# 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 1934

Date of report (Date of earliest event reported): February 1, 2005

## TECHNE CORPORATION

(Exact Name of Registrant as Specified in Charter)

| Minnesota | $0-17272$ | 41-1427402 |
| :--- | :--- | :--- |
| (State or Other Jurisdiction <br> (Commission | I.R.S. Employer |  |
| of Incorporation) |  |  | File Number) | Identification No.) |
| :---: |

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

## Not Applicable

(Former Name or Former Address, if changed since Last Report)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions:
// Written communications pursuant to Rule 425 under the Securities Act 17 CFR 230.425)
// Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
// Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
// Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition
A copy of the press release issued by Techne Corporation on February 1, 2005, describing the results of operations for the quarter and six months ended December 31, 2004 and its financial condition as of December 31, 2004, is attached hereto as Exhibit 99.1.

Segment information for Techne Corporation for the quarter and six months ended December 31, 2004 which has been included on Techne Corporation's website (www.techne-corp.com), is attached hereto as Exhibit 99.2.

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, as amended (the "Exchange 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.

Item 9.01 Financial Statements and Exhibits
(c) Exhibits
99.1 Press Release dated February 1, 2005.
99.2 Segment information for the quarter and six months ended

## 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: February 1,2005 TECHNE CORPORATION<br>By: /s/ Thomas E. Oland

Name: Thomas E. Oland
Title: President and Chief
Executive Officer

## EXHIBIT INDEX

## Exhibit No. Description

99.1 Press release of Techne Corporation dated February 1, 2005.
99.2 Segment information for Techne Corporation for the quarter and six months ended December 31, 2004.

# TECHNE CORPORATION RELEASES UNAUDITED SECOND QUARTER 

 RESULTS FOR FISCAL YEAR 2005Minneapolis/February 1, 2005/--For the quarter ended December 31, 2004, Techne Corporation's consolidated net earnings were a record $\$ 14.9$ million or $\$ .36$ per share (diluted) compared with $\$ 12.4$ million or $\$ .30$ per share (diluted) for the quarter ended December 31, 2003. Net earnings as a percentage of sales improved from $32.3 \%$ in the second quarter of last year to $35.3 \%$ for the quarter ended December 31, 2004. For the six months ended December 31, 2004, Techne's consolidated net earnings were $\$ 29.1$ million or $\$ .70$ per share (diluted) compared with $\$ 24.9$ million or $\$ .60$ per share (diluted) for the six months ended December 31, 2003. Net earnings as a percentage of sales improved from $32.7 \%$ in the first six months of last year to $35.0 \%$ for the six months ended December 31, 2004.

Consolidated net sales for the quarter and six months ended December 31, 2004 were $\$ 42.2$ million and $\$ 83.2$ million, respectively. This was an increase of $10 \%$ and $9 \%$ from the second quarter and first six months of last year. Excluding the effect of changes in foreign currency exchange rates, consolidated net sales increased $7 \%$ and $6 \%$ for the quarter and six months ended December 31, 2004, respectively. R\&D Systems' Biotechnology Division net sales for the quarter and six months ended December 31, 2004 were $\$ 24.9$ million and $\$ 50.8$ million, increases of $9 \%$ and $8 \%$, respectively. R\&D Europe's net sales for the quarter and six months were $\$ 12.9$ million and $\$ 23.9$ million, increases of $17 \%$ and $15 \%$, respectively. In British pound sterling, R\&D Europe's net sales increased $7 \%$ and $4 \%$ for the quarter and six months ended December 31, 2004, respectively. R\&D Systems' Hematology Division net sales for the quarter were $\$ 4.5$ million, an increase of $1 \%$, while net sales for the six months ended December 31, 2004 were $\$ 8.5$ million, a decrease of $2 \%$ from the prior year.

Selling, general and administrative expenses for the quarter and six months ended December 31, 2004 increased $\$ 771,000$ ( $14 \%$ ) and $\$ 1.3$ million ( $12 \%$ ), respectively. The majority of the increase for the quarter and six months was a result of increased personnel costs, including additional sales and marketing personnel. Foreign currency exchange rate changes also increased selling, general and administrative expenses by approximately $\$ 200,000$ and $\$ 400,000$ for the quarter and six-month period, respectively. Second quarter expenses are higher than first quarter costs because of seasonal advertising and promotion expenses.

Research and development expenses for the quarter and six months ended December 31, 2004 decreased $\$ 831,000(15 \%)$ and $\$ 1.1$ million ( $11 \%$ ), respectively. Included in research and development expenses for the prior year periods 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 losses by these companies included in Techne results for the quarter and six months ended December 31, 2003 were $\$ 953,000$ and $\$ 1.6$ million, respectively. In the fourth quarter of fiscal 2004, the Company wrote off its investment in DGI as an impairment loss. The Company also converted from the equity method to the cost method for accounting for its investment in CCX in the fourth quarter of fiscal 2004. Excluding the losses by CCX and DGI, research and development expenses increased $\$ 122,000$ $(3 \%)$ and $\$ 455,000(5 \%)$ for the quarter and six months ended December 31, 2004, respectively, mainly as a result of increased personnel.

Other non-operating expenses increased $\$ 396,000$ and $\$ 784,000$ for the quarter and six months ended December 31, 2004, respectively, mainly as a result of non-operating building expenses.

Fiscal 2005 results were favorably effected by the strength of the British pound as compared to the U.S. dollar. The impact on consolidated net earnings of the change in exchange rates used to convert R\&D Europe results from British pounds to U.S. dollars was approximately $\$ 300,000$ and $\$ 620,000$ for the quarter and six months ended December 31, 2004.

During the second quarter of fiscal 2005 a large OEM customer notified the Hematology Division that they will be changing to a new primary vendor for certain controls and calibrators. Although the Hematology Division will continue to manufacture products for this customer as a secondary supplier, it is anticipated that the effect on revenues will be a reduction of approximately $\$ 450,000$ and $\$ 850,000$ in the third and fourth quarters of
fiscal 2005, respectively. The reduction in Hematology Division revenues is not expected to have a significant impact on consolidated earnings and revenues.

Statements in this earnings release and elsewhere, which look forward in time, including anticipated lower revenues in the Hematology Division, 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: Greg Melsen, Chief Financial Officer Kathy Backes, Controller (612) 379-8854

## TECHNE CORPORATION

 CONSOLIDATED STATEMENTS OF EARNINGS (In thousands, except per share data) (Unaudited)
## QUARTER ENDED SIX MONTHS ENDED



Weighted average common

## TECHNE CORPORATION

CONSOLIDATED BALANCE SHEETS
(In thousands)
(Unaudited)

## 12/31/04 6/30/04

ASSETS


## SEGMENT INFORMATION

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

|  | Increase (Decrease) |
| :---: | :---: |
| Fiscal 2005 | From Fiscal 2004 |


| F----------------------------------------------------------- |  |
| :--- | :--- |
| First Second | Percent First |
| Quarter $Q u a r t e r ~ Y T D ~ O f ~ S a l e s ~ Q u a r t e r ~ Q u a r t e r ~ Y T D ~$ |  |



Diluted earnings
$\begin{array}{llll}\text { per share } & 0.34 & 0.36 & 0.70\end{array}$
Weighted average
diluted shares
outstanding $41,676 \quad 41,68141,678$

(in thousands of \$'s)
Increase (Decrease)


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

|  | Increase (Decrease) |
| :---: | ---: |
| Fiscal 2005 | From Fiscal 2004 |

First Second Percent First Second Quarter Quarter YTD Of Sales Quarter Quarter YTD

| Sales | 6,080 6, | 6,808 12,888 | 100\% | 100 | 443 | 543 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales | 2,931 | 3,133 6,064 | 47\% | (109) | (24) | (133) |
| Gross margin | 3,149 | 93 3,675 6,824 | 53\% | 209 | 467 | 676 |

Gross margin
Percentage

SG\&A expense $\quad 950 \quad 1,161 \quad 2,111 \quad 16 \% \quad(100) \quad 69 \quad$ (31)
Interest income (254) (263) (517) (4\%) (127) (113) (240)
Exchange loss/


R\&D SYSTEMS EUROPE
(in thousands of \$'s)
Increase (Decrease)
Fiscal 2005
From Fiscal 2004

First Second Percent First Second
Quarter Quarter YTD Of Sales Quarter Quarter YTD

| Sales | 11,019 | 12,864 | 23,883 | $100 \%$ | 1,339 | 1,853 | 3,192 |  |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Cost of sales | 5,312 | 5,918 | 11,230 | $47 \%$ | 390 | 457 | 847 |  |
| ------ | ----- | $-\cdots--$ | -- | ---- | ---- | ---- |  |  |
| Gross margin | 5,707 | 6,946 | 12,653 | $53 \%$ | 949 | 1,396 | 2,345 |  |

$\begin{array}{cccc}\begin{array}{c}\text { Gross margin } \\ \text { percentage }\end{array} & 51.8 \% \quad 54.0 \% \quad 53.0 \%\end{array}$

| SG\&A expense | 1,722 | 2,194 | 3,916 | $16 \%$ | 23 | 303 | 326 |
| :--- | :--- | :--- | :--- | :--- | :--- | ---: | ---: |
| Interest income | $(460)$ | $(497)$ | $(957)$ | $(4 \%)$ | $(254)$ | $(237)$ | $(491)$ |
| Exchange loss/ |  |  |  |  |  |  |  |


| (gain) | 47 | $(82)$ | $(35)$ | -- | 131 | 47 | 178 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |



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

| Increase (Decrease) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal 2005 |  |  | From Fiscal 2004 |  |  |  |
| First Second First Second |  |  |  |  |  |  |
| Quarter Quarter YTD Quarter Quarter YTD |  |  |  |  |  |  |
| $\begin{array}{cccccc} 42 & 51 & 93 & 5 & 11 & 16 \\ 19 & 53 & 72 & -- & 7 & 7 \end{array}$ |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| $\begin{array}{llllll}61 & 104 & 165 & 5 & 18 & 23\end{array}$ |  |  |  |  |  |  |
| $\begin{array}{llllll}\text { se } & 530 & 245 & 775 & 188 & \text { (51) } \\ 137\end{array}$ |  |  |  |  |  |  |
| Osses -- -- $--\quad(436) \quad(828)(1,264)$ |  |  |  |  |  |  |
| Sses -- -- - - (172) (125) (297) |  |  |  |  |  |  |
| $\begin{array}{llllllllll}\text { us losses } & & 74 & 73 & 147 & 74 & 73 & 74 & 147\end{array}$ |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| $\begin{array}{llllllll} & 364 & 478 & 842 & 183 & 283 & 466\end{array}$ |  |  |  |  |  |  |
| 1,132 974 2,106 (174) (642) (816) |  |  |  |  |  |  |
| $(1,071) \quad(870)(1,941) \quad 179 \quad 660 \quad 839$ |  |  |  |  |  |  |

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

