## SECURITIES AND EXCHANGE COMMISSION

Washington, DC 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 March 31, 2003, 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
$\qquad$

TECHNE CORPORATION
(Exact name of registrant as specified in its charter)

## MINNESOTA

(State or other jurisdiction of incorporation or organization)

41-1427402
(I.R.S. Employer

Identification No.)

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

Indicate by check mark whether the Registrant is an accelerated filer (as defined in Exchange Act Rule 12b-2). Yes (X) No ( )

At May 5, 2003, 40,760,448 shares of the Company's Common Stock (par value $\$ .01)$ were outstanding.

## TECHNE CORPORATION <br> FORM 10-Q <br> MARCH 31, 2003

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## PART I. FINANCIAL INFORMATION

ITEM 1 - FINANCIAL STATEMENTS

## TECHNE CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS <br> (Unaudited)

| 3/31/03 6/30/02 |  |  |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and cash equivalents | \$ 26,836,002 | \$ 26,392,480 |
| Short-term available-for-sale investments 76,775,269 70,671,341 |  |  |
| Trade accounts receivable (net) | 18,733,954 | 4 16,913,002 |
| Interest receivable | 2,210,218 2, | ,500,616 |
| Inventories | 6,558,346 6,077, | 77,035 |
| Deferred income taxes | 4,104,000 | 3,762,000 |
| Income taxes receivable | 1,8 | 845,421 |
| Prepaid expenses | 1,262,314 | 915,854 |
| Total current assets | 136,480,103 129 | 29,077,749 |
| Property and equipment (net) | 81,543,402 | 2 70,312,602 |
| Goodwill (net) (Note B) | 12,540,000 | 12,540,000 |
| Intangible assets (net) (Note B) | 4,902,562 | 6,357,000 |
| Deferred income taxes | 8,824,000 | 9,400,000 |
| Other long-term assets | 7,915,190 | 10,559,608 |

$$
\$ 252,205,257 \quad \$ 238,246,959
$$

LIABILITIES AND STOCKHOLDERS' EQUITY

Trade accounts payable
Salaries, wages and related accounts payable
Other accounts payable and accrued expenses Income taxes payable
\$ 3,296,090 \$ 4,326,359
$2,145,726 \quad 2,873,505$
3,176,955 6,480,023
3,586,653 --


See notes to consolidated financial statements (unaudited).
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TECHNE CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS
(Unaudited)
QUARTER ENDED
--------------------------------------------------------------------------------------------------

| Net sales | \$37,736,518 | \$34,285,276 | \$105,584 | 8 \$ 95,264,853 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of sales | 8,756,163 | 8,392,165 | 25,817,172 | 23,968,392 |
| Gross margi | 28,980,3 | 25,8 | 79,767,7 | 71,296,46 |


| Operating expenses: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Selling, general and administrative | 4,705,923 | 4,469,162 | 14,557,695 | 13,913,188 |
| Research and development | 5,285,180 | 4,442,057 | 15,097,517 | 12,741,064 |
| Amortization of intangible assets | 484,813 | 2,137,312 | 1,454,438 | 6,411,935 |
| Interest expense | 178,274 | 323,719 | 797,499 | 997,243 |
| Interest income | $(732,060)$ | $(886,595)$ | $(2,226,483)$ | $(2,762,607)$ |
| Other non-operating income/expense (net) | ) $(59,313$ | 3) 57,544 | 74,385 | $(16,690)$ |
| 9,862,817 $\quad 10,543,199 \quad 29,755,051 \quad 31,284,133$ |  |  |  |  |


| Earnings before income taxes | 19,117,538 | 15,349,912 | 50,012,745 | 40,012,328 |
| :---: | :---: | :---: | :---: | :---: |
| Income taxes | 6,724,000 | 4,776,000 | 17,293,000 | 12,579,000 |
| Net earnings | \$12,393,538 | \$10,573,912 | \$ 32,719,745 | \$ 27,433,328 |

Earnings per share:

| Basic | $\$$ | $0.30 \$$ | $0.25 \$$ | $0.79 \$$ | 0.66 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted | $\$$ | $0.30 \$$ | $0.25 \$$ | $0.78 \$$ | 0.65 |

Weighted average common
shares outstanding:

| Basic | $41,296,620$ | $41,544,110$ | $41,369,059$ | $41,488,383$ |
| :--- | :---: | :---: | :---: | :---: |
| Diluted | $41,990,671$ | $42,524,992$ | $42,198,103$ | $42,531,964$ |

See notes to consolidated financial statements (unaudited).

TECHNE CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

## NINE MONTHS ENDED



See notes to consolidated financial statements (unaudited).
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TECHNE CORPORATION \& SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

## A. BASIS OF PRESENTATION:

The unaudited consolidated financial statements of Techne Corporation and Subsidiaries (the Company) have been prepared in accordance with accounting principles generally accepted in the United States of America 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 2002. The Company follows these policies in preparation of the interim unaudited consolidated financial statements. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. It is suggested that these unaudited consolidated financial statements be read in conjunction with the Company's Consolidated Financial Statements and Notes thereto for the fiscal year ended June 30, 2002 included in the Company's Annual Report to Shareholders for fiscal 2002.

Certain consolidated balance sheet captions appearing in this interim report are as follows:

| 3/31/03 6/30/02 |  |  |  |
| :---: | :---: | :---: | :---: |
| ACCOUNTS RECEIVABLE |  |  |  |
| Accounts receivable \$ 19,0 | \$ 19,000,954 \$ 17,176,002 |  |  |
| Less allowance for doubtful accounts | 267,000 |  |  |
| NET ACCOUNTS RECEIVABLE | \$ 18,7 | ,954 | \$ 16,913,002 |

INVENTORIES

| Raw materials | $\$ 2,795,314$ | $\$ 2,785,949$ |
| :--- | :---: | :---: |
| Supplies | 129,446 | 118,895 |
| Finished goods | $3,633,586 \quad 3,172,191$ |  |

TOTAL INVENTORIES \$ 6,558,346 \$ 6,077,035
PROPERTY AND EQUIPMENT
Land \$ 2,998,800 \$ 1,571,000
Buildings and improvements $\quad 64,929,704 \quad 63,541,408$
Building construction in progress $17,769,501 \quad 7,728,660$
Laboratory equipment $\quad 16,267,535 \quad 16,694,898$
Office equipment 3,098,116 4,263,512
Leasehold improvements $\quad 512,725 \quad 497,087$
105,576,381 94,296,565
Less accumulated depreciation and


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| 3/31/03 | 3 6/30/02 |  |
| :---: | :---: | :---: |
| GOODWILL | \$ 38,845,547 \$ 38,845,547 |  |
| Less accumulated amortization | 26,305,547 | 26,305,547 |
| NET GOODWILL | \$ 12,540,000 \$ | \$ 12,540,000 |

INTANGIBLE ASSETS


## B. GOODWILL AND INTANGIBLE ASSETS:

In June 2001, the Financial Accounting Standards Board (FASB) issued

No. 141 applies to all business combinations initiated after June 30, 2001 and prohibits the use of the pooling-of-interests method of accounting. SFAS No. 142 requires that ratable amortization of goodwill and certain intangible assets be replaced with periodic tests of the goodwill's impairment and that other intangible assets be amortized over their useful lives unless these lives are determined to be indefinite. The Company assessed the recoverability of its goodwill and other intangibles upon the adoption of SFAS No. 142 and determined no impairment existed at July 1, 2002. The Company used cash flow and fair value methodologies to assess impairment. The Company had net goodwill and other intangible assets of approximately $\$ 12.5$ million and $\$ 4.9$ million, respectively, at March 31, 2003.

The pro forma effects of implementation of SFAS No. 142 to prior periods would be as follows:


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| YEAR ENDED |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 6/30/02 | 6/30/01 6/30/00 |  |  |  |
| Reported net income \$ | \$27,129,669 \$34,045,376 \$26,582,797 |  |  |  |
| Goodwill amortization, net of tax | 4,076,000 | 0 4,076,0 |  | 4,076,000 |
| Adjusted net income \$3 | 205,669 \$38,121,376 \$30,658,797 |  |  |  |
| Reported basic earnings per share Goodwill amortization | $\$ 0.65$0.10 | \$ 0.82 | \$ | 0.65 |
|  |  | 0.10 | 0.10 |  |
| Adjusted basic earnings per share | \$ 0.75 | \$ 0.92 | \$ | 0.75 |
| Reported diluted earnings per share Goodwill amortization | $\$ 0.64$0.09 | $\$ 0.08$0.09 | $\begin{aligned} & \$ \\ & 0.10 \end{aligned}$ | 0.63 |
|  |  |  |  |  |
| Adjusted diluted earnings per share | 0.73 | \$ | \$ | 0.73 |

The estimated future amortization expense for other intangible assets as of March 31, 2003 for the remainder of fiscal year 2003 and the five succeeding fiscal years is as follows (in thousands):

## Estimated

Amortization
Year ended June 30

| 2003 (remaining three months) | $\$ 485$ |  |
| :--- | :---: | :---: |
| 2004 | 1,599 |  |
| 2005 | 1,221 |  |
| 2006 | 881 |  |
| 2007 | 541 |  |
| 2008 | 175 |  |

## C. EARNINGS PER SHARE:

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


The dilutive effect of stock options and warrants in the above table excludes all options for which the exercise price was higher than the average market price for the period. The number of potentially dilutive option shares excluded from the calculation were 585,920 and 581,310 at March 31, 2003 and 2002 , respectively.

During the quarter ended March 31, 2003, the Company purchased and retired 679,000 shares of Company common stock at a market value of $\$ 14,616,677$. The effect of the purchases was a 236,700 reduction in the weighted average common shares outstanding for the quarter ended March 31, 2003. The full impact of the above purchases will be reflected in the fourth quarter weighted average common shares outstanding.

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During the first nine months of fiscal 2003 and 2002, the Company purchased and retired 926,500 and 20,000 shares of Company common stock at a market value of $\$ 20,481,567$ and $\$ 485,010$, respectively. The Board of Directors has authorized the Company, subject to market conditions and share price, to purchase and retire up to $\$ 40$ million of its common stock. From the start of the repurchase program through May 1, 2003, 2,397,700 shares have been purchased at a market value of $\$ 33,176,069$.

## D. SEGMENT INFORMATION:

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

income taxes
Hematology
\$ 1,338,726 \$ 1,068,211 \$ 3,901,042 \$ 3,462,170
Biotechnology $\quad 15,955,208 \quad 13,787,428 \quad 42,649,248 \quad 34,919,770$
R\&D Systems Europe $\quad 3,187,534 \quad 1,671,832 \quad 7,322,252 \quad 4,488,280$
Corporate and other $(1,363,930)(1,177,559)(3,859,797)(2,857,892)$
Total earnings before
income taxes $\quad \$ 19,117,538 \$ 15,349,912 \$ 50,012,745 \$ 40,012,328$

## E. CONTINGENCIES:

Portions of the Company's short-term available-for-sale investments were held in brokerage accounts carried by a clearing firm which in late September 2001 was placed in bankruptcy. The trustee appointed pursuant to the Securities Investor Protection Act has released to the Company cash and securities representing approximately $99 \%$ of the total value of the accounts and has withheld securities and cash equivalents in the amount of approximately $\$ 250,000$ pending resolution of the bankruptcy proceeding. Management believes that all of its securities and cash equivalents will be returned to the Company as the trustee has available the assets of customers' accounts and third-party insurance. Accordingly, no impairment loss has been recognized at this time.

## F. PROPERTY ACQUISITION:

In December 2002, the Company purchased approximately 649 acres of farmland, including buildings, in southeastern Minnesota for $\$ 2.7$ million in cash. The property was purchased to house goats used in the Company's polyclonal antibody production. Currently the Company houses over 700 goats in two barns that it donated in 1997 and 2001, respectively, to the University of Minnesota College of Veterinary Medicine. These facilities are near capacity and additional space is required.

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In March 2002, the Company purchased property adjacent to its Minneapolis facility for approximately $\$ 8.9$ million. In fiscal 2000, the Company paid $\$ 2$ million and issued warrants to purchase 120,000 shares of common stock as a deposit on the acquisition. The warrants were valued at $\$ 858,000$. The remaining $\$ 6$ million of the purchase price was financed through cash on hand. In addition, the Company paid $\$ 1,999,000$ in March 2002 as a nonrefundable deposit on an option, which expires in 2005 , to purchase additional adjacent property. In fiscal 2000, the Company paid an original $\$ 1,000$ deposit on this option.

## G. MODIFICATION OF LOAN AGREEMENT:

As of March 31, 2003, the Company's long-term debt consisted of a mortgage note payable. The interest rate on the mortgage note was fixed at $7 \%$ through November 2002. The terms of the note payable were modified in December 2002 to include a floating interest rate at the one month LIBOR rate plus $2.5 \%$ with a floor of $4 \%$. The floating interest rate on the mortgage note payable was below the $4 \%$ floor as of March 31, 2003.

## H. STOCK OPTIONS:

As permitted by Statement of Financial Accounting Standards (SFAS) No. 123, the Company has elected to continue following the guidance of Accounting Principles Board (APB) Opinion No. 25 for measurement and recognition of stock-based transactions with employees. No compensation cost has been recognized for stock options granted to employees under the plans because the exercise price of all options granted was at least equal to the fair value of the common stock at the date of grant.

If compensation cost for employee options granted under the Company's stock option plans had been determined based on the fair value at the grant dates, consistent with the methods provided in SFAS No. 123 the Company's net earnings and earnings per share would have been as follows:

QUARTER ENDED NINE MONTHS ENDED


Diluted earnings
per share:

| As reported | \$ | 0.30 | \$ | 0.25 | \$ | 0.78 |  | 0.65 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less employee stockbased compensatio |  |  | 0.01 |  | . 00 | 0.0 |  | 0.03 |
| Pro forma | \$ | 0.29 | \$ | 0.25 | \$ | 0.76 | \$ | 0.62 |

The fair value of options granted under the Company's stock option plans were estimated on the date of grant using the Black-Scholes option-pricing model with the following assumptions used: no dividend yield, expected volatility of between $41 \%$ and $99 \%$, risk-free interest rates between $4.2 \%$ and $6.1 \%$ and expected lives between 7 and 10 years.

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

Results of Operations Quarter and Nine Months Ended March 31, 2003
vs. Quarter and Nine Months Ended March 31, 2002

## Overview

Techne Corporation (the Company) 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 principal products are purified cytokines (proteins), antibodies and assay kits, which are sold primarily to biomedical researchers at pharmaceutical companies and academic and government research laboratories. The Hematology Division's principal 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 directly, through a branch office in France and through a sales subsidiary in Germany. The Company also had a foreign sales corporation, Techne Export Inc., which was dissolved in fiscal 2002.

## Net Sales

$\$ 940,215$ (4\%) and \$4,796,981 (8\%) and R\&D Systems' Hematology Division net sales increased $\$ 365,472(10 \%)$ and $\$ 653,031(6 \%)$ for the quarter and nine months ended March 31, 2003, respectively. R\&D Europe net sales increased $\$ 2,145,555(27 \%)$ and $\$ 4,870,103(22 \%)$ for the quarter and nine months ended March 31, 2003. In British pounds, R\&D Europe's net sales increased $13 \%$ and $11 \%$ for the quarter and nine months.

The slowing of the Company's sales growth as compared to prior-year periods from a $16 \%$ growth rate in the first quarter of the current fiscal year to $7 \%$ in the second quarter and $10 \%$ in the current quarter was primarily due to the reduction in R\&D Systems' Biotechnology Division sales growth. Biotechnology Division sales for the second and third quarter of fiscal 2003 increased 3.7\% and $4.1 \%$, respectively from last year compared to a $16.1 \%$ increase in the first quarter of fiscal 2003. The decline in sales growth rates occurred across all major product lines and customer segments and can be attributed mainly to economic factors. The increase in the year-over-year growth rate for the Biotechnology Division from $3.7 \%$ in the second quarter to $4.1 \%$ in the third quarter was mainly the result of increased sales growth to its largest customer segment, pharmaceutical and biotechnology research companies.

Gross margins
Gross margins for the third quarter of fiscal 2003 were $76.8 \%$ compared to $75.5 \%$ for the same quarter in fiscal 2002. Gross margins for the nine months ended March 31, 2003 were $75.6 \%$ compared to $74.8 \%$ for the same period in fiscal 2002.

Biotechnology Division margins increased slightly from $79.5 \%$ to $80.0 \%$ for the quarter, but remained steady at $78.9 \%$ for the nine months ended March 31 . R\&D Europe gross margins increased from $35.8 \%$ to $43.0 \%$ for the quarter and from $35.8 \%$ to $41.2 \%$ for the nine months ended March 31, 2003 as a result of favorable exchange rate changes due to the weakening of the U.S. dollar to the British pound sterling. Hematology Division gross margins increased from $41.5 \%$ to $45.4 \%$ for the quarter and from $43.0 \%$ to $45.3 \%$ for the nine months ended March 31, 2003 as a result of lower raw material costs. Blood costs during the first three quarters of last fiscal year were high due to supply shortages.

Selling, General and Administrative Expenses
Selling, general and administrative expenses increased \$236,761 (5\%) and $\$ 644,507$ (5\%) from the third quarter and first nine months of last year, respectively.

## Research and Development Expenses

Research and development expenses increased \$843,123 (19\%) and \$2,356,453 ( $18 \%$ ) for the quarter and nine months ended March 31, 2003. Included in research and development expenses are the Company's share of losses by ChemoCentryx, Inc. (CCX) and Discovery Genomics, Inc. (DGI), development stage companies in which the Company has invested. Research and development expenses are composed of the following:

quarter and first nine months of fiscal 2003 increased $\$ 449,318$ (11\%) and $\$ 1,117,809(10 \%)$, respectively.

## Amortization of Intangible Assets

In June 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 141, "Business Combinations" and SFAS No. 142, "Goodwill and Other Intangible Assets". SFAS No. 141 applies to all business combinations initiated after June 30, 2001 and prohibits the use of the pooling-of-interests method of accounting. SFAS No. 142 requires that ratable amortization of goodwill and certain intangible assets be replaced with periodic tests of the goodwill's impairment and that other intangible assets be amortized over their useful lives unless these lives are determined to be indefinite. The Company assessed the recoverability of its goodwill and other intangibles upon the adoption of SFAS No. 142 and determined no impairment existed at July 1, 2002. The Company used cash flow and fair value methodologies to assess impairment. The Company had net goodwill and other intangible assets of approximately $\$ 12.5$ million and $\$ 4.9$ million, respectively, at March 31, 2003.

The pro forma effects of implementation of SFAS No. 142 to prior periods would be as follows:

| QUARTER ENDED NINE MONTHS ENDED |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $3 / 31 / 03 \quad 3 / 31 / 02 \quad 3 / 31 / 03 \quad 3 / 31 / 02$ |  |  |  |  |  |
| Reported net income | \$12,393,538 \$10,573,912 \$32,719,745 |  |  |  | \$27,433,328 |
| $\begin{array}{ccccc}\begin{array}{c}\text { Goodwill amortization, } \\ \text { net of tax }\end{array} & - & 1,018,500 & -- & 3,056,500\end{array}$ |  |  |  |  |  |
| Adjusted net income | \$12,393,53 | \$11,592,412 \$32,719,745 |  |  | \$30,489,828 |
| Reported basic |  |  |  |  |  |
| Goodwill amortization | 0.00 | 0.03 | - 0.00 | 0.07 |  |
| Adjusted basic earnings per share \$ | $\$ \quad 0.30$ | \$ 0.28 | \$ 0.79 \$ | 0.73 |  |
| Reported diluted |  |  |  |  |  |
| Goodwill amortization | 0.00 | 0.02 | 20.00 | 0.07 |  |
| Adjusted diluted earnings per share \$ | \$ 0.30 \$ | \$ 0.27 \$ | \$ 0.78 \$ | 0.72 |  |



Other Non-operating Income/Expenses
Other non-operating income/expense consists mainly of foreign currency transaction gains and losses, rental income, and real estate taxes and utility expenses related to properties under construction/renovation.

## Net Earnings

Earnings before income taxes increased $\$ 3,767,626$ from $\$ 15,349,912$ in the third quarter of fiscal 2002 to $\$ 19,117,538$ in the third quarter of fiscal 2003. Earnings before income taxes for the nine months increased $\$ 10,000,417$ from $\$ 40,012,328$ to $\$ 50,012,745$. The increase in earnings before income taxes was due primarily to the increase in sales and reduction in goodwill amortization.

Income taxes for the quarter and nine months ended March 31, 2003 were provided at a rate of approximately $35 \%$ of consolidated pretax earnings compared to $31 \%$ for the prior-year periods. The increase in the tax rate was primarily the result of increased losses by CCX and DGI for which there are no tax benefits, decreased tax exempt interest income and changes in state income tax regulations. U.S. federal taxes have been reduced by the credit for research and development expenditures and the benefit for foreign sales. Foreign income taxes have been provided at rates which approximate the tax rates in the United Kingdom, France and Germany.

## Liquidity and Capital Resources

At March 31, 2003, cash and cash equivalents and short-term available-forsale investments were $\$ 103,611,271$ compared to $\$ 97,063,821$ at June 30, 2002. 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 available-for-sale 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 $\$ 39,155,328$ from operating activities in the first nine months of fiscal 2003 compared to $\$ 31,127,922$ for the first nine months of fiscal 2002. The increase was mainly the result of increased earnings after adjustment for noncash items and increased income taxes payable. The increase in income taxes payable was the result of higher U.S. taxable income in the first nine months of fiscal 2003 ( $\$ 2,169,000$ increase in income taxes payable compared to fiscal 2002) and lower income tax deposits made in the first nine months of fiscal 2003 ( $\$ 3,489,000$ less than made in the first nine months of fiscal 2002).

## Cash Flows From Investing Activities

Capital expenditures for fixed assets for the first nine months of fiscal 2003 and 2002 were $\$ 14,513,514$ and $\$ 13,942,179$, respectively. Included in fiscal 2003 capital additions was $\$ 10.6$ million for renovation of property purchased in fiscal 2002 and the construction of an infill connecting this property to R\&D Systems' existing property, $\$ 202,000$ for the completion of the parking ramp and $\$ 2.7$ million for the purchase of property in southeastern Minnesota as described previously in Note F. Included in capital additions for the first nine months of fiscal 2002 was $\$ 6$ million for property acquired in Minneapolis, $\$ 701,000$ for renovation of the property and construction of the infill and $\$ 5.1$ million for construction of a parking ramp. The remaining capital additions in the first nine months of fiscal fiscal 2003 and 2002 were for laboratory and computer equipment and remodeling of laboratory space.

Remaining expenditures in fiscal 2003 for laboratory and computer equipment are expected to cost approximately $\$ 500,000$ and are expected to be financed through currently available funds and cash generated from operating
activities. Costs to finish the renovation of the property purchased in fiscal 2002 and the construction of the infill are estimated at approximately $\$ 7$ million with completion expected in fiscal 2004. The majority of the work to complete the projects will take place in fiscal 2004. The renovation and infill are expected to be financed through currently available funds, cash generated from operating activities and maturities of short-term available-for-sale investments.

During the nine months ended March 31, 2003 the Company purchased \$53,440,000 and sold $\$ 48,375,072$ of short-term available-for-sale investments. During the nine months ended March 31, 2002, the Company purchased \$39,419,571 and sold $\$ 32,902,541$ of short-term available-for-sale investments. The Company's investment policy is to place excess cash in short-term bonds and other short-term investments. The objective of this policy is to obtain the highest possible return with minimal risk, while keeping the funds accessible.

During the first nine months of fiscal 2002, the Company invested $\$ 3$ million in Discovery Genomics, Inc.

## Cash Flows From Financing Activities

Cash of $\$ 1,531,978$ and $\$ 328,873$ was received during the nine months ended March 31, 2003 and 2002, respectively, for the exercise of options for 112,750 and 86,800 shares of common stock. During the first nine months of fiscal 2003 and 2002 options for 120,000 and 80,000 shares of common stock

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were exercised by the surrender of 12,438 and 7,654 shares of the Company's common stock with a fair market values of $\$ 404,981$ and $\$ 224,968$, respectively.

During the first nine months of fiscal 2003 and 2002, the Company purchased and retired 926,500 and 20,000 shares of Company common stock at a market value of $\$ 20,481,567$ and $\$ 485,010$, respectively. The Board of Directors has authorized the Company, subject to market conditions and share price, to purchase and retire up to $\$ 40$ million of its common stock. From the start of the repurchase program through May 1, 2003, 2,397,700 shares have been purchased at a market value of $\$ 33,176,069$.

The Company has never paid cash dividends and has no plans to do so in fiscal 2003.

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

At March 31, 2003, the Company had a professionally managed investment portfolio of fixed income securities, excluding those classified as cash and cash equivalents, of $\$ 76,775,269$. 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 any such increase in interest rates to have an adverse impact on 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.

As of March 31, 2003, the Company's long-term debt consisted of a mortgage note payable. The interest rate on the mortgage note was fixed at $7 \%$ through November 2002. The terms of the note payable were modified in December 2002 to include a floating interest rate at the one month LIBOR rate plus $2.5 \%$ with a floor of $4 \%$. The floating interest rate on the mortgage note payable was below the 4\% floor as of March 31, 2003.
of Company management, has concluded, based on an evaluation within 90 days of the filing date of this report, that the Company's disclosure controls and procedures are effective for gathering, analyzing and disclosing information required to be disclosed in the Company's reports filed under the Securities Exchange Act of 1934.

Management is not aware of any significant changes in the Company's internal controls or in other factors that could significantly affect these controls subsequent to the date of the above mentioned evaluation, including any significant deficiencies or material weaknesses of internal controls that would require corrective action.

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## PART II OTHER INFORMATION

ITEM 1 - LEGAL PROCEEDINGS

## None

ITEM 2 - CHANGES IN SECURITIES

## None

## ITEM 3 - DEFAULTS UPON SENIOR SECURITIES

None

## ITEM 4 - SUBMISSION OF MATTERS TO VOTE OF SHAREHOLDERS

None

## 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 by the Company's customers, the impact of the growing number of producers of biotechnology research products and related price competition, the retention of hematology OEM (private label) and proficiency survey business, the impact of changes in foreign currency exchange rates, 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. For additional information concerning such factors, see the Company's Annual Report on Form 10-K as filed with the Securities and Exchange Commission.

ITEM 6 - EXHIBITS AND REPORTS ON FORM 8-K

## A. EXHIBITS

See exhibit index following.

## B. REPORTS ON FORM 8-K

Form 8-K dated May 1, 2003 furnishing pursuant to Item 12, the Registrant's press release reporting earnings for the third quarter of fiscal 2003.

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.

## TECHNE CORPORATION

(Company)

Date: May 13, 2003
/s/ Thomas E. Oland
President, Chief Executive and Chief Financial Officer

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## CERTIFICATIONS

I, Thomas E. Oland, certify that:

1. I have reviewed this quarterly report on Form $10-\mathrm{Q}$ of Techne Corporation;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and the other financial information included in this quarterly report, fairly present in all respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the date of this quarterly report (the "Evaluation Date");
c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's board of directors and auditors (or persons performing the equivalent function):
a) all significant deficiencies in the design and operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weakness in internal controls;
b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's
internal controls; and
6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: May 13, 2003
/s/ Thomas E. Oland

Thomas E. Oland
Chief Executive Officer and
Chief Financial Officer

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EXHIBIT INDEX
TO
FORM 10-Q
TECHNE CORPORATION

Exhibit \#
Description
99 Certification

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    CERTIFICATION PURSUANT TO
    18 U.S.C. SECTION 1350,
    AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
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In connection with the Quarterly Report of Techne Corporation (the "Company") on Form 10-Q for the quarter ended March 31, 2003 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Thomas E. Oland, Chief Executive and Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:
(1) The Report fully complies with the requirements of Section 13(a) or 15 (d) of the Securities Exchange Act of 1934; and
(2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.
/s/ Thomas E. Oland
Chief Executive and Chief
Financial Officer
May 13, 2003
(A signed original of this written statement required by Section 906 has been provided to Techne Corporation and will be retained by Techne Corporation and furnished to the Securities and Exchange Commission or its staff upon request.)

