# 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): January 29, 2008

## 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 January 29, 2008, describing the results of operations for the quarter and six months ended December 31, 2007 and its financial condition as of December 31, 2007, is attached hereto as Exhibit 99.1.

Segment information for Techne Corporation for the quarter and six months ended December 31, 2007 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
(d) Exhibits
99.1 Press Release dated January 29, 2008.
99.2 Segment information for the quarter and six months ended December 31, 2007.

## 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: January 29, 2008 TECHNE CORPORATION
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 January 29, 2008.
99.2 Segment information for Techne Corporation for the quarter and six months ended December 31, 2007.

## TECHNE CORPORATION RELEASES UNAUDITED SECOND QUARTER RESULTS FOR FISCAL YEAR 2008

Minneapolis/January 29, 2008/--Techne Corporation's (NASDAQ: TECH) consolidated net earnings for the quarter ended December 31, 2007 increased $26.7 \%$ to $\$ 23.6$ million or $\$ .60$ per diluted share compared with $\$ 18.7$ million or $\$ .47$ per diluted share for the quarter ended December 31, 2006. For the six months ended December 31, 2007, Techne's consolidated net earnings increased $22.0 \%$ to $\$ 46.7$ million or $\$ 1.18$ per diluted share compared with $\$ 38.3$ million or $\$ 0.97$ per diluted share for the six months ended December 31, 2006.

Net earnings as a percentage of net sales improved to $38.9 \%$ for the six months ended December 30, 2007 from $36.5 \%$ in the first six months of last year. The improvement in net earnings was mainly due to increased consolidated net sales. The favorable 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 $\$ 339,000$ ( $\$ .01$ per diluted share) for the quarter and $\$ 742,000$ ( $\$ .02$ per diluted share) for the six months ended December 31, 2007.

Consolidated net sales for the quarter and six months ended December 31, 2007 were $\$ 62.1$ million and $\$ 120.1$ million, respectively. This was an increase of $18.4 \%$ and $14.6 \%$ from the quarter and six months ended December 31, 2006, respectively. Consolidated net sales were favorably affected by the strength of the British pound as compared to the U.S. dollar. Excluding the effect of changes in foreign currency exchange rates, consolidated net sales increased $16.5 \%$ and $12.6 \%$ for the quarter ended and six months ended December 31, 2007, respectively, from the comparable prior year periods.

Biotechnology net sales, which include sales by R\&D Systems' Biotechnology Division, R\&D Systems China and BiosPacific, were \$39.1 million and \$78.0 million, for the quarter and six months ended December 31, 2007, increases of $17.1 \%$ and $12.5 \%$, respectively. This improvement was primarily the result of increased volume and the timing of shipments to diagnostic customers. The timing of diagnostic customer sales is not predictable and these sales increases are not necessarily indicative of future sales. Excluding the increased sales to diagnostic customers, Biotechnology net sales increased $12.9 \%$ and $12.3 \%$ for the quarter ended and six months ended December 31, 2007, respectively, from the comparable prior year periods.

R\&D Europe's net sales for the quarter and six months ended December 31, 2007 were $\$ 19.0$ million and $\$ 34.5$ million, increases of $24.7 \%$ and $22.3 \%$, respectively, from the same prior-year periods. In British pounds, R\&D Europe's net sales increased $18.5 \%$ and $14.8 \%$ for the quarter and six months ended December 31, 2007. Hematology net sales for the quarter and six months ended December 31, 2007 were $\$ 4.0$ million and $\$ 7.6$ million, increases of $3.8 \%$ and $4.1 \%$, respectively, compared to the quarter and six months ended December 31, 2006.

Tom Oland, President and Chief Executive Officer of Techne Corporation, said "Second quarter sales exceeded our expectations in all segments of our business and in nearly all product lines and geographical territories. However, given the exceptionally strong sales growth rate in this quarter and due to the Easter holiday falling in March 2008, we caution our shareholders not to expect a similar sales growth rate in our third fiscal quarter."

Mr. Oland added, "Our business is doing well. We continue to release new products and build for our future. For fiscal 2008, given current trends for our specific products, we continue to target revenue growth in the range of $8 \%$ to $11 \%$."

Consolidated gross margins were $79.5 \%$ and $79.3 \%$ for the quarter and six months ended December 31, 2007 respectively, compared to $79.6 \%$ and $79.1 \%$ for the quarter and six months ended December 31, 2006. Biotechnology gross margins decreased to $79.4 \%$ and $79.8 \%$ for the quarter and six months ended December 31,2007 from $80.8 \%$ and $80.2 \%$ for the same prior-year periods mainly as a result of higher volume sales to diagnostic customers. The decrease in Biotechnology gross margins was partially offset by higher margins in Europe
due to favorable exchange rates and changes in sales mix as a result of higher sales growth in the Biotechnology Division as compared to the sales growth in the lower margin Hematology Division.

Selling, general and administrative expenses for the quarter and six months ended December 31, 2007 increased $\$ 1.8$ million ( $20.6 \%$ ) and $\$ 2.8$ million ( $17.9 \%$ ), respectively. These increases primarily resulted because of wage and salary increases and the hiring of additional marketing and administrative personnel to support the Company's sales growth. The second quarter increase also resulted from increased professional fees of $\$ 340,000$, increased stock option expense of $\$ 352,000$, additional profit sharing of $\$ 331,000$, R\&D China selling, general and administrative expenses of $\$ 144,000$, and the change in foreign currency exchange rates used to convert British pounds to U.S. dollars of $\$ 116,000$. Second quarter selling, general and administrative expenses increased approximately $\$ 2.5$ million from the first quarter of fiscal 2008 due primarily because of costs associated with production and printing of the annual catalogs and the annual granting of stock options to the Company's Board of Directors (approximately $\$ 1.2$ million).

Selling, general and administrative expenses for the six months ended December 31, 2007 also increased because of increased professional fees of $\$ 386,000$, increased stock option expense of $\$ 357,000$, additional profit sharing of $\$ 536,000$, R\&D China selling, general and administrative expenses of $\$ 244,000$ and the change in foreign currency exchange rates used to convert British pounds to U.S. dollars of $\$ 283,000$.

In October 2006, the Company repaid its mortgage debt. The total payment of $\$ 13.8$ million included the mortgage principal balance, accrued interest and a $5 \%$ prepayment penalty of $\$ 651,000$. The prepayment penalty and $\$ 78,000$ of unamortized loan origination fees were included in interest expense for the quarter ended December 31, 2006.

The effective tax rate was $33.6 \%$ for the quarter and six months ended December 31, 2007 as compared to $33.9 \%$ for the quarter and six months ended December 31, 2006. Without significant business developments, the Company expects its fiscal 2008 effective income tax rate to range from approximately $33.5 \%$ to $34.5 \%$.

The Company repurchased approximately 321,000 shares of its common stock during the second quarter of fiscal 2008 for approximately $\$ 20.6$ million.

## Forward Looking Statements:

This earnings release contains forward-looking statements within the meaning of the Private Litigation Reform Act. These statements, including the Company's expectations as to growth rates and income tax rates, involve risks and uncertainties that 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 $10-\mathrm{K}$ and quarterly reports on Form $10-\mathrm{Q}$ as filed with the Securities and Exchange Commission. We undertake no obligation to update or revise any forward-looking statements we make in this release due to new information or future events. Investors are cautioned not to place undue emphasis on these statements.

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. R\&D Systems has two subsidiaries, BiosPacific, Inc. (BiosPacific), located in Emeryville, California and R\&D

Systems China Co. Ltd., (R\&D China), located in Shanghai, China. BiosPacific is a worldwide supplier of biologics to manufacturers of in vitro diagnostic systems and immunodiagnostic kits. R\&D China and R\&D Europe distribute 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)


## TECHNE CORPORATION

## CONSOLIDATED BALANCE SHEETS

(In thousands)
(Unaudited)
12/31/07 6/30/07

## ASSETS



| Available-for-sale investments | 95,663 | 91,433 |
| :--- | :---: | :---: |
| Property and equipment, net | 94,478 | 91,535 |


| Goodwill and intangible assets, net Other non-current assets | 29,597 30,167 |  |
| :---: | :---: | :---: |
|  | 30,558 | 8 28,871 |
| Total assets | \$488,213 \$45 | \$454,844 |
| LIABILITIES |  |  |
| Current liabilities | \$ 19,858 \$ 1 | \$ 17,193 |
| Stockholders' equity | 468,355 | 437,651 |
| Total liabilities and equity | \$488,213 | 3 \$454,844 |

## SEGMENT INFORMATION

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


Gross margin
percentage $\quad 79.1 \% \quad 79.5 \% \quad 79.3 \%$

| SG\&A expense | 8,090 | 10,645 | 18,735 | $15 \%$ | 1,023 | 1,815 | 2,838 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| R\&D expense | 5,181 | 5,562 | 10,743 | $9 \%$ | 326 | 518 | 844 |  |
| Amortization expense | 288 | 282 | 570 | -- | $(115)$ | $(122)$ | $(237)$ |  |
| Interest expense | 0 | 0 | 0 | -- | $(268)$ | $(815)$ | $(1,083)$ |  |
| Interest income | $(2,998)$ | $(3,252)$ | $(6,250)$ | $(5 \%)$ | $(1,322)$ | $(1,296)$ | $(2,618)$ |  |

Other non-operating

| expense, net | $569$ | 573 | 1,142 | 1\% | 84 | 145 | 229 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 13,8 | 1024, | ,940 | 20\% | (272) | 245 | (27) |  |
| Earnings before income taxes $\quad 34,753 \quad 35,581 \quad 70,334 \quad 59 \% \quad 5,041 \quad 7,351 \quad 12,392$ |  |  |  |  |  |  |  |  |
| Income taxes | 11,681 | 11,942 | 42 23,6 |  | 20\% | 1,600 | 2,375 | 3,975 |
|  |  |  |  |  |  |  |  |  |

Diluted earnings
per share $58 \quad .60 \quad 1.18$

Weighted average
diluted shares
outstanding $\quad 39,58739,49739,542$

BIOTECHNOLOGY (1)
(in thousands of \$'s)

| Fiscal 2008 | Increase (Decrease) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First Second Percent First Second Quarter Quarter YTD Of Sales Quarter Quarter YTD |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| $\begin{array}{llllllllllllllll}38,881 & 39,143 & 78,024 & 2,959 & 5,717 & 8,676\end{array}$ |  |  |  |  |  |  |  |
| $\begin{array}{lllllll}\text { Cost of sales } & 8,997 & 9,612 & 18,609 & 20 \% & 515 & 1,929 \\ 2,444 \\ \text { Intersegment sales } & (6,174)(7,430)(13,604) & (650) & (995)(1,645)\end{array}$ |  |  |  |  |  |  |  |
| 2,823 2,182 5,005 (135) 934799 |  |  |  |  |  |  |  |
| $\begin{array}{lllllll}\text { Gross margin } & 36,058 & 36,961 & 73,019 & 80 \% & 3,094 & 4,783\end{array} \mathbf{7 , 8 7 7}$ |  |  |  |  |  |  |  |
| Gross margin percentage $\quad 80.2 \% \quad 79.4 \% \quad 79.8 \%$ |  |  |  |  |  |  |  |
| SG\&A expense | nse 4,624 | 5,534 10,158 | 11\% | \% 611 | 1870 |  | 481 |
| R\&D expense | se 5,002 | 5,368 10,370 | 11\% | \% 327 | 514 |  |  |
| Amortization expense |  | 282570 | 1\% | (115) | (122) |  | ) |
| Interest, net | $(1,257)(1,3$ | 309) $(2,566)$ | (3\%) ( | (662) (58 | $(587)(1,2$ |  |  |


(1) Includes R\&D Systems' Biotechnology Division, BiosPacific, Inc. and R\&D China

R\&D SYSTEMS EUROPE
(in thousands of British pounds)
Increase (Decrease)

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


| Gross margin <br> percentage | $54.6 \%$ | $56.4 \%$ | $55.6 \%$ |
| :--- | :--- | :--- | :--- |


| SG\&A expense | 1,114 | 1,276 | 2,390 | $14 \%$ | 40 | 40 | 80 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | $(683)$ | $(773)$ | $(1,456)$ | $(8 \%)$ | $(273)$ | $(293)$ | $(566)$ |
| Exchange loss/(gain) | $(96)$ | $(81)$ | $(177)$ | $(1 \%)$ | $(174)$ | $(17)$ | $(191)$ |



R\&D SYSTEMS EUROPE
(in thousands of \$'s)
$\begin{array}{cc} & \text { Increase (Decrease) } \\ \text { Fiscal } 2008 & \text { From Fiscal } 2007\end{array}$
First Second Percent First Second Quarter Quarter YTD Of Sales Quarter Quarter YTD

| Sales | 15,449 | ,027 34,476 | 100\% | 2,522 | 3,770 | 6,292 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales | 7,020 | 8,293 15,313 | 44\% | 839 | 974 | 1,813 |
| Gross margin | 8,42 | 10,734 19,16 | 56\% | 1,683 |  | 4,479 |

Gross margin
percentage $54.6 \% \quad 56.4 \% \quad 55.6 \%$

| SG\&A expense | 2,262 | 2,599 | 4,861 | $14 \%$ | 242 | 194 | 436 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | $(1,387)$ | $(1,576)$ | $(2,963)$ | $(9 \%)$ | $(616)$ | $(643)$ | $(1,259)$ |
| Exchange loss | $(198)$ | $(165)$ | $(363)$ | $(1 \%)$ | $(345)$ | $(39)$ | $(384)$ |



HEMATOLOGY
(in thousands of \$'s)
Increase (Decrease)
Fiscal 2008
From Fiscal 2007
First Second Percent First Second

## Quarter Quarter YTD Of Sales Quarter Quarter YTD

| Sales | 3,657 | 3,972 | 7,629 | $100 \%$ | 155 | 146 | 301 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Cost of sales | 2,261 | 2,276 | 4,537 | $59 \%$ | 163 | 129 | 292 |
| Gross margin | $1,-396$ | 1,696 | 3,092 | $41 \%$ | (8) | 17 | 9 |


| Gross margin <br> percentage | $38.2 \%$ | $42.7 \% \quad 40.5 \%$ |
| :--- | :--- | :--- | :--- |


| SG\&A expense | 467 | 7487 | 7954 | 13\% | 69 | 48 | 117 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| R\&D expense | 179 | 194 | 373 | 5\% | (1) | ) | 3 |
| Interest, net | (120) | (125) | (245) | (3\%) | (39) | (30) | (69) |
|  | 526556 | 1,082 | 15\% | 29 | 22 | 51 |  |
| Pretax result | 8701 | 1,140 | 2,010 | 26\% | (37) | (5) | (42) |

CORPORATE AND OTHER (2)
(in thousands of \$'s)
Increase (Decrease)
Fiscal 2008 From Fiscal 2007

First Second First Second
Quarter Quarter YTD Quarter Quarter YTD

| Interest income | 234 | 242 | 476 | 5 | 36 | 41 |
| :--- | ---: | :--- | :--- | :---: | :--- | :--- |
| Rental income | 67 | 111 | 178 | $(232)$ | $(130)$ | $(362)$ |


| SG\&A expense | 737 | 5 | 2,762 | 101 | 703 | 804 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense | -- -- | -- | (268) | (815) | (1,083) |  |
| Other-Building expenses | 544 | 600 | 1,144 | 34 | 51 | 85 |
| Other-Hemerus losses | 131 | 113 | 244 | 4 | (10) | (6) |
| Other-Nephromics loss | 125 | 124 | 249 | 125 | 1 | 126 |
|  | 1,----- ------- -------------- ------- ------ |  |  |  |  |  |
| Pretax result (1,236 | $(1,236)(2,509)(3,745)$ |  |  | 223) | (24) |  |

(2) Unallocated corporate expenses and Techne's share of losses by Hemerus Medical, LLC and Nephromics, LLC.

