target award, depending on the Company's actual performance over the three-year period in comparison to the target award. The target award for the fiscal 2015 grant is based on return on equity (ROE), which is defined as net income divided by beginning shareholders' equity. The target award for the fiscal 2014 grant is based on return on sales (ROS), which is defined as net income divided by net sales. The performance-based RSUs will vest if, at the end of the three-year performance period, the Company has achieved certain performance goals and the employee remains employed by the Company. Dividends are cumulatively earned on performance-based RSUs over the vesting period. The number of RSUs that will vest is determined by an estimated ROE or ROS target over the three-year performance period. The estimated ROE and ROS performance factors used to estimate the number of restricted stock units expected to vest are evaluated at least quarterly. The number of restricted stock units issued at the vesting date will be based on actual results.

The fair value of the performance-based restricted stock units is based upon the closing market price of the Company's common stock on the grant date. The number of performance-based RSUs granted is based on 100% of the target award. During the six-month periods ended July 31, 2014 and 2013, the Company granted 54,490 and 56,222 performance-based RSUs, respectively. None of these awards were granted during the three-month periods ended July 31, 2014 or July 31, 2013. The grant date fair value per share of these performance-based RSUs was \$32.75 and \$32.85, respectively.

## (11) SEGMENT REPORTING

The Company's reportable segments are defined by their product lines which have been grouped in these segments based on common technologies, production methods and inventories. Raven's reportable segments are Applied Technology Division, Engineered Films Division and Aerostar Division. The Company measures the performance of its segments based on their operating income excluding administrative and general expenses. Other expense and income taxes are not allocated to individual operating segments, and assets not identifiable to an individual segment are included as corporate assets. Segment information is reported consistent with the Company's management reporting structure.

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(Dollars in thousands, except per-share amounts)

Business segment net sales and operating income results are as follows:

|  | Three Months Ended |                  | Six Months Ended |                  |
|--|--------------------|------------------|------------------|------------------|
|  | July 31,<br>2014   | July 31,<br>2013 | July 31,<br>2014 | July 31,<br>2013 |
| Net sales                                |                    |                  |                  |                  |
| Applied Technology Division              | \$36,247           | \$39,091         | \$82,535         | \$90,272         |
| Engineered Films Division                | 42,299             | 37,264           | 84,506           | 71,757           |
| Aerostar Division                        | 19,257             | 20,722           | 36,922           | 42,437           |
| Intersegment eliminations <sup>(a)</sup> | (3,318 )           | (3,656 )         | (6,968 )         | (7,365 )         |
| Consolidated net sales                   | \$94,485           | \$93,421         | \$196,995        | \$197,101        |
| Operating income                         |                    |                  |                  |                  |
| Applied Technology Division              | \$8,829            | \$11,870         | \$24,685         | \$31,027         |
| Engineered Films Division                | 5,816              | 4,770            | 11,679           | 9,524            |
| Aerostar Division                        | 1,628              | 964              | 1,639            | 2,770            |
| Intersegment eliminations <sup>(a)</sup> | (82 )              | (17 )            | (20 )            | (38 )            |
| Total reportable segment income          | 16,191             | 17,587           | 37,983           | 43,283           |
| Administrative and general expenses      | (5,495 )           | (5,019 )         | (10,755 )        | (9,781 )         |
| Consolidated operating income            | \$10,696           | \$12,568         | \$27,228         | \$33,502         |

<sup>(a)</sup> Intersegment sales were primarily from Aerostar to Applied Technology.

## (12) NEW ACCOUNTING STANDARDS

### Accounting Standards Adopted

During the three and six months ended July 31, 2014 there were no accounting pronouncements adopted or effective that are of significance, or potential significance, to the Company.

### Pending Accounting Standards

In June 2014 the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-12, "Compensation - Stock Compensation (Topic 718): Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could be Achieved after the Requisite Service Period" (ASU 2014-12). ASU 2014-12 affects entities that grant their employees stock-based payments in which terms of the award provide that a performance target that affects vesting could be achieved after the requisite service period. The amendments in ASU 2014-12 require that a performance target that affects vesting and that could be achieved after the requisite service period be treated as a performance condition and specifies that a reporting entity should apply existing guidance in FASB Accounting Standards Codification (ASC) Topic 718 as it relates to awards with performance conditions that affect vesting to account for such awards. ASU 2014-12 is effective for fiscal years beginning after December 15, 2015. Early adoption is permitted. The Company does not believe the guidance applies to any awards that have been granted under the Company's share-based compensation plan. Accordingly, the Company does not expect the adoption of this guidance to have a material impact on its consolidated financial position, results of operations or cash flows.

In May 2014 the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers" ("ASU 2014-09"). ASU 2014-09 provides a comprehensive new recognition model that requires recognition of revenue when a company transfers promised goods or services to customers in an amount that reflects the consideration to which the company expects to receive in exchange for those goods or services. This guidance supersedes the revenue recognition requirements in FASB ASC Topic 605, "Revenue Recognition," and most industry-specific guidance. ASU 2014-09 defines a five-step process to achieve this core principle and, in doing so, companies will need to use more judgment and make more estimates than under the current guidance. It also requires additional disclosure about the nature,

amount, timing and uncertainty of revenue and cash flows arising from customer contracts. This guidance will be effective for the Company for fiscal 2018 and interim periods therein. The guidance may be applied using either of the following transition methods: (i) a full retrospective approach reflecting the application of the standard in each prior reporting period with the option to elect certain practical expedients or (ii) a retrospective approach with the cumulative effect of initially adopting ASU 2014-09 recognized at the date of adoption (which includes additional footnote disclosures). Early adoption is not permitted. The Company is currently evaluating the method and impact the adoption of ASU 2014-09 will have on the Company's consolidated financial statements and disclosures.

In April 2014 the FASB issued ASU No. 2014-08, "Presentation of Financial Statements (Topic 205) and Property, Plant, and Equipment (Topic 360): Reporting Discontinued Operations and Disclosures of Disposals of Components of an Entity" (ASU No.

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2014-08). ASU No. 2014-8 changes the criteria for determining which disposals should be presented as discontinued operations and modifies the related disclosure requirements. Additionally, the new guidance requires that a business that qualifies as held for sale upon acquisition should be reported as discontinued operations. The new guidance is effective for the Company on February 1, 2015 and applies prospectively to new disposals and new classifications of disposal groups as held for sale after the effective date. The Company does not expect adoption of this guidance to have a material impact on its consolidated financial statements.

In January 2014 the FASB issued ASU No. 2014-05, "Service Concession Arrangements" (ASU No. 2014-05). ASU No. 2014-05 specifies that an operating entity entering into a service concession arrangement with a public-sector entity grantor within the scope of this guidance should not account for such arrangement as a lease in accordance with FASB ASC Topic 840, "Leases." This guidance is effective for annual periods beginning after December 15, 2014. Early adoption is permitted. The Company does not expect adoption of this guidance to have a material impact on its consolidated financial position, results of operations or cash flows.

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## Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following commentary on the operating results, liquidity, capital resources and financial condition of Raven Industries, Inc. (the Company or Raven) should be read in conjunction with the unaudited Consolidated Financial Statements in Item 1 of Part 1 of this Quarterly Report on Form 10-Q and the Company's Annual Report on Form 10-K for the year ended January 31, 2014. There have been no material changes to the Company's critical accounting policies discussed therein.

### EXECUTIVE SUMMARY

Raven is a diversified technology company providing a variety of products to customers within the industrial, agricultural, energy, construction and situational awareness markets. The Company is comprised of three unique operating units, classified into reportable segments: Applied Technology Division, Engineered Films Division and Aerostar Division. While each segment has distinct characteristics, the products and technologies are largely extensions of durable competitive advantages rooted in the original research balloon business. As strategic actions have changed the Company's business over the last several years, Raven has remained committed to providing high-quality, high-value products. The Company's performance reflects our ongoing adjustment to conditions and opportunities.

Management uses a number of metrics to assess the Company's performance:

- Consolidated net sales, gross margins, operating income, operating margins, net income and earnings per share
- Cash flow from operations and shareholder returns
- Return on sales, assets and equity
- Segment net sales, gross profit, gross margins, operating income and operating margins

### Vision and Strategy

At Raven, there is a singular purpose behind everything we do. It is: to solve great challenges. Great challenges require great solutions. Raven's three unique divisions share resources, ideas and a passion to create technology that helps the world grow more food, produce more energy, protect the environment and live safely.

The Raven business model is our platform for success. Our business model is defensible, sustainable and gives us a consistent approach in the pursuit of quality financial results. This overall approach to creating value, which is employed across the three business segments, is summarized as follows:

- Intentionally serve a set of diversified market segments with attractive near- and long-term growth prospects;
- Consistently manage a pipeline of growth initiatives within our market segments;
- Aggressively compete on quality, service, innovation and peak performance;
- Hold ourselves accountable for continuous improvement;
- Value our balance sheet as a source of strength and stability; and
- Make corporate responsibility a top priority.

This diversified business model enables us to weather near-term challenges, while continuing to grow and build for our future. It is our culture and it is woven into how we do business.

## Results of Operations

Consolidated financial highlights for the fiscal second quarter and six months ended July 31, 2014 and 2013 include the following:

| (dollars in thousands, except per-share data)     | Three Months Ended |                  |             | Six Months Ended |                  |             |
|---|--------------------|------------------|-------------|------------------|------------------|-------------|
|   | July 31,<br>2014   | July 31,<br>2013 | %<br>Change | July 31,<br>2014 | July 31,<br>2013 | %<br>Change |
| Net sales   | \$94,485           | \$93,421         | 1 %         | \$196,995        | \$197,101        | — %         |
| Gross profit                                      | 25,658             | 26,735           | (4 )%       | 57,424           | 61,651           | (7 )%       |
| Gross margins <sup>(a)</sup>                      | 27.2 %             | 28.6 %           |             | 29.1 %           | 31.3 %           |             |
| Operating income                                  | \$10,696           | \$12,568         | (15 )%      | \$27,228         | \$33,502         | (19 )%      |
| Operating margins                                 | 11.3 %             | 13.5 %           |             | 13.8 %           | 17.0 %           |             |
| Net income attributable to Raven Industries, Inc. | \$7,719            | \$8,333          | (7 )%       | \$18,757         | \$22,336         | (16 )%      |
| Diluted earnings per share                        | \$0.21             | \$0.23           |             | \$0.51           | \$0.61           |             |
| Operating cash flow                               |                    |                  |             | \$31,038         | \$29,737         |             |
| Capital expenditures                              |                    |                  |             | \$(7,297 )       | \$(13,746 )      |             |
| Cash dividends                                    |                    |                  |             | \$(8,826 )       | \$(8,727 )       |             |

(a) The Company's gross and operating margins may not be comparable to industry peers due to the diversity of its operations and variability in the classification of expenses across industries in which the Company operates.

Net income attributable to Raven for the three months ended July 31, 2014 was \$7.7 million, or \$0.21 per diluted share, compared to \$8.3 million, or \$0.23 per diluted share, in the prior year second quarter. For the second quarter, net sales were \$94.5 million, up \$1.1 million from \$93.4 million in the comparative period. The Company's Engineered Films Division delivered double-digit net sales and operating income growth while the Applied Technology Division posted lower net sales and operating income. Aerostar sales declined 7% but operating income increased as an increasing percentage of sales from proprietary products improved gross margins.

For the six-month period, net sales of \$197.0 million were essentially flat compared to \$197.1 million one year earlier. For the same period, net income attributable to Raven was \$18.8 million, or \$0.51 per diluted share, down 16% from \$22.3 million, or \$0.61 per diluted share, in fiscal 2014. Engineered Films' double-digit growth was not enough to offset lower net sales and operating income at both Applied Technology and Aerostar.

Raven's growth strategy focuses on its proprietary product lines and the Company has made an intentional choice to move away from non-strategic product lines such as contract manufacturing. Raven continued to show growth in these strategic proprietary product lines, which represent all of the Company excluding contract manufacturing. These revenues increased \$8.2 million, or 10%, reaching \$88.4 million as compared to \$80.2 million in the prior year quarter. For the six-month period strategic revenues increased \$14.7 million, or 9%, to \$184.5 million as compared to the prior year.

## Applied Technology

Second quarter fiscal 2015 net sales were \$36.2 million, down \$2.8 million, or 7%, as compared to the prior year comparative period and operating income decreased \$3.0 million, or 26%, to \$8.8 million. For the six-month period, net sales declined \$7.8 million, or 9%, to \$82.5 million from \$90.3 million and operating income decreased \$6.3 million, or 20%, to \$24.7 million. The sales decline reflects persistent weakness in the precision agriculture market and the anticipated decline of sales to non-strategic legacy customers. Lower operating income is primarily the result of the sales decline as well as continued strategic investment in pursuing growth through international market expansion, new product development and broadening original equipment manufacturer relationships to secure future growth.

As described more fully in Note 5. Acquisitions of and Investments in Businesses and Technologies of the Notes to Consolidated Financial Statements in Item 1. of this Quarterly Report on Form 10-Q, the Company completed the purchase of all issued and outstanding shares of SBG Innovatie BV and its affiliate, Navtronics BVBA (collectively, SBG) in the second quarter. The acquisition broadens Applied Technology Division's guided steering system product line by adding high-accuracy implement steering applications.

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### Engineered Films

For the second quarter, net sales grew \$5.0 million, or 14%, to \$42.3 million as compared to the second quarter of last year. Second quarter operating income of \$5.8 million increased 22% year-over-year. Fiscal 2015 first half net sales increased \$12.7 million, or 18%, to \$84.5 million and operating income of \$11.7 million was up 23% from the prior year period. Higher selling volumes and price increases passed along for higher material costs contributed to the overall net sales in both periods. Higher sales of barrier films for agriculture applications, construction and industrial film sales drove the second quarter and year-to-date results. Despite higher resin costs compared to fiscal 2014, operating income rose during both the three- and six-month periods.

### Aerostar

Fiscal 2015 second quarter net sales were \$19.3 million compared to \$20.7 million in the fiscal 2014 second quarter, a \$1.5 million decrease. Operating income increased by \$0.7 million, or 69%, to \$1.6 million from the prior year second quarter results. Fiscal 2015 year-to-date net sales of \$36.9 million were down \$5.5 million from \$42.4 million and operating income was \$1.6 million - down \$1.1 million, or 41%, from fiscal 2014 year-to-date comparative results. The net sales decrease was due primarily to a shift away from Aerostar's contract manufacturing business. Increased sales of proprietary products like lighter-than-air products, aerostat products and Vista radar system sales partially offset these expected decreases. This change in product mix and lower operating expenses were the main drivers of the operating income improvement for the three-month period ended July 31, 2014 over the prior year comparative period. These improvements were not enough to offset the operating income declines during the first quarter in 2015, resulting in lower year-to-date operating income.

## RESULTS OF OPERATIONS - SEGMENT ANALYSIS

### Applied Technology

Applied Technology designs, manufactures, sells and services innovative precision agriculture products and information management tools that help growers reduce costs, precisely control inputs and improve farm yields around the world.

| (dollars in thousands)           | Three Months Ended |                  |           |             | Six Months Ended |                  |           |             |
|----------------------------------|--------------------|------------------|-----------|-------------|------------------|------------------|-----------|-------------|
|                                  | July 31,<br>2014   | July 31,<br>2013 | \$ Change | %<br>Change | July 31,<br>2014 | July 31,<br>2013 | \$ Change | %<br>Change |
| Net sales                        | \$36,247           | \$39,091         | \$(2,844) | (7)%        | \$82,535         | \$90,272         | \$(7,737) | (9)%        |
| Gross profit                     | 15,272             | 17,660           | (2,388)   | (14)%       | 36,860           | 42,443           | (5,583)   | (13)%       |
| Gross margins                    | 42.1%              | 45.2%            |           |             | 44.7%            | 47.0%            |           |             |
| Operating expenses               | \$6,443            | \$5,790          | \$653     | 11%         | \$12,175         | \$11,416         | \$759     | 7%          |
| Operating expenses as % of sales | 17.8%              | 14.8%            |           |             | 14.8%            | 12.6%            |           |             |
| Operating income                 | \$8,829            | \$11,870         | \$(3,041) | (26)%       | \$24,685         | \$31,027         | \$(6,342) | (20)%       |
| Operating margins                | 24.4%              | 30.4%            |           |             | 29.9%            | 34.4%            |           |             |

The following factors were the primary drivers of the three- and six-month year-over-year changes:

- Market conditions. Continued softness in the agriculture market put pressure on Applied Technology through the first half of fiscal 2015. With falling commodity prices eroding grower sentiment, demand remained subdued for precision agricultural equipment. With the world's population growing toward nine billion and income growth in emerging economies, greater demand for food will ultimately support healthy growth. The Company continues to invest in growth internationally for the long term. Emerging agriculture markets abroad are at varying life cycle stages providing opportunities for Raven's precision agriculture products to meet market needs.

• Sales volume. Second quarter fiscal 2015 net sales decreased \$2.8 million, or 7%, to \$36.2 million compared to \$39.1 million in the prior year second quarter. Lower demand for boom controls and the anticipated decline of sales to

non-strategic legacy customers of the Company's former Electronic Systems Division (ESD) were partially offset by sales contributed by SBG. Year-to-date sales declined 9% to \$82.5 million as compared to \$90.2 million in the prior year. The sales decline reflects lower international sales and weakness in the North American precision agriculture equipment market. Applied Technology also saw a year-to-date decline of \$3.5 million in non-strategic, non-agriculture sales to ESD's legacy customers.

International sales. For the three-month period, international sales totaled \$11.2 million, flat as compared to the prior three-month period, and represent 31% of segment revenue compared to 29% of segment revenue in the comparative period. Year-to-date international sales totaled \$20.7 million, a decrease of \$4.2 million from a year ago. Lower sales in Brazil and Canada were the main drivers of the decline, partially offset by increased sales in Europe due to the SBG acquisition which contributed \$1.1 million during the fiscal 2015 second quarter. Year-to-date net sales outside the U.S. accounted for 25% of segment sales compared to 28% in the comparable prior year period.

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Gross margins. Gross margins decreased to 42.1% for the three months ended July 31, 2014 from 45.2% for the three months ended July 31, 2013. First half gross margins declined to 44.7% from 47.0%. These decreases primarily reflect the lower sales volume and unfavorable overhead absorption.

Operating expenses. Second quarter operating expense as a percentage of net sales was 17.8%, up from 14.8% in the prior year second quarter. Year-to-date operating expenses as a percentage of net sales was 14.8% compared to 12.6% for fiscal 2014. The increase is attributable to higher spending in research and development (R&D) on lower sales volumes.

#### Engineered Films

Engineered Films manufactures high performance plastic films and sheeting for industrial, energy, construction, geomembrane and agricultural applications.

| (dollars in thousands)           | Three Months Ended |                  |           |             | Six Months Ended |                  |           |             |
|----------------------------------|--------------------|------------------|-----------|-------------|------------------|------------------|-----------|-------------|
|                                  | July 31,<br>2014   | July 31,<br>2013 | \$ Change | %<br>Change | July 31,<br>2014 | July 31,<br>2013 | \$ Change | %<br>Change |
| Net sales                        | \$42,299           | \$37,264         | \$5,035   | 14 %        | \$84,506         | \$71,757         | \$12,749  | 18 %        |
| Gross profit                     | 7,200              | 6,253            | 947       | 15 %        | 14,401           | 12,636           | 1,765     | 14 %        |
| Gross margins                    | 17.0 %             | 16.8 %           |           |             | 17.0 %           | 17.6 %           |           |             |
| Operating expenses               | \$1,384            | \$1,483          | \$(99)    | (7) %       | \$2,722          | \$3,112          | \$(390)   | (13) %      |
| Operating expenses as % of sales | 3.3 %              | 4.0 %            |           |             | 3.2 %            | 4.3 %            |           |             |
| Operating income                 | \$5,816            | \$4,770          | \$1,046   | 22 %        | \$11,679         | \$9,524          | \$2,155   | 23 %        |
| Operating margins                | 13.7 %             | 12.8 %           |           |             | 13.8 %           | 13.3 %           |           |             |

The following factors were the primary drivers of the three- and six-month year-over-year changes:

Market conditions. Despite the overall slowness in the agricultural equipment market served by Applied Technology, demand has continued to strengthen for agriculture barrier films used in high-value crop production. The addition of new extrusion capacity in fiscal 2014 was a key factor in meeting demand for these high-tech films. Improving demand for pit liners in our energy market beginning in the second half of fiscal 2014 has continued into fiscal 2015. Environmental and water conservation projects impact demand for the division's containment liners in the geomembrane market.

Sales volume and selling prices. Second quarter net sales were up 14% to \$42.3 million compared to prior year second quarter net sales of \$37.3 million driven by higher agricultural market sales of barrier films for high-value agriculture applications and strength in the construction and industrial films markets. Along with these drivers, energy market sales pushed first half fiscal 2015 net sales up \$12.7 million, or 18%, to \$84.5 million compared to \$71.8 million first half fiscal 2014 net sales. Agricultural market sales were the main driver of the year-over-year growth increasing \$7.4 million, or 66%, to \$18.6 million. Further, construction and energy market sales increased 30% and 9%, respectively. Sales volume and selling prices for the fiscal 2015 six-month period were up 9% and 8%, respectively, compared to the prior-year periods.

Gross margins. For the three- and six-month periods, margins were consistent at 17%, continuing the trend of higher gross margins than the second half of fiscal 2014. These margins reflect the impact of overall selling prices rising and higher sales of more profitable value-added films.

Operating expenses. Second quarter operating expenses as a percentage of net sales decreased to 3.3% compared to 4.0% in the prior three-month period. Year-to-date operating expenses of \$2.7 million were down \$0.4 million, or 13%, from the prior year due to lower R&D project spending - decreasing year-to-date operating expenses as a percentage of net sales to 3.2% compared to 4.3% in the prior comparable year.

#### Aerostar

Aerostar designs and manufactures proprietary products including high-altitude balloons, tethered aerostats and radar processing systems. These products can be integrated with additional third-party sensors to provide research, communications and situational awareness to government and commercial customers. Aerostar has historically produced products such as military parachutes, uniforms and protective wear as a contract manufacturing services provider as well as being a total solutions provider of electronics manufacturing services. These contract businesses have been declining as Aerostar emphasizes proprietary products.

Through Vista Research, Inc. (Vista) and a separate business venture that is majority-owned by the Company, Aerostar pursues potential product and support services contracts for agencies and instrumentalities of the U.S. government. Vista positions the Company to meet growing global demand for lower-cost detection and tracking systems used by government and law enforcement

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agencies. As a leading provider of surveillance systems that enhance the effectiveness of radar using sophisticated algorithms, Vista products and services enhance Aerostar's security solutions.

| (dollars in thousands)           | Three Months Ended |                  |           |             | Six Months Ended |                  |           |             |
|----------------------------------|--------------------|------------------|-----------|-------------|------------------|------------------|-----------|-------------|
|                                  | July 31,<br>2014   | July 31,<br>2013 | \$ Change | %<br>Change | July 31,<br>2014 | July 31,<br>2013 | \$ Change | %<br>Change |
| Net sales                        | \$19,257           | \$20,722         | \$(1,465) | (7)%        | \$36,922         | \$42,437         | \$(5,515) | (13)%       |
| Gross profit                     | 3,268              | 2,839            | 429       | 15%         | 6,183            | 6,610            | (427)     | (6)%        |
| Gross margins                    | 17.0%              | 13.7%            |           |             | 16.7%            | 15.6%            |           |             |
| Operating expenses               | \$1,640            | \$1,875          | \$(235)   | (13)%       | \$4,544          | \$3,840          | \$704     | 18%         |
| Operating expenses as % of sales | 8.5%               | 9.0%             |           |             | 12.3%            | 9.0%             |           |             |
| Operating income                 | \$1,628            | \$964            | \$664     | 69%         | \$1,639          | \$2,770          | \$(1,131) | (41)%       |
| Operating margins                | 8.5%               | 4.7%             |           |             | 4.4%             | 6.5%             |           |             |

The following factors were the primary drivers of the year-over-year changes for the three- and six-month periods:

**Market conditions.** Certain of Aerostar's markets are subject to significant variability due to U.S. federal spending. Uncertainty and sluggish demand in these markets continued into fiscal 2015. Aerostar's planned growth strategy emphasizes proprietary products over contract manufacturing focusing on proprietary technology opportunities, including advanced radar systems, high-altitude balloons and aerostats to international markets. Aerostar is pioneering leading-edge applications of its high-altitude balloons in collaboration with Google on Project Loon, a pilot program to provide high-speed wireless Internet accessibility to rural, remote and underserved areas of the world. While still in its early stages, the program is ramping successfully, positioning Aerostar for significant growth potential.

**Sales volumes.** Net sales for the current quarter did not reach last year's second quarter levels, declining 7% from \$20.7 million to \$19.3 million. Year-to-date sales were \$36.9 million, down \$5.5 million, a year-over-year decrease of 13%. The primary drivers of the sales declines for the quarter and year-to-date

- were lower sales of parachutes and planned declines in avionics sales and other contract manufacturing sales. These decreases were partially offset by additional Project Loon revenues, higher Vista revenues for support activities under existing contracts and increased aerostat product and service revenues associated with a government contract.

**Proprietary revenues.** As discussed previously, Aerostar's growth strategy centers on proprietary products. For the fiscal 2015 six-month period, revenues for proprietary products were \$20.9 million; a \$6.1 million, or 41%, increase from the prior year period while contract manufacturing revenues declined \$11.6 million, or 42%, from \$27.6 million to \$16.0 million.

**Operating expenses.** Second quarter operating expense was \$1.6 million, or 8.5% of net sales, a decrease from 9.0% of net sales in the second quarter of fiscal 2014. Year-to-date operating expense as a percentage of net sales was 12.3%, up from 9.0% in the prior year period. Increased R&D spending associated with Project Loon and Vista radar solutions as well as business development costs associated with international aerostat opportunities over lower sales volumes drove the percentage higher in the current year. Operating spending has been constrained during the second quarter as the division focuses on strategic initiatives.

Corporate Expenses (administrative expenses; other (expense), net; and income taxes)

| (dollars in thousands)                  | Three Months Ended |                  |  |  | Six Months Ended |                  |  |  |
|---|--------------------|------------------|--|--|------------------|------------------|--|--|
|   | July 31,<br>2014   | July 31,<br>2013 |  |  | July 31,<br>2014 | July 31,<br>2013 |  |  |
| Administrative expenses                 | \$5,495            | \$5,019          |  |  | \$10,755         | \$9,781          |  |  |
| Administrative expenses as a % of sales | 5.8%               | 5.4%             |  |  | 5.5%             | 5.0%             |  |  |
| Other (expense), net                    | \$(59)             | \$(219)          |  |  | \$(138)          | \$(417)          |  |  |
| Effective tax rate                      | 27.2%              | 32.5%            |  |  | 30.7%            | 32.5%            |  |  |

Administrative expenses for the three- and six-month periods ended July 31, 2014 increased \$0.5 million, or 9%, and \$1.0 million, or 10%, respectively, compared to the three- and six-month periods ended July 31, 2013. Both period increases reflect higher depreciation charges associated with the now-completed renovation of the Company's headquarters and expenses related to the acquisition and integration costs of SBG.

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Other (expense), net consists mainly of activity related to the Company's equity investment, interest income and foreign currency transaction gains or losses.

The Company's year-to-date effective tax rate decreased to 30.7% compared to 32.5% in the prior year due to recognition of a \$0.7 million R&D tax credit in the fiscal 2015 second quarter based upon a tax study undertaken in July for fiscal years 2011 to 2014.

## OUTLOOK

At Raven our enduring success is built on our ability to balance the Company's purpose and core values with necessary shifts in business strategy demanded by an ever-changing world. Raven continues to become a more technology-focused Company - centered on solving the specific great challenges of hunger, security, energy independence and natural resource preservation and serving our core markets. This vision brings meaning to the work of the organization and ensures our focus on profitable opportunities with strong fundamentals.

While Raven is facing marketplace challenges in the fiscal 2015 second half, the Company continues to pursue its long-term objectives:

- Measurably growing revenues from situational awareness and lighter-than-air product lines;
- Driving Applied Technology through international market expansion, new products and broadening OEM relationships; and,
- Bringing high-value plastic film applications to Engineered Films markets.

For the fiscal 2015 third quarter, management expects to see:

- Continued solid growth in Engineered Films revenues from multiple end markets;
- A difficult quarter for Aerostar stemming from the transitional impact of moving to higher scale production of Project Loon balloons and a deferred ramp up of aerostat and radar deliveries
- Difficult market conditions in Applied Technology; and
- Continued contract manufacturing declines.

For the third quarter, Applied Technology is expected to see year-over-year percentage declines in revenue and operating income similar to the second quarter percentage declines. Despite expected growth in Engineered Films and conservative management of corporate resources, management expects double-digit declines in net income for the third quarter compared to the record third quarter last year. Growth is expected to resume in the fourth quarter, but not at a rate to produce higher earnings for the full year.

Despite expected challenging market conditions that are expected to persist for the next four quarters, Raven's long-term view of the precision ag market remains optimistic. A growing global population and greater demands for food will ultimately support healthy growth and Raven is well positioned to leverage its technology, expertise and product portfolio.

Going forward, Raven will continue to focus on executing its strategy and generating profitable revenue from our existing core markets while driving growth in closely adjacent opportunities.

## LIQUIDITY AND CAPITAL RESOURCES

The Company's balance sheet continues to reflect significant liquidity and a strong capital base. Management focuses on the current cash balance and operating cash flows in considering liquidity, as operating cash flows have historically been Raven's primary source of liquidity. Management expects that current cash, combined with the generation of

positive operating cash flows, will be sufficient to fund the Company's normal operating, investing and financing activities. Sufficient borrowing capacity also exists if necessary for a large acquisition or major business expansion.

Raven's cash needs are seasonal, with working capital demands strongest in the first quarter. As a result, the discussion of trends in operating cash flows focuses on the primary drivers of year-over-year variability in working capital.

Cash and cash equivalents totaled \$62.2 million at July 31, 2014, an increase of \$9.2 million from \$53.0 million at January 31, 2014. The comparable balance one year earlier was \$55.7 million. The increase was driven by positive cash flows from operating activities, partially offset by cash outflow for dividends paid to shareholders and capital expenditures.

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Raven has an uncollateralized credit agreement that provides a \$10.5 million line of credit and expires November 30, 2014. There is no outstanding balance under the line of credit at July 31, 2014. The line of credit is reduced by outstanding letters of credit totaling \$0.9 million as of July 31, 2014. The credit line is expected to be renewed during fiscal 2015.

#### Operating Activities

Operating cash flows result primarily from cash received from customers, which is offset by cash payments for inventories, services, employee compensation and income taxes. Management evaluates working capital levels through the computation of average days sales outstanding and inventory turnover. Average days sales outstanding is a measure of the Company's efficiency in enforcing its credit policy. The inventory turnover ratio is a metric used to evaluate the effectiveness of inventory management, with further consideration given to balancing the disadvantages of excess inventory with the risk of delayed customer deliveries.

Cash provided by operating activities was \$31.0 million for the first six months of fiscal 2015 compared with \$29.7 million in the first six months of fiscal 2014. The increase in operating cash flows is the result of less cash consumed by the change in inventory. These increases were partially offset by lower company earnings. While the Company's earnings were lower, these earnings reflected the impact of higher depreciation and amortization expense.

Changes in inventory and accounts receivable generated \$8.4 million of cash in the first six months of fiscal 2015 compared to consuming \$1.2 million one year ago. The Company's inventory turnover rate decreased from the prior year due to higher average inventory levels at Engineered Films (trailing 12-month inventory turn of 5.1X in fiscal 2015 versus 5.2X in fiscal 2014). Inventory levels have decreased from \$54.9 million at January 31, 2014 to \$51.3 million at July 31, 2014. Cash collections continue to be efficient as the trailing 12 months days sales outstanding was 51 days at both July 31, 2014 and July 31, 2013.

#### Investing Activities

Cash used in investing activities totaled \$12.4 million in the first six months of fiscal 2015 compared to \$14.3 million in the first six months of fiscal 2014. Capital expenditures totaled \$7.3 million in the first six months of fiscal 2015 compared to \$13.7 million in the first six months of fiscal 2014. The change from the prior year is due to higher spending in fiscal 2014 for expansion of Engineered Films' capacity and lower spending for the recently completed renovation of the Company's headquarters.

Net capital outlay related to the SBG business acquisitions was \$4.7 million during fiscal 2015.

Management anticipates fiscal 2015 capital spending of approximately \$18-20 million. Expansion of Engineered Films' capacity, Aerostar's build-out for Project Loon production levels and Applied Technology's capital spending to advance product development and customer support are expected to continue. In addition, management will evaluate strategic acquisitions that result in expanded capabilities and solidify competitive advantages.

#### Financing Activities

Cash used in financing activities was \$9.4 million for the six months ended July 31, 2014 compared to \$9.0 million one year ago. Dividends of \$8.7 million, or 24.0 cents per share, were paid to Raven shareholders in both the current year and prior year. During the six months ended July 31, 2014 and July 31, 2013, the Company made payments of \$0.5 million and \$0.4 million, respectively, on acquisition-related contingent liabilities.

Long-term debt of \$0.6 million, consisting of a bank note and debts to the former owners assumed in the acquisition of SBG, was repaid in fiscal 2015. There was no SBG bank debt outstanding at July 31, 2014.

#### OFF-BALANCE SHEET ARRANGEMENTS AND CONTRACTUAL OBLIGATIONS

There have been no material changes since the fiscal year ended January 31, 2014.

#### ACCOUNTING PRONOUNCEMENTS

##### Accounting Standards Adopted

During the three and six months ended July 31, 2014 there were no accounting pronouncements adopted or effective that are of significance, or potential significance, to the Company.

##### Pending Accounting Standards

In June 2014 the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-12, "Compensation - Stock Compensation (Topic 718): Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could be Achieved after the Requisite Service Period" (ASU 2014-12). ASU 2014-12 affects entities that grant their employees stock-based payments in which terms of the award provide that a performance target that affects vesting

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could be achieved after the requisite service period. The amendments in ASU 2014-12 require that a performance target that affects vesting and that could be achieved after the requisite service period be treated as a performance condition and specifies that a reporting entity should apply existing guidance in FASB Accounting Standards Codification (ASC) Topic 718 as it relates to awards with performance conditions that affect vesting to account for such awards. ASU 2014-12 is effective for fiscal years beginning after December 15, 2015. Early adoption is permitted. The Company does not believe the guidance applies to any awards that have been granted under the Company's share-based compensation plan. Accordingly, the Company does not expect the adoption of this guidance to have a material impact on its consolidated financial position, results of operations or cash flows.

In May 2014 the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers" ("ASU 2014-09"). ASU 2014-09 provides a comprehensive new recognition model that requires recognition of revenue when a company transfers promised goods or services to customers in an amount that reflects the consideration to which the company expects to receive in exchange for those goods or services. This guidance supersedes the revenue recognition requirements in FASB ASC Topic 605, "Revenue Recognition," and most industry-specific guidance. ASU 2014-09 defines a five-step process to achieve this core principle and, in doing so, companies will need to use more judgment and make more estimates than under the current guidance. It also requires additional disclosure about the nature, amount, timing and uncertainty of revenue and cash flows arising from customer contracts. This guidance will be effective for the Company for fiscal 2018 and interim periods therein. The guidance may be applied using either of the following transition methods: (i) a full retrospective approach reflecting the application of the standard in each prior reporting period with the option to elect certain practical expedients or (ii) a retrospective approach with the cumulative effect of initially adopting ASU 2014-09 recognized at the date of adoption (which includes additional footnote disclosures). Early adoption is not permitted. The Company is currently evaluating the method and impact the adoption of ASU 2014-09 will have on the Company's consolidated financial statements and disclosures.

In April 2014 the FASB issued ASU No. 2014-08, "Presentation of Financial Statements (Topic 205) and Property, Plant, and Equipment (Topic 360): Reporting Discontinued Operations and Disclosures of Disposals of Components of an Entity" (ASU No. 2014-08). ASU No. 2014-8 changes the criteria for determining which disposals should be presented as discontinued operations and modifies the related disclosure requirements. Additionally, the new guidance requires that a business that qualifies as held for sale upon acquisition should be reported as discontinued operations. The new guidance is effective for the Company on February 1, 2015 and applies prospectively to new disposals and new classifications of disposal groups as held for sale after the effective date. The Company does not expect adoption of this guidance to have a material impact on its consolidated financial statements.

In January 2014 the FASB issued ASU No. 2014-05, "Service Concession Arrangements" (ASU No. 2014-05). ASU No. 2014-05 specifies that an operating entity entering into a service concession arrangement with a public-sector entity grantor within the scope of this guidance should not account for such arrangement as a lease in accordance with FASB ASC Topic 840, "Leases." This guidance is effective for annual periods beginning after December 15, 2014. Early adoption is permitted. The Company does not expect adoption of this guidance to have a material impact on its consolidated financial position, results of operations or cash flows.

#### FORWARD-LOOKING STATEMENTS

Certain statements contained in this Quarterly Report on Form 10-Q are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding the expectations, beliefs, intentions or strategies regarding the future. Without limiting the foregoing, the words "anticipates," "believes," "expects," "intends," "may," "plans" and similar expressions are intended to identify forward-looking statements. The Company intends that all forward-looking statements be subject to the safe harbor provisions of the Private Securities Litigation Reform Act. Although management believes that the expectations reflected in forward-looking statements are based on reasonable assumptions, there is no assurance that these assumptions are correct or that these expectations will be achieved. Assumptions involve important risks and uncertainties that could significantly affect results in the future. These risks

and uncertainties include, but are not limited to, those relating to weather conditions and commodity prices, which could affect sales and profitability in some of the Company's primary markets, such as agriculture, construction, and oil and gas drilling; or changes in competition, raw material availability, technology or relationships with the Company's largest customers, risks and uncertainties relating to development of new technologies to satisfy customer requirements, possible development of competitive technologies, ability to scale production of new products without negatively impacting quality and cost, and ability to finance investment and working capital needs for new development projects, any of which could adversely impact any of the Company's product lines, as well as other risks described in the Company's 10-K for the fiscal year ended January 31, 2014 under Item 1A. The foregoing list is not exhaustive, and the Company disclaims any obligation to subsequently revise any forward-looking statements to reflect events or circumstances after the date of such statements are made. Past financial performance may not be a reliable indicator of future performance and historical trends should not be used to anticipate results or trends in future periods.

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### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The exposure to market risks pertains mainly to changes in interest rates on cash and cash equivalents and short-term investments. The Company has no debt outstanding as of July 31, 2014. The Company does not expect operating results or cash flows to be significantly affected by changes in interest rates. Additionally, the Company does not enter into derivatives or other financial instruments for trading or speculative purposes. However, the Company does utilize derivative financial instruments to manage the economic impact of fluctuation in foreign currency exchange rates on those transactions that are denominated in currency other than its functional currency, which is the U.S. dollar. The use of these financial instruments had no material effect on the Company's financial condition, results of operations or cash flows.

The Company's subsidiaries that operate outside the United States use their local currency as the functional currency. The functional currency is translated into U.S. dollars for balance sheet accounts using the period-end exchange rates and average exchange rates for the statement of income. Adjustments resulting from financial statement translations are included as cumulative translation adjustments in accumulated other comprehensive income (loss) within shareholders' equity. Foreign currency transaction gains or losses are recognized in the period incurred and are included in "Other (expense), net" in the Consolidated Statements of Income and Comprehensive Income. Foreign currency fluctuations had no material effect on the Company's financial condition, results of operations or cash flows.

### ITEM 4. CONTROLS AND PROCEDURES

#### Evaluation of Disclosure Controls and Procedures

Disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) of the Securities and Exchange Act of 1934, as amended (the Exchange Act)) are our controls and other procedures that are designed to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is accumulated and communicated to our management, including our Chief Executive Officer (CEO) and Chief Financial Officer (CFO), as appropriate to allow timely decisions regarding required disclosure.

As of July 31, 2014, the end of the period covered by this report, management evaluated the effectiveness of the Company's disclosure controls and procedures as of such date. Based on their evaluation, the CEO and CFO have concluded that the Company's disclosure controls and procedures were effective as of July 31, 2014.

#### Changes in Internal Control over Financial Reporting

There were no changes in the Company's internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that occurred during the quarter ended July 31, 2014 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

RAVEN INDUSTRIES, INC.

### PART II — OTHER INFORMATION

#### Item 1. Legal Proceedings:

The Company is involved as a defendant in lawsuits, claims or disputes arising in the normal course of business. The potential costs and liability of such claims cannot be determined at this time. Management believes that any liability resulting from these claims will be substantially mitigated by insurance coverage. Accordingly, management does not believe the ultimate outcome of these matters will be significant to its results of operations, financial position or cash flows.

#### Item 1A. Risk Factors:

The Company's business is subject to a number of risks, including those identified in Item 1A "Risk Factors" of the Company's Annual Report on Form 10-K for the year ended January 31, 2014, that could have a material effect on our business, results of operations, financial condition and/or liquidity and that could cause our operating results to vary significantly from fiscal period to fiscal period. The risks described in the Annual Report on Form 10-K are not the only risks we face. Additional risks and uncertainties not currently known to us, or that we currently deem to be immaterial, also could have a material effect on our business, results of operations, financial condition and/or liquidity.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds: None

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(Dollars in thousands, except per-share amounts)

Item 3. Defaults Upon Senior Securities: None

Item 4. Mine Safety Disclosures: None

Item 5. Other Information: None

Item 6. Exhibits:

| Exhibit Number | Description   |
|----------------|---|
| 31.1           | Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. |
| 31.2           | Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. |
| 32.1           | Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.                                |
| 32.2           | Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.                                |
| 101.INS        | XBRL Instance Document  |
| 101.SCH        | XBRL Taxonomy Extension Schema  |
| 101.CAL        | XBRL Taxonomy Extension Calculation Linkbase  |
| 101.DEF        | XBRL Taxonomy Extension Definition Linkbase   |
| 101.LAB        | XBRL Taxonomy Extension Label Linkbase  |
| 101.PRE        | XBRL Taxonomy Extension Presentation Linkbase   |

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

RAVEN INDUSTRIES, INC.

/s/ Thomas Iacarella

Thomas Iacarella

Vice President and Chief Financial Officer

(Principal Financial and Accounting Officer)

Date: August 26, 2014

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