# SECURITIES AND EXCHANGE COMMISSION <br> 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): April 27, 2004

## 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 April 27, 2004.
99.1 Segment information for the quarter and nine months ended March 31, 2004.

Item 12. Results of Operations and Financial Condition
A copy of the press release issued by Techne Corporation on April 27, 2004, describing the results of operations for the quarter and nine months ended March 31, 2004 and its financial condition as of March 31, 2004, is attached hereto as Exhibit 99.

Segment information for Techne Corporation for the quarter and nine months ended March 31, 2004 which has been included on Techne Corporation's website (www.techne-corp.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.

## EXHIBIT INDEX

Exhibit No. Exhibit
99 Press release of Techne Corporation dated April 27, 2004.
99.1 Segment information for Techne Corporation for the quarter and nine months ended March 31, 2004.

Minneapolis/April 27, 2004/--For the quarter ended March 31, 2004, Techne Corporation's consolidated net earnings were $\$ 14.6$ million or 35 cents per share (diluted), compared with $\$ 12.4$ million or 30 cents per share (diluted) for the quarter ended March 31, 2003. For the nine months ended March 31, 2004, Techne's consolidated net earnings were $\$ 39.6$ million or 95 cents per share (diluted), compared with $\$ 32.7$ million or 78 cents per share (diluted) for the nine months ended March 31, 2003. The improvement in profitability was the result of increased net sales and improved gross margins.

Consolidated net sales for the quarter and nine months ended March 31, 2004 were $\$ 42.5$ million and $\$ 118.8$ million, respectively, an increase of $13 \%$ from both the third quarter and first nine months of last year. Both R\&D Systems' Biotechnology Division and R\&D Europe had record sales quarters. R\&D Systems' Biotechnology Division net sales for the quarter and nine months were $\$ 26.1$ million and $\$ 72.9$ million, increases of $10 \%$ and $9 \%$, respectively. R\&D Europe's net sales for the quarter and nine months were $\$ 12.4$ million and $\$ 33.1$ million, increases of $23 \%$ and $21 \%$, respectively. In British pound sterling, R\&D Europe's net sales increased $6 \%$ for the quarter and $11 \%$ for the nine months ended March 31, 2004, respectively. R\&D Systems' Hematology Division net sales for the quarter and nine months increased $2 \%$ and $9 \%$, respectively.

Gross margins, as a percentage of net sales, increased from $76.8 \%$ in the third quarter of fiscal 2003 to $79.0 \%$ in the third quarter of fiscal 2004. For the nine months ended March 31, 2004, gross margins, as a percentage of net sales, increased from $75.5 \%$ to $78.1 \%$. The majority of the increase in margin percentage was the result of R\&D Europe's gross margins increasing from $43.0 \%$ in the third quarter of fiscal 2003 to $53.8 \%$ in the third quarter of fiscal 2004. R\&D Europe's gross margins for the nine months ended March 31,2004 increased from $41.2 \%$ to $51.3 \%$. These increases were 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 $\$ 496,000$ and $\$ 1,340,000$, respectively, in the quarter and nine months ended March 31, 2003 under this agreement.

Selling, general and administrative expenses for the quarter and nine months ended March 31, 2004 increased \$750,000 (16\%) and \$1,500,000 (10\%), respectively. R\&D Systems' selling, general and administrative expenses increased $\$ 345,000(11 \%)$ and $\$ 400,000(4 \%)$ for the quarter and nine months ended March 31, 2004, respectively. The majority of the increase for the quarter and nine months was a result of an increase in profit sharing accrual in the third quarter of fiscal 2004. In addition, Techne's corporate expenses increased $\$ 144,000$ and $\$ 424,000$, respectively, for the quarter and nine months ended March 31, 2004. This increase was the result of higher audit and related fees, directors' and officers' liability insurance premium increases and consulting fees associated with compliance with Sarbanes-Oxley. R\&D Europe's selling, general and administrative expenses increased $\$ 261,000$ $(17 \%)$ and $\$ 676,000(14 \%)$ for the quarter and nine months. Most of this increase was the result of higher exchange rates used to convert R\&D Europe's expenses from pounds to dollars. In British pound sterling, R\&D Europe's selling, general and administrative expenses increased $1 \%$ and $4 \%$, respectively.

Research and development expenses for the quarter ended March 31, 2004 decreased $\$ 204,000(4 \%)$, but increased $\$ 397,000(3 \%)$ for the nine months ended March 31, 2004. 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 and the Company's share of losses by Hemerus Medical, LLC in which the Company invested on January 1, 2004. The portion of the losses by these companies included in Techne results for the quarter and nine months ended March 31, 2004 were $\$ 589,000$ and $\$ 2,150,000$, respectively, compared to $\$ 924,000$ and $\$ 2,280,000$ for the quarter and nine months ended March 31, 2003, respectively. R\&D Systems' internal research and development expenses for the quarter and nine months ended March 31, 2004 increased $\$ 131,000(3 \%)$ and $\$ 527,000(4 \%)$, respectively, from the quarter and nine months ended March 31, 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.

Contact: Kathy Backes, Controller (612) 379-8854
TECHNE CORPORATION
3/31/04
(In thousands, except per share data)
(Unaudited)
QUARTER ENDED NINE MONTHS ENDED

$$
\begin{array}{llll}
3 / 31 / 04 & 3 / 31 / 03 & 3 / 31 / 04 & 3 / 31 / 03
\end{array}
$$

$\left.\begin{array}{lrllllll}\text { Net sales } & \$ 42,541 & \$ 37,737 & \$ 118,798 & \$ 105,585 \\ \text { Cost of sales } & & 8,946 & 8,756 & 26,050 & 25,817\end{array}\right)$

Weighted average common shares
outstanding:

| Basic | 41,072 | 41,297 | 41,024 | 41,369 |
| :--- | :---: | :---: | :---: | :---: |
| Diluted | 41,752 | 41,991 | 41,668 | 42,198 |
|  | $3 / 31 / 04$ |  |  |  |
|  | $6 / 30 / 03$ |  |  |  |

## ASSETS

Cash and equivalents
Short-term investments
\$ 51,726 \$ 39,371
Short-term in 111,871 78,130
Trade accounts receivable 20,562 18,387 Interest receivable

Inventory
Other current assets
Property and equipment, net Goodwill, net
Intangible assets, net
Other non-current assets

Total assets

LIABILITIES
Current liabilities
Long-term debt
Stockholders' equity
Total liabilities and equity

7,295 6,332
5,868 5,241
81,354 81,166
12,540 12,540
3,219 4,418
$16,182 \quad 15,638$
\$312,603 \$263,277
\$ 14,300 \$ 10,808
$14,900 \quad 15,852$
283,403 236,617
$\$ 312,603 \quad \$ 263,277$

## SEGMENT INFORMATION

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

<TABLE>
<CAPTION>
Increase (Decrease)
Fiscal \(2004 \quad\) From Fiscal 2003
First Second Third Percent First Second Third
Quarter Quarter Quarter YTD of Sales Quarter Quarter Quarter YTD


Diluted earnings
\begin{tabular}{lllll} 
per share & 0.30 & 0.30 & 0.35 & 0.95
\end{tabular}

Weighted average diluted
shares outstanding \(\quad 41,60041,65341,75241,668\)
</TABLE>

## HEMATOLOGY DIVISION

(in thousands of \$'s)

<TABLE>
<CAPTION>
\begin{tabular}{cc} 
Fiscal 2004 & Increase (Decrease) \\
From Fiscal 2003
\end{tabular}

First Second Third Percent First Second Third Quarter Quarter Quarter YTD of Sales Quarter Quarter Quarter YTD
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline <S> & <C> & <C> & < C & C> < & C> & \(<\mathrm{C}><\mathrm{C}\) & C> < & <C> & \multicolumn{3}{|l|}{\multirow[t]{2}{*}{\[
\begin{array}{rr}
<\mathrm{C}> & <\mathrm{C}> \\
72 & 1,047
\end{array}
\]}} \\
\hline Sales & 4,281 & 4,45 & ,454 4, & 4,069 12, & 2,804 & 100\% & 507 & 468 & & & \\
\hline Cost of sales & & 346 2, & 2,344 & 2,234 & 6,924 & 4 54\% & 209 & 232 & \multicolumn{2}{|l|}{53} & 94 \\
\hline Gross margin & & ,935 2 & 2,110 & 0 1,83 & 5,88 & 80 46\% & - 298 & 8236 & \multicolumn{2}{|l|}{} & 553 \\
\hline Gross margin & entage & 45. & 5.2\% & 47.4\% & \% 45.1\% & \% 45.9\% & & & & & \\
\hline SG\&A expense & & 391 & 1383 & 8343 & 39 1,21 & 13 9\% & (9) & 16 & \multicolumn{2}{|l|}{74} & \\
\hline R\&D expense & & 191 & 190 & 0203 & -584 & 4 5\% & 18 & (3) & \multicolumn{3}{|c|}{19} \\
\hline \multirow[t]{2}{*}{Interest income} & & (77) & (74) & (79) & (230) & (2\%) & 24 & 9 & \multicolumn{3}{|l|}{\(8 \quad 41\)} \\
\hline & & 499 & 563 & 3 1,567 & \(712 \%\) & \% 33 & 22 & 86 & \multicolumn{3}{|l|}{141} \\
\hline Pretax result & & 430 1,61 & 1,611 & 1,272 & 4,313 & \(34 \%\) & 265 & 214 & (67) & & 12 \\
\hline
\end{tabular}
</TABLE>
BIOTECHNOLOGY DIVISION
(in thousands of \$'s)

<TABLE>
<CAPTION>

</TABLE>
R\&D SYSTEMS EUROPE
(in thousands of Br. pounds)
$<$ TABLE $>$
<CAPTION $>$

</TABLE>

R\&D SYSTEMS EUROPE
(in thousands of \$'s)

## <TABLE> <br> <CAPTION>

|  | Increase (Decrease) |
| :---: | :---: |
| Fiscal 2004 | From Fiscal 2003 |

First Second Third Percent First Second Third Quarter Quarter Quarter YTD of Sales Quarter Quarter Quarter YTD

```
<C> <C> <C> <C> <C> <C> <C> <C> <C>
    9,680 11,011 12,403 33,094 100% 1,379 2,142 2,291 5,812
```

<S>

Sales


| Cost of sales | 4,922 | 5,461 | 5,731 | 16,114 | 49\% | (70) | 170 |  |  | 66 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross margin | 4,758 | 5,550 |  | 16,980 | 51\% | 1,449 | 1,97 |  | 325 | 5 5,746 |

Gross margin percentage $\quad 49.2 \% \quad 50.4 \% \quad 53.8 \% \quad 51.3 \%$
$\left.\begin{array}{lcccccccccl}\text { SG\&A expense } & 1,699 & 1,891 & 1,805 & 5,395 & 16 \% & 87 & 328 & 261 & 676 \\ \text { Interest income } & (206) & (260) & (323) & (789) & (2 \%) & (43) & (80) & (138) & (261)\end{array}\right)$
</TABLE>

CORPORATE AND OTHER (1)
(in thousands of \$'s)

<TABLE>
<CAPTION>

</TABLE>
(1) Unallocated corporate expenses and Techne's share of losses by ChemoCentryx,

Inc. (CCX), Discovery Genomics, Inc. (DGI) and Hemerus Medical, LLC.

