# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549
FORM 8-K
CURRENT REPORT

## PURSUANT TO SECTION 13 OR 15(d) OF THE

 SECURITIES EXCHANGE ACT OF 1934Date of report (Date of earliest event reported): October 23, 2003

## TECHNE CORPORATION

(Exact Name of Registrant as Specified in Charter)


Registrant's telephone number, including area code: (612) 379-8854

Item 7. Financial Statements and Exhibits
(c) Exhibits

99 Press Release dated October 23, 2003.
99.1 Segment information for the quarter ended September 30, 2003.

Item 12. Results of Operations and Financial Condition
A copy of the press release issued by Techne Corporation on October 23, 2003, describing the results of operations and its financial condition as of the quarter ended September 30, 2003, is attached hereto as Exhibit 99.

Segment information for Techne Corporation for the quarter ended September 30, which has been included on Techne Corporation's website (www.technecorp.com), is attached hereto as Exhibit 99.1.

The information in this Form 8-K and the Exhibits attached hereto shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Act") or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such filing.

## SIGNATURE

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 hereunto duly authorized.

Dated: October 23, 2003 TECHNE CORPORATION
By: /S/ Thomas E. Oland

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## EXHIBIT INDEX

Exhibit No. Exhibit
99 Press release of Techne Corporation dated October 23, 2003.
99.1 Segment information for Techne Corporation for the quarter ended September 30, 2003.

## TECHNE CORPORATION RELEASES UNAUDITED FIRST QUARTER RESULTS FOR FISCAL YEAR 2004

Minneapolis/October 23, 2003/--For the quarter ended September 30, 2003, Techne Corporation's consolidated net earnings were $\$ 12,572,000$ or 30 cents per share (diluted), compared with $\$ 10,445,000$ or 25 cent per share (diluted) for the quarter ended September 30, 2002. The improvement in profitability was the result of increased sales, improved gross margins, reduced losses by ChemoCentryx, Inc. and tight control of operating expenses.

Consolidated net sales for the first quarter of fiscal 2004 were $\$ 37,993,000$, an increase of $\$ 3,445,000$ or $10 \%$ from the first quarter of last year. R\&D Systems' Biotechnology Division net sales for the quarter increased $\$ 1,545,000(7 \%)$, which was slightly better than the fourth quarter fiscal 2003 growth rate. R\&D Systems' Hematology Division net sales for the quarter increased $\$ 507,000(13 \%)$. The higher than usual growth in Hematology was primarily due to a new distributor obtained in January 2003 and growth in OEM business. R\&D Europe's net sales for the quarter increased \$1,393,000 (17\%). In British pounds, R\&D Europe's net sales increased $13 \%$ for the quarter.

Gross margins, as a percentage of sales, increased from $74.9 \%$ in the first quarter of fiscal 2003 to $77.2 \%$ in fiscal 2004. The majority of the increase in margin percentage was the result of R\&D Europe's gross margins increasing from $39.9 \%$ in the first quarter of fiscal 2003 to $49.2 \%$ in fiscal 2004. This increase was due to favorable exchange rates as a result of a weaker U.S. dollar to the British pound sterling and the expiration, on June 30, 2003, of a royalty agreement associated with the purchase of Genzyme, Inc's reagent business in fiscal 1999. R\&D Europe expensed $\$ 408,000$ in the quarter ended September 30, 2002 under this agreement.

Research and development expenses for the first quarter of fiscal 2004 increased $\$ 130,000(3 \%)$. Included in research and development expenses for each period were the Company's share of losses by ChemoCentryx, Inc. (CCX) and Discovery Genomics, Inc. (DGI), development stage companies in which Techne has invested. The portion of the losses by these two companies included in Techne results for the quarter ended September 30, 2003 were $\$ 608,000$ compared to $\$ 697,000$ for the quarter ended September 30, 2002. R\&D Systems' internal research and development expenses for the quarter ended September 30, 2003 increased $\$ 219,000(5 \%)$ from the quarter ended September 30, 2002.

The Company's balance sheet continued to strengthen in the first quarter of fiscal 2004. The Company generated $\$ 15.3$ million of net cash from operating activities in the first quarter of fiscal 2004 and cash, cash equivalents and short-term investments increased to $\$ 132$ million from $\$ 118$ million at June 30, 2003.

Statements in this earnings release 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 and proficiency survey business, the impact of currency exchange rate fluctuations, 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 and quarterly reports on Form 10-Q as filed with the Securities and Exchange Commission.

Techne Corporation has two operating subsidiaries: Research and Diagnostic Systems, Inc. (R\&D Systems) of Minneapolis, Minnesota and R\&D Systems Europe Ltd. (R\&D Europe) of Abingdon, England. R\&D Systems is a specialty manufacturer of biological products and R\&D Europe is a distributor of biotechnology products.

TECHNE CORPORATION
9/30/03
(In thousands, except per share data) (Unaudited)


Earnings per share:

| Basic | $\$$ | 0.31 | $\$$ | 0.25 |
| :--- | :---: | :---: | :---: | :---: |
| Diluted | $\$$ | 0.30 | $\$$ | 0.25 |

Weighted average common

| shares outstanding: |  |  |
| :--- | :---: | :---: |
| Basic | 40,965 | 41,363 |
| Diluted | 41,600 | 42,286 |

$$
9 / 30 / 03 \quad 6 / 30 / 03
$$

ASSETS

| Cash and equivalents | \$ 44,020 | \$ 39,371 |
| :---: | :---: | :---: |
| Short-term investments | 87,868 | 78,130 |
| Trade accounts receivable | 17,902 | 18,387 |
| Interest receivable | 2,109 | 2,054 |
| Inventory | 6,603 6,3 | 6,332 |
| Other current assets | 5,643 | 5,241 |
| Property and equipment, net | 81,389 | 81,166 |
| Goodwill, net | 12,540 | 12,540 |
| Intangible assets, net | 4,018 | 4,418 |
| Other non-current assets | 15,209 | 15,638 |
| Total assets | \$277,301 \$2 | \$263,277 |

## LIABILITIES

| Current liabilities | $\$ 10,597$ | $\$ 10,808$ |
| :--- | :---: | :---: |
| Long-term debt | 15,538 | 15,852 |
| Stockholders' equity | $-\ldots 51,166$ | 236,617 |
|  | ----------- |  |
| Total liabilities and equity | $\$ 277,301$ | $\$ 263,277$ |

TECHNE CORPORATION AND SUBISIDARIES
(in thousands of \$'s, except per share data)


|  | HEMATOLOGY DIVISION <br> (in thousands of \$'s) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Increase (Decrease) |  |  |  |

BIOTECHNOLOGY DIVISION
(in thousands of \$'s)
Increase (Decrease)
Fiscal 2004 From FY 2003
First Percent First
Quarter Of Sales Quarter
Sales
Intersegment sales

| 28,653 | $100 \%$ |
| :---: | :---: |
| $(4,621)$ | 2,016 |
| $(471)$ |  |



R\&D SYSTEMS EUROPE (in thousands of Br. pounds)


R\&D SYSTEMS EUROPE
(in thousands of \$'s)
Increase (Decrease)
Fiscal 2004 From FY 2003


| Cost of sales | 4,921 | $51 \%$ | (71) |
| :--- | :---: | :---: | :--- |
| Gross margin | ---------- | - |  |

Gross margin percentage
49.2\%


|  | CORPORATE AND OTHER (1) <br> (in thousands of \$'s) |  |  |
| :--- | :---: | :---: | :---: |
|  | Increase (Decrease) |  |  |


(1) Unallocated corporate expenses and Techne's share of losses by ChemoCentryx, Inc. (CCX) and Discovery Genomics, Inc. (DGI)


[^0]:    Name: Thomas E. Oland
    Title: President and Chief
    Executive Officer

