# SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

FORM 10-Q

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

For the quarterly period ended December 31, 1999, or
() TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$

Commission file number 0-17272

## TECHNE CORPORATION

(Exact name of registrant as specified in its charter)

## MINNESOTA

(State or other jurisdiction of incorporation or organization)

614 MCKINLEY PLACE N.E. MINNEAPOLIS, MN 55413
(Address of principal executive offices) (Zip Code)

41-1427402
(I.R.S. Employer Identification No.)
(612) 379-8854
(Registrant's telephone number, including area code)

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 (X) No ( )

At February 7, 2000, 20,261,734 shares of the Company's Common Stock (par value $\$ .01$ ) were outstanding.

## PART I - FINANCIAL INFORMATION

## ITEM 1 - FINANCIAL STATEMENTS

## TECHNE CORPORATION \& SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (Unaudited)



| Intangible assets (net) | $40,950,125$ | $45,564,750$ |
| :--- | :--- | :--- |
| Other assets | $6,980,837$ | $9,183,087$ |

TOTAL ASSETS $\$ 153,224,849 \quad \$ 123,800,519$

</TABLE>
See notes to unaudited Consolidated Financial Statements.

TECHNE CORPORATION \& SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS (Unaudited)
$<$ TABLE>
<CAPTION $>$

|  | QUARTER ENDED |  |  | SIX MONTHS ENDED |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/99 12/3 | 12/31/98 |  | 1/99 12/31 |  |
| <S> | <C> | < $\mathrm{C}>$ | <C> | < $\mathrm{C}>$ |  |
| Sales | \$25,126,839 | \$21,46 | 4,259 | \$49,747,892 | \$42,799,451 |
| Cost of sales | 6,977,73 | 32 6,22 | 8,253 | 13,974,502 | 12,843,130 |
| Gross margin | 18,149,107 | ,107 15, | 236,00 | 635,773,39 | 29,956,321 |


| Operating expenses (income): |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Selling, general and administrative | 4,723,955 | 4,468,183 | 9,129,153 | 8,899,278 |
| Research and development | 2,660,928 | 2,941,986 | 5,851,823 | 5,694,111 |
| Amortization expense | 2,307,312 | 2,394,662 | 4,614,625 | 4,789,324 |
| Interest expense | 364,093 | 731 | ,191 |  |
| Interest income | $(292,244)$ | $(230,672)$ | $(528,704)$ | $(443,083)$ |

Earnings before income

| taxes | $8,385,063 \quad 5,661,847$ | $15,975,302$ | $11,016,691$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income taxes | $2,821,000$ | $2,075,000$ | $5,563,000$ | $3,905,000$ |

Basic earnings per

| share | $\$$ | 0.28 | $\$$ | 0.18 | $\$$ | 0.52 | $\$$ | 0.35 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Diluted earnings per
$\begin{array}{lllllllll}\text { share } & \$ & 0.26 & \$ & 0.17 & \$ & 0.50 & \$ & 0.35\end{array}$
Weighted average common
shares outstanding:

| Basic | $20,176,563$ | $20,048,267$ | $20,163,623$ | $20,082,018$ |
| :--- | :---: | :---: | :---: | :---: |
| Diluted | $21,060,546$ | $20,543,502$ | $20,942,122$ | $20,543,488$ |

</TABLE>
See notes to unaudited Consolidated Financial Statements.

TECHNE CORPORATION \& SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
<TABLE>
<CAPTION>
SIX MONTHS ENDED

|  | 12/31/99 | 12/31/98 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |

CASH FLOWS FROM OPERATING ACTIVITIES:

Net earnings
\$10,412,302 \$7,111,691
Adjustments to reconcile net earnings to
net cash provided by operating activities:

| Depreciation and amortization | $6,143,922$ | $5,871,521$ |
| :--- | :---: | :---: |
| Deferred income taxes | $(596,000)$ | $(795,000)$ |

Tax benefit from exercise of options $\quad 562,000 \quad 179,000$
Other 284,357 476,123
Change in current assets and current
liabilities, net of acquisition:
(Increase) decrease in: Accounts receivable $\quad 456,389 \quad(2,246,896)$ Inventories

1,589,316 902,067
Other current assets
$31,341 \quad(136,175)$
Increase (decrease) in: Trade account/other payables $\quad(892,861) \quad(60,760)$ Salary and related accruals $\quad(216,698) \quad(612,880)$
Income taxes payable
$(633,635) \quad 339,183$

NET CASH PROVIDED BY OPERATING ACTIVITIES $17,140,433 \quad 11,027,874$

## CASH FLOWS FROM INVESTING ACTIVITIES:

| Acquisition | $-(24,977,219)$ |  |
| :--- | :---: | :---: |
| Purchase of short-term investments | $(10,400,000)$ | $(7,277,214)$ |
| Proceeds from sale of short-term investments | $6,122,938 \quad 10,498,438$ |  |
| Additions to fixed assets | $(24,651,700)$ | $(1,525,295)$ |
| Real estate deposit (Note B) | $(2,000,000)$ | - |
| Increase in other long term assets | $(1,450,000)$ | $(150,000)$ |

NET CASH USED IN INVESTING ACTIVITIES $(32,378,762)(23,431,290)$

## CASH FLOWS FROM FINANCING ACTIVITIES:

| Issuance of common stock | 729,628 | 752,894 |
| :--- | :---: | :--- |
| Mortgage note | $20,400,000$ | - |
| Payments on long-term debt | $(251,704)$ | - |
| Repurchase of common stock | $-(2,075,683)$ |  |


| NET CASH PROVIDED BY (USED IN) FINANCING |  |
| :--- | :--- |
| ACTIVITIES | $20,877,924 \quad(1,322,789)$ |

EFFECT OF EXCHANGE RATE CHANGES ON CASH 286,069 5,035
NET CHANGE IN CASH AND EQUIVALENTS 5,925,664 (13,721,170)
CASH AND EQUIVALENTS AT BEGINNING OF PERIOD $12,769,468 \quad 27,372,345$
</TABLE $>$
See notes to unaudited Consolidated Financial Statements.

## TECHNE CORPORATION \& SUBSIDIARIES

 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)
## A. BASIS OF PRESENTATION:

The unaudited Consolidated Financial Statements have been prepared in accordance with generally accepted accounting principles and with instructions to Form 10-Q and Article 10 of Regulation S-X. The accompanying unaudited Consolidated Financial Statements reflect all adjustments which are, in the opinion of management, necessary to a fair presentation of the results for the interim periods presented. All such adjustments are of a normal recurring nature.

A summary of significant accounting policies followed by the Company is detailed in the Annual Report to Shareholders for Fiscal 1999. The Company follows these policies in preparation of the interim Financial Statements. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. It is suggested that the Consolidated Financial Statements be read in conjunction with the Company's Consolidated Financial Statements and Notes thereto for the fiscal year ended June 30, 1999 included in the Company's Annual Report to Shareholders for Fiscal 1999.

Certain Consolidated Balance Sheet captions appearing in this interim report are as follows:


|  | $57,585,089$ | $57,585,089$ |  |
| :---: | :---: | :---: | :---: |
| Less accumulated amortization | $16,634,964$ | $12,020,339$ |  |
|  | -------------------- |  |  |
| NET INTANGIBLE ASSETS | $\$ 40,950,125 \quad \$ 45,564,750$ |  |  |
| </TABLE $>$ | $==========$ |  |  |

## B. REAL ESTATE ACQUISITION:

On July 1, 1999, the Company purchased the facilities it occupied in Minneapolis, Minnesota for approximately $\$ 28$ million. Cash of $\$ 4$ million and 100,000 shares of Common Stock valued at $\$ 2.16$ million were placed in escrow during the third quarter of fiscal 1999. The remainder of the purchase price was financed through cash on hand and a $\$ 20.4$ million 15 -year mortgage. The interest rate on the mortgage is fixed at $7 \%$ for the first seven years and is thereafter adjusted based on U.S. Treasury rates.

In addition, the Company paid $\$ 2$ million and issued seven-year warrants to purchase 60,000 shares of the Company's common stock at $\$ 23.77$ per share as a nonrefundable deposit on an option to purchase property adjacent to its Minneapolis facility. The fair market value of the warrants was $\$ 858,000$.

## C. EARNINGS PER SHARE:

Shares used in the earnings per share computations are as follows:

<TABLE>
<CAPTION>


Weighted average
common shares
outstanding-basic \(\quad 20,176,563 \quad 20,048,267 \quad 20,163,623 \quad 20,082,018\)
Dilutive effect of
stock options and
warrants \(\quad 883,983 \quad 495,235 \quad 778,499 \quad 461,470\)
Average common shares
outstanding-diluted \(21,060,546 \quad 20,543,502 \quad 20,942,122 \quad 20,543,488\)
</TABLE>

## D. SEGMENT INFORMATION:

Following is financial information relating to the Company's operating segments:

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<TABLE>
<CAPTION>
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<S>
External sales
Hematology $\quad \$ 3,220,811 \quad \$ 2,915,376$ \$6,384,499 \$5,965,155
Biotechnology $\quad 15,459,607 \quad 12,482,100 \quad 30,533,92 \quad 25,519,613$

R\&D Systems Europe $\quad 6,446,421 \quad 6,066,783 \quad 12,829,466 \quad 11,314,683$
Total external sales $\$ 25,126,839 \quad \$ 21,464,259 \quad \$ 49,747,892 \quad \$ 42,799,451$

Intersegment sales


Total intersegment

Income before taxes
Hematology \$ 946,697 \$ 799,133 \$ 1,876,671 \$ 1,604,887
Biotechnology 6,458,576 4,529,526 13,031,572 8,944,971
R\&D Systems Europe 1,229,794 1,098,459 2,276,095 1,812,044
Corporate and other $(250,004)(765,271)(1,209,036)(1,345,211)$
Total income
before taxes
\$8,385,063 \$5,661,847 \$15,975,302 \$11,016,691

## ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Results of Operations Quarter and Six Months Ended December 31, 1999
vs. Quarter and Six Months Ended December 31, 1998

Techne Corporation (Techne) has two operating subsidiaries: Research and Diagnostic Systems, Inc. (R\&D Systems) located in Minneapolis, Minnesota and R\&D Systems Europe Ltd. (R\&D Europe) located in Abingdon, England. R\&D Systems has two divisions: Biotechnology and Hematology. The Biotechnology Division's principle products are purified cytokines (proteins), antibodies and assay kits, which are sold primarily to biomedical researchers and clinical research laboratories. The Hematology Division's principle products are whole blood hematology controls and calibrators which are sold to hospital and clinical laboratories to check the performance of their hematology instruments to assure the accuracy of hematology test results. R\&D Europe sells R\&D Systems' biotechnology products in Europe, both directly and through a sales subsidiary in Germany. The Company has a foreign sales corporation, Techne Export Inc.

The Company has an equity interest in ChemoCentryx, Inc. (CCX), a technology and drug development company working in the area of chemokines. Chemokines are cytokines which regulate the trafficking patterns of leukocytes, the effector cells of the human immune system. In conjunction with the equity investment and joint research efforts, Techne obtains exclusive worldwide research and diagnostic marketing rights to chemokine proteins, antibodies and receptors discovered or developed by CCX or R\&D Systems. The Company accounts for this investment under the equity method of accounting and recognizes $100 \%$ of the losses of CCX due to the limited amount of cash consideration provided by the holders of the common shares of CCX. The Company's investment in CCX was $\$ 2,796,014$ and $\$ 1,910,931$ at December 31, 1999 and June 30, 1999, respectively.

Net Sales
Net sales for the quarter ended December 31, 1999 were $\$ 25,126,839$, an increase of $\$ 3,662,580(17 \%)$ from the quarter ended December 31, 1998. Sales for the six months ended December 31, 1999 increased $\$ 6,948,441$ (16\%) from $\$ 42,799,451$ to $\$ 49,747,892$. R\&D Systems sales increased $\$ 3,282,942$ ( $21 \%$ ) and $\$ 5,433,658$ (17\%) for the quarter and six months ended December 31, 1999, respectively. R\&D Europe sales increased $\$ 379,638$ (6\%) and \$1,514,783 (13\%) for the quarter and six months ended December 31, 1999, respectively. The increase in sales for the quarter was due largely to a $\$ 2.5$ and $\$ 4.3$ million increase in protein and antibody sales for the quarter and six months and a $\$ .5$ and $\$ 1.4$ million increase in immunoassay kit sales for the quarter and six months.

## Gross Margins

Gross margins, as a percentage of sales, increased from the prior year. Margins for the second quarter of fiscal 2000 were $72.2 \%$ compared to $71.0 \%$ for the same quarter in fiscal 1999. Margins for the six months ended December 31, 1999 were $71.9 \%$ compared to $70.0 \%$ for the same period in fiscal 1999.

Biotechnology Division margins increased from $72.1 \%$ to $73.7 \%$ for the quarter ended December 31, 1999 and from $71.0 \%$ to $73.5 \%$ for the six months ended

December 31, 1999. Margins in the first six months of last year were affected by the higher cost of inventory acquired from Genzyme Corporation, the majority of which was sold in fiscal 1999. The increase in Biotechnology Division gross margins also reflect the benefit from increased sales volume and decreased rent expense due to the Company's purchase of its Minneapolis facility. R\&D Europe gross margins decreased from $46.2 \%$ to $43.2 \%$ for the quarter and from $46.2 \%$ to $44.0 \%$ for the six months ended December 31, 1999 as a result of changes in exchange rates. Hematology Division gross margins increased from $47.2 \%$ to $48.5 \%$ for the quarter and from $46.6 \%$ to $47.1 \%$ for the six months ended December 31, 1999 as a result of changes in product mix.

Selling, General and Administrative Expenses
Selling, general and administrative expenses increased \$255,772 (6\%) from the second quarter of fiscal 1999. These expenses also increased \$229,875 (3\%) for the first six months of fiscal 2000. This was mainly the result of increased wages and benefits and exchange rate losses partially offset by decreased rent expense.

## Research and Development Expenses

Research and development expenses decreased $\$ 281,058$ (10\%) for the quarter ended December 31, 1999, but increased $\$ 157,712$ ( $3 \%$ ) for the six months ended December 31, 1999. The decrease for the quarter was a result of research grant money received by ChemoCentryx, Inc. Research and development expenses by R\&D Systems increased $\$ 360,000$ for the quarter and $\$ 724,000$ for the six months ended December 31, 1999. The increase related to products currently under development, many of which have been or will be released in fiscal 2000. Products currently under development include both biotechnology and hematology products.

## Net Earnings

Earnings before income taxes increased \$2,723,216 from \$5,661,847 in the second quarter of fiscal 1999 to $\$ 8,365,063$ in the second quarter of fiscal 2000. Earnings before taxes for the six months increased $\$ 4,958,611$ from $\$ 11,016,691$ to $\$ 15,975,302$. The increase in earnings before income taxes was due to an increase in Biotechnology Division earnings of $\$ 1,929,050$ and $\$ 4,086,601$, an increase in R\&D Europe earnings of $\$ 131,335$ and $\$ 464,051$, and an increase in Hematology Division earnings of $\$ 147,564$ and $\$ 271,784$ for the quarter and six months ended December 31, 1999. The increase in earnings before taxes was also the result of decreased net losses of CCX of $\$ 589,038$ and $\$ 497,421$ for the quarter and six months. These increases were partially offset by mortgage interest expense of $\$ 364,093$ and $\$ 731,191$ for the quarter and six months ended December 31, 1999.

Income taxes for the quarter and six months ended December 31, 1999 were provided at a rate of approximately $34 \%$ and $35 \%$ of consolidated pretax earnings compared to $37 \%$ and $35 \%$ for the prior year. U.S. federal taxes have been reduced by the credit for research and development expenditures and the benefit of the foreign sales corporation. Foreign income taxes have been provided at rates which approximate the tax rates in the United Kingdom and Germany.

## Liquidity and Capital Resources

At December 31, 1999, cash and cash equivalents and short-term investments were $\$ 39,316,850$ compared to $\$ 29,114,124$ at June 30,1999 . The Company believes it can meet its future cash, working capital and capital addition requirements through currently available funds, cash generated from operations and maturities of short-term investments. The Company has an unsecured line of credit of $\$ 750,000$. The interest rate on the line of credit is at prime. There were no borrowings on the line in the prior or current fiscal years.

## Cash Flows From Operating Activities

The Company generated cash of $\$ 17,140,433$ from operating activities in the
first six months of fiscal 2000 compared to $\$ 11,027,874$ for the first six months of fiscal 1999. The increase was mainly the result of increased net earnings and the absence in fiscal 2000 of the large increase in accounts receivable in fiscal 1999 which resulted from the Genzyme acquisition.

Cash Flows From Investing Activities
During the six months ended December 31, 1999 short-term investments increased by $\$ 4,277,062$. During the six months ended December 31, 1998, the Company decreased short-term investments by $\$ 3,221,224$. The Company's investment policy is to place excess cash in short-term tax-exempt bonds. The objective of this policy is to obtain the highest possible return with the lowest risk, while keeping the funds accessible.

Cash spent on fixed assets was $\$ 24,651,700$ (including $\$ 21.9$ million for the building purchase) for the first six months of fiscal 2000, compared to $\$ 1,525,295$ for the first six months of fiscal 1999. Included in the fiscal 2000 and 1999 additions were $\$ 1,921,000$ and $\$ 683,000$ for building improvements related to remodeling of facilities by R\&D Systems. The remaining capital additions in fiscal 2000 and 1999 were for laboratory and computer equipment. Total expenditures for capital additions and building improvements planned for the remainder of fiscal 2000 are expected to cost approximately $\$ 5.7$ million and are expected to be financed through currently available funds and cash generated from operating activities.

During the first quarter of fiscal 2000, the Company invested an additional $\$ 1$ million in ChemoCentryx, Inc.

## Cash Flows From Financing Activities

Cash of \$729,628 and \$752,894 was received during the six months ended December 31, 1999 and 1998, respectively, for the exercise of options for 63,270 and 158,420 shares of common stock. During the first six months of fiscal 2000 options for 9,792 shares of common stock were exercised by the surrender of 3,475 shares of the Company's common stock with fair market values of $\$ 112,271$.

During the first six months of fiscal 1999, the Company purchased and retired 138,600 shares of Company common stock at a market value of $\$ 2,075,683$. The Board of Directors has authorized the Company, subject to market conditions and share price, to purchase and retire up to $\$ 10$ million of its common stock. Through February 7, 2000, 650,600 shares have been purchased at a market value of $\$ 8,754,114$.

The Company has never paid cash dividends and has no plans to do so in fiscal 2000.

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

At December 31, 1999, the Company had an investment portfolio of fixed income securities, excluding those classified as cash and cash equivalents, of $\$ 20,621,718$. These securities, like all fixed income instruments, are subject to interest rate risk and will decline in value if market interest rates increase. However, the Company has the ability to hold its fixed income investments until maturity and therefore the Company does not expect to recognize an adverse impact in income or cash flows.

The Company operates internationally, and thus is subject to potentially adverse movements in foreign currency rate changes. The Company does not enter into foreign exchange forward contracts to reduce its exposure to foreign currency rate changes on intercompany foreign currency denominated balance sheet positions. Historically, the effect of movements in the exchange rates has been immaterial to the consolidated operating results of the Company.

## Y2K ISSUES

To the date of this filing, the Company has not experienced any significant
problems related to Y 2 K , both within its internal operations or with any of its suppliers and service providers.

## PART II - OTHER INFORMATION

ITEM 1 - LEGAL PROCEEDINGS
No change

ITEM 2 - CHANGES IN SECURITIES
None

ITEM 3 - DEFAULTS UPON SENIOR SECURITIES

## None

ITEM 4 - SUBMISSION OF MATTERS TO VOTE OF SHAREHOLDERS
Information relating to the Company's Annual Meeting of Shareholders, held on October 21,1999 is Contained in the Company's Form 10-Q for the quarter ended September 30, 1999, which is Incorporated herein by reference.

## ITEM 5 - OTHER INFORMATION

Forward Looking Information and Cautionary Statements: Statements in this filing, and elsewhere, which look forward in time involve risks and uncertainties which may affect the actual results of operations. The following important factors, among others, have affected and, in the future, could affect the Company's actual results: the introduction and acceptance of new biotechnology and hematology products, the levels and particular directions of research into cytokines by the Company's customers, the impact of the growing number of producers of cytokine research products and related price competition, the retention of hematology OEM and proficiency survey business, and the costs and results of research and product development efforts of the Company and of companies in which the Company has invested or with which it has formed strategic relationships.

ITEM 6 - EXHIBITS AND REPORTS ON FORM 8-K
A. EXHIBITS

See exhibit index immediately following signature page.
B. REPORTS ON FORM 8-K

No reports on Form 8-K were filed during the quarter ended December 31, 1999.

TECHNE CORPORATION
(Company)

Date: February 11, 2000 /s/ Thomas E. Oland

Thomas E. Oland
President, Chief Executive and Financial Officer

EXHIBIT INDEX
TO
FORM 10-Q
TECHNE CORPORATION

Exhibit \# Description

27 Financial Data Schedule
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