

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

TECHNE CORP /MN/  
Form 10-Q  
February 08, 2007

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 December 31, 2006, or

( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

-----  
Commission file number 0-17272  
-----

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 (Zip Code)  
executive offices)

(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 a large accelerated filer,  
an accelerated filer, or a non-accelerated filer. See definition of  
"accelerated filer and large accelerated filer" in Rule 12b-2 of the  
Securities Exchange Act.

Large accelerated filer  (X) Accelerated filer  ( ) Non-accelerated filer  ( )

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

At February 5, 2007, 39,420,327 shares of the Company's Common Stock (par  
value \$.01) were outstanding.

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

TECHNE CORPORATION  
FORM 10-Q  
DECEMBER 31, 2006

INDEX

PAGE NO.  
-----

PART I. FINANCIAL INFORMATION

ITEM 1.	FINANCIAL STATEMENTS (unaudited)	
	Condensed Consolidated Balance Sheets as of December 31, 2006 and June 30, 2006	3
	Condensed Consolidated Statements of Earnings for the Quarters and Six Months Ended December 31, 2006 and 2005	4
	Condensed Consolidated Statements of Cash Flows for the Six Months Ended December 31, 2006 and 2005	5
	Notes to Condensed Consolidated Financial Statements	6
ITEM 2.	MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS	11
ITEM 3.	QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK	17
ITEM 4.	CONTROLS AND PROCEDURES	17
PART II. OTHER INFORMATION		
ITEM 1.	LEGAL PROCEEDINGS	18
ITEM 1A.	RISK FACTORS	18
ITEM 2.	UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS	18
ITEM 3.	DEFAULTS UPON SENIOR SECURITIES	18
ITEM 4.	SUBMISSION OF MATTERS TO A VOTE OF SHAREHOLDERS	18
ITEM 5.	OTHER INFORMATION	18
ITEM 6.	EXHIBITS	18
SIGNATURES		19

2

PART I. FINANCIAL INFORMATION

ITEM 1 - FINANCIAL STATEMENTS

TECHNE CORPORATION AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS  
(in thousands, except share and per share data)  
(unaudited)

12/31/06 6/30/06

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

	-----	-----
ASSETS		
Cash and cash equivalents	\$102,558	\$ 89,634
Short-term available-for-sale investments	23,751	19,212
Trade accounts receivable, net	22,923	23,769
Other receivables	1,355	1,309
Inventories	9,210	9,024
Deferred income taxes	6,681	6,121
Prepaid expenses	745	753
	-----	-----
Total current assets	167,223	149,822
Available-for-sale investments	80,205	77,660
Property and equipment, net	90,045	88,772
Goodwill, net	25,308	25,308
Intangible assets, net	5,907	6,713
Deferred income taxes	4,637	4,638
Investments	24,059	17,195
Other assets	258	404
	-----	-----
	\$397,642	\$370,512
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
Trade accounts payable	\$ 3,133	\$ 3,627
Salaries, wages and related accruals	4,091	5,148
Other accounts payable and accrued expenses	2,527	1,833
Income taxes payable	2,409	6,129
Current portion of long-term debt	--	1,229
	-----	-----
Total current liabilities	12,160	17,966
Long-term debt, less current portion	--	12,198
	-----	-----
Total liabilities	12,160	30,164
	-----	-----
Commitments and contingencies		
Common stock, par value \$.01 per share;		
authorized 100,000,000; issued and outstanding		
39,391,287 and 39,376,782, respectively	394	394
Additional paid-in capital	103,808	101,941
Retained earnings	270,623	232,328
Accumulated other comprehensive income	10,657	5,685
	-----	-----
Total stockholders' equity	385,482	340,348
	-----	-----
	\$397,642	\$370,512
	=====	=====

See notes to condensed consolidated financial statements.

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

	12/31/06	12/31/05	12/31/06	12/31/05
Net sales	\$ 52,509	\$ 48,029	\$104,860	\$ 95,738
Cost of sales	10,714	10,695	21,951	21,791
Gross margin	41,795	37,334	82,909	73,947
Operating expenses:				
Selling, general and administrative	8,830	7,980	15,897	14,434
Research and development	5,044	4,574	9,899	9,291
Amortization of intangible assets	404	492	807	984
Total operating expenses	14,278	13,046	26,603	24,709
Operating income	27,517	24,288	56,306	49,238
Other expense (income):				
Interest expense	815	238	1,083	461
Interest income	(1,956)	(1,130)	(3,632)	(2,104)
Other non-operating expense, net	428	281	913	492
Total other income	(713)	(611)	(1,636)	(1,151)
Earnings before income taxes	28,230	24,899	57,942	50,389
Income taxes	9,567	8,385	19,648	16,874
Net earnings	\$ 18,663	\$ 16,514	\$ 38,294	\$ 33,515
Earnings per share:				
Basic	\$ 0.47	\$ 0.42	\$ 0.97	\$ 0.86
Diluted	\$ 0.47	\$ 0.42	\$ 0.97	\$ 0.84
Weighted average common shares outstanding:				
Basic	39,387	38,877	39,383	38,815
Diluted	39,511	39,761	39,483	39,730

See notes to condensed consolidated financial statements.

4

TECHNE CORPORATION AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(in thousands)  
(unaudited)

	SIX MONTHS ENDED	
	12/31/06	12/31/05
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net earnings	\$ 38,294	\$ 33,515
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	3,386	3,450
Deferred income taxes	(551)	(915)

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

Stock-based compensation expense	1,229	1,376
Excess tax benefit from stock option exercises	(108)	(1,480)
Losses by equity method investees	373	164
Other	110	126
Change in operating assets and operating liabilities, net of acquisitions:		
Trade accounts and other receivables	1,291	1,524
Inventories	(290)	77
Prepaid expenses	25	129
Trade, other accounts payable and accrued expenses	(640)	365
Salaries, wages and related accruals	147	(70)
Income taxes payable	(3,774)	1,165
	-----	-----
Net cash provided by operating activities	39,492	39,426
	-----	-----
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Additions to property and equipment	(3,807)	(1,628)
Purchase of available-for-sale investments	(17,200)	(26,910)
Proceeds from sales of available-for-sale investments	3,119	12,100
Proceeds from maturities of available-for-sale investments	8,145	6,080
Increase in investments	(7,200)	--
Acquisitions, net of cash acquired	--	(19,587)
	-----	-----
Net cash used in investing activities	(16,943)	(29,945)
	-----	-----
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Issuance of common stock	530	7,520
Excess tax benefit from stock option exercises	108	1,480
Purchase of common stock for stock bonus plans	(1,222)	(1,292)
Repurchase of common stock	--	(25,981)
Payments on long-term debt	(13,427)	(598)
	-----	-----
Net cash used in financing activities	(14,011)	(18,871)
	-----	-----
Effect of exchange rate changes on cash	4,386	(2,226)
	-----	-----
Net increase (decrease) in cash and cash equivalents	12,924	(11,616)
Cash and cash equivalents at beginning of period	89,634	80,344
	-----	-----
Cash and cash equivalents at end of period	\$102,558	\$ 68,728
	=====	=====

See notes to condensed consolidated financial statements.

TECHNE CORPORATION & SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

A. BASIS OF PRESENTATION:

The unaudited condensed 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

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

and with instructions to Form 10-Q and Article 10 of Regulation S-X. The accompanying unaudited condensed 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 Company's Annual Report on Form 10-K for fiscal 2006. The Company follows these policies in preparation of the interim unaudited condensed 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. These unaudited condensed consolidated financial statements should be read in conjunction with the Company's Consolidated Financial Statements and Notes thereto for the fiscal year ended June 30, 2006 included in the Company's Annual Report to Shareholders for fiscal 2006.

### Recent Accounting Pronouncements:

In May 2005, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 154, Accounting Changes and Error Corrections. The Statement replaces APB Opinion No. 20, Accounting Changes and SFAS No. 3, Reporting Accounting Changes in Interim Financial Statements. SFAS No. 154 requires companies to apply voluntary changes in accounting principles retrospectively whenever practicable. The requirement is effective for the Company beginning in fiscal 2007. Adoption of the Statement did not have an impact on the Company's prior consolidated financial statements as it is prospective in nature.

In June 2006, the FASB issued Interpretation No. 48 (FIN 48), Accounting for Uncertainty in Income Taxes - an interpretation of FASB Statement No. 109. FIN 48 requires disclosures of additional quantitative and qualitative information regarding uncertain tax positions taken for tax-return purposes that have not been recognized for financial reporting, along with analysis of significant changes during each period. The Interpretation is effective for the Company in fiscal 2008. The Company is currently evaluating the provisions of FIN 48, but it is not expected to have a material impact on the Company's consolidated financial statements.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements. The Statement establishes a single authoritative definition of fair value, sets out a framework for measuring fair value, and requires additional disclosures about fair value measurements. SFAS No. 157 applies only to fair value measurements that are already required or permitted by other accounting standards and is effective for the Company in fiscal 2009. The Company is currently evaluating the impact of adopting SFAS No. 157, but it is not expected to have a material impact on the Company's consolidated financial statements.

In September 2006, the Securities and Exchange Commission released Staff Accounting Bulletin 108 (SAB 108). SAB 108 provides interpretative guidance on how the effects of the carryover or reversal of prior year misstatements should be considered in quantifying a current year misstatement. SAB 108 is effective for the Company for fiscal year 2007. The Company is currently evaluating the impact of adopting SAB 108, but it is not expected to have a material impact on the Company's consolidated financial statements.

Reclassifications:

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

Certain reclassifications have been made to the prior year consolidated financial statements to conform to the current year presentation. These reclassifications had no impact on earnings or stockholders' equity as previously reported.

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

	12/31/06	6/30/06
	-----	-----
TRADE ACCOUNTS RECEIVABLE		
Trade accounts receivable	\$ 23,050	\$ 23,889
Less allowance for doubtful accounts	127	120
	-----	-----
NET TRADE ACCOUNTS RECEIVABLE	\$ 22,923	\$ 23,769
	=====	=====
INVENTORIES		
Raw materials	\$ 3,744	\$ 3,561
Supplies	148	119
Finished goods	5,318	5,344
	-----	-----
TOTAL INVENTORIES	\$ 9,210	\$ 9,024
	=====	=====
PROPERTY AND EQUIPMENT		
Land	\$ 4,214	\$ 4,214
Buildings and improvements	100,017	88,399
Building construction in progress	593	9,965
Laboratory equipment	20,523	19,473
Office equipment	4,177	3,711
Leasehold improvements	912	843
	-----	-----
	130,436	126,605
Less accumulated depreciation and amortization	40,391	37,833
	-----	-----
NET PROPERTY AND EQUIPMENT	\$ 90,045	\$ 88,772
	=====	=====
GOODWILL	\$ 51,614	\$ 51,614
Less accumulated amortization	26,306	26,306
	-----	-----
NET GOODWILL	\$ 25,308	\$ 25,308
	=====	=====
INTANGIBLE ASSETS		
Customer relationships	\$ 20,200	\$ 20,200
Technology	4,213	4,213
Trade names and trademarks	1,396	1,396
Supplier relationships	14	14
	-----	-----
	25,823	25,823
Less accumulated amortization	19,916	19,110
	-----	-----
NET INTANGIBLE ASSETS	\$ 5,907	\$ 6,713
	=====	=====
ACCUMULATED OTHER COMPREHENSIVE INCOME:		
Foreign currency translation adjustments	\$ 10,972	\$ 6,521
Unrealized losses on available-for-sale investments	(315)	(836)
	-----	-----

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

TOTAL ACCUMULATED OTHER COMPREHENSIVE INCOME           \$ 10,657   \$ 5,685  
                                                                                   =====   =====

7

B. EARNINGS PER SHARE:

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

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
Weighted average common shares outstanding-basic	39,387	38,887	39,383	38,815
Dilutive effect of forward contract	--	474	--	497
Dilutive effect of stock options and warrants	124	410	100	418
Weighted average common shares outstanding-diluted	39,511	39,761	39,483	39,730

The dilutive effect of stock options and warrants in the above table excludes all options for which the aggregate exercise proceeds exceeded the average market price for the period. The number of potentially dilutive option shares excluded from the calculation was 7,000 and 37,000 for the quarter and six months ended December 31, 2006, respectively, and 1,000 and 6,000, respectively, for the same prior-year periods.

The forward contract in the above table refers to the accelerated stock buyback ("ASB") transaction settled in December 2005. In March 2005, the Company repurchased approximately 2.9 million shares of its common stock under an ASB transaction for an initial value of approximately \$100 million (\$34.45 per share). The transaction was completed under a privately negotiated contract with an investment bank. The investment bank borrowed the 2.9 million shares to complete the transaction and purchased the replacement shares in the open market over a nine-month period beginning in March 2005. The ASB agreement was subject to a market price adjustment provision based upon the volume weighted average price during the nine-month period. The Company had the option to settle the ASB agreement in cash or shares of the Company's common stock (forward contract) and, accordingly the contract was classified as equity. The ASB agreement was settled in December 2005 for a cash payment of \$26.0 million, which resulted in a total price paid per share of approximately \$44.67.

C. SEGMENT INFORMATION:

The Company has three reportable operating segments based on the nature of products and geographic location: biotechnology, R&D Systems Europe and hematology. The biotechnology segment consists of R&D Systems' Biotechnology Division, Fortron Bio Science, Inc. and BiosPacific, Inc., which develop, manufacture and sell biotechnology research and diagnostic products world-wide. R&D Systems Europe distributes Biotechnology Division products throughout Europe. The hematology segment develops and manufactures hematology controls and calibrators for sale world-wide.

Following is financial information relating to the Company's operating segments (in thousands):



Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
External sales				
Biotechnology	\$ 33,426	\$ 31,142	\$ 69,348	\$ 63,442
R&D Systems Europe	15,257	13,106	28,184	24,981
Hematology	3,826	3,781	7,328	7,315
Total external sales	52,509	48,029	104,860	95,738
Intersegment sales - Biotechnology	6,647	6,555	12,346	11,854
Total sales	59,156	54,584	117,206	107,592
Less intersegment sales	(6,647)	(6,555)	(12,346)	(11,854)
Total consolidated net sales	\$ 52,509	\$ 48,029	\$104,860	\$ 95,738

8

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
Earnings before income taxes				
Biotechnology	\$ 22,978	\$ 20,418	\$ 47,446	\$ 41,176
R&D Systems Europe	6,592	5,019	11,942	9,819
Hematology	1,145	1,103	2,052	2,000
Corporate and other	(2,485)	(1,641)	(3,498)	(2,606)
Total earnings before income taxes	\$ 28,230	\$ 24,899	\$ 57,942	\$ 50,389

D. STOCK OPTIONS:

Option activity under the Company's stock option plans during the six months ended December 31, 2006 was as follows:

	SHARES (in 000's)	WEIGHTED	WEIGHTED	AGGREGATE INTRINSIC VALUE
		AVG. EXERCISE PRICE	AVG. CONTRACTUAL LIFE (Yrs.)	
Outstanding at June 30, 2006	421	\$38.89		
Granted	33	55.53		
Exercised	(14)	36.55		
Forfeited or expired	--	--		
Outstanding at December 31, 2006	440	40.22	4.75	\$6.7 million
Exercisable at December 31, 2006	413	\$40.05	4.67	\$6.4 million

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:

QUARTER ENDED	SIX MONTHS ENDED
---------------	------------------

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

	12/31/06	12/31/05	12/31/06	12/31/05
Dividend yield	--	--	--	--
Expected annualized volatility	47%	50%	31%-47%	37%-53%
Risk free interest rate	4.7%	4.3%-4.4%	4.7%-5.1%	4.0%-4.4%
Expected life	8 years	7 years	7 years	6 years
Weighted average fair value of options granted	\$32.46	\$30.35	\$31.12	\$30.03

The Company has not paid cash dividends and does not have any plans to do so, therefore an expected dividend yield of zero was used to estimate fair value of options granted. The expected annualized volatility is based on the Company's historical stock price over a period equivalent to the expected life of the option granted. The risk-free interest rate is based on U.S. Treasury constant maturity interest rate with a term consistent with the expected life of the options granted. Separate groups of employees that have similar historical exercise behavior with regard to option exercise timing and forfeiture rates are considered separately in determining option fair value.

The total intrinsic value of options exercised during the quarter and six months ended December 31, 2006 was \$199,000 and \$254,000, respectively. The total intrinsic value of options exercised during the quarter and six months ended December 31, 2005 was \$265,000 and \$5.5 million, respectively. Stock option exercises are satisfied through the issuance of new shares. The total fair value of options vested during the quarter and six months ended December 31, 2006 was \$1.3 million and \$1.4 million, respectively. The total fair value of options vested during the quarter and six months ended December 31, 2005 was \$1.6 million and \$1.7 million, respectively.

9

Stock-based compensation cost of \$1.1 million and \$1.2 million was included in selling, general and administrative expense for the quarter and six months ended December 31, 2006, respectively. Stock-based compensation cost of \$1.1 million and \$1.4 million was included in selling, general and administrative expense for the quarter and six months ended December 31, 2005, respectively. Compensation cost is recognized using a straight-line method over the vesting period and is net of estimated forfeitures. As of December 31, 2006, there was \$169,000 of total unrecognized compensation cost related to nonvested stock options which will be expensed over fiscal years 2007 through 2009.

E. COMPREHENSIVE INCOME:

Comprehensive income and the components of other comprehensive income (loss) were as follows (in thousands):

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
Net earnings	\$ 18,663	\$ 16,514	\$ 38,294	\$ 33,515
Other comprehensive gain (loss), net of tax effect:				
Foreign currency translation adjustments	3,645	(1,481)	4,451	(2,370)
Unrealized gain (loss) on available-for-sale investments	(55)	(93)	521	(169)
Comprehensive income	\$ 22,253	\$ 14,940	\$ 43,266	\$ 30,976

=====

F. INVESTMENTS:

In September 2006, the Company invested \$7.2 million for an 18% equity interest in Nephromics, LLC. Nephromics has licensed technology related to the diagnosis of preeclampsia and has sub-licensed the technology to several major diagnostic companies for the development of diagnostic assays. The Company accounts for its investment in Nephromics using the equity method of accounting as Nephromics is a limited liability corporation.

G. DEBT:

On October 31, 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.

10

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

Results of Operations for the Quarter and Six Months Ended December 31, 2006  
and the Quarter and Six Months Ended December 31, 2005

Overview

TECHNE Corporation (the Company) has two operating subsidiaries: Research and Diagnostic Systems, Inc. (R&D Systems) and R&D Systems Europe Ltd. (R&D Europe). R&D Systems, located in Minneapolis, Minnesota, has two divisions: its Biotechnology Division and its Hematology Division. The Biotechnology Division develops and manufactures purified cytokines (proteins), antibodies and assay kits which are sold to biomedical researchers and clinical research laboratories. The Hematology Division develops and manufactures whole blood hematology controls and calibrators which are sold to hospitals and clinical laboratories to check the performance of hematology instruments to assure the accuracy of hematology test results. R&D Systems has two subsidiaries: Fortron Bio Science, Inc., (Fortron) a developer and manufacturer of monoclonal and polyclonal antibodies, antigens and other biological reagents, located in Minneapolis and BiosPacific, Inc., (BiosPacific) a worldwide supplier of biologics to manufacturers of in vitro diagnostic systems (IVDs) and immunodiagnostic kits, located in Emeryville, California. R&D Europe, located in Abingdon, England, is the European distributor of R&D Systems' biotechnology products. R&D Europe has a sales subsidiary, R&D Systems GmbH, in Germany and a sales office in France.

The Company has three reportable operating segments based on the nature of products and geographic location: biotechnology, R&D Systems Europe and hematology. The biotechnology segment consists of R&D Systems' Biotechnology Division, Fortron Bio Science, Inc. and BiosPacific, Inc., which develop, manufacture and sell biotechnology research and diagnostic products world-wide. R&D Systems Europe distributes Biotechnology Division products throughout Europe. The hematology segment develops and manufactures hematology controls and calibrators for sale world-wide.

Overall Results

Consolidated net earnings increased 13.0% and 14.3% for the quarter and six

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

months ended December 31, 2006, respectively, compared to the quarter and six months ended December 31, 2005. The primary reason for the increase in consolidated net earnings was increased net sales and gross margins. Consolidated net sales for the quarter and six months ended December 31, 2006, increased 9.3% and 9.5% from the same periods in the prior year. The favorable impact on consolidated net sales of the change from the prior year in exchange rates used to convert R&D Europe results from British pound sterling to U.S. dollars was \$1.6 million and \$2.3 million for the quarter and six months ended December 31, 2006, respectively. The favorable impact on consolidated net earnings of the change from the prior year in exchange rates was \$466,000 and \$672,000 for the quarter and six months ended December 31, 2006, respectively. The Company generated cash of \$39.5 million from operating activities in the first six months of fiscal 2007 and cash, cash equivalents and available-for-sale investments were \$206.5 million at December 31, 2006 compared to \$186.5 million at June 30, 2006.

11

### Net Sales

Consolidated net sales for the quarter ended December 31, 2006 were \$52.5 million, an increase of \$4.5 million (9.3%) from the quarter ended December 31, 2005. Consolidated net sales for the six months ended December 31, 2006 were \$104.9 million, an increase of \$9.1 million (9.5%) from the prior year period.

Biotechnology net sales, which include sales by R&D Systems' Biotechnology Division, Fortron and BiosPacific, increased \$2.3 million (7.3%) and \$5.9 million (9.3%) for the quarter and six months ended December 31, 2006, respectively. Net sales for the Biotechnology Division increased \$3.2 million (11.1%) and \$6.4 million (10.9%) for the quarter and six months ended December 31, 2006, respectively, from the prior year. The Biotechnology Division net sales increase for the quarter and six months was primarily due to \$1.9 million and \$4.0 million in increased U.S. sales volume. Sales for the quarter and six months to pharmaceutical/biotechnology customers and academic customers, the two largest segments of the U.S. market, showed the greatest revenue growth over the prior year. Approximately \$500,000 and \$1.2 million of the increase in Biotechnology Division net sales for the quarter and six months ended December 31, 2006, respectively, was the result of price increases. BiosPacific net sales decreased \$853,000 and \$257,000 for the quarter and six months ended December 31, 2006, respectively, from the prior year due to the timing of large shipments to diagnostic customers.

R&D Europe net sales increased \$2.2 million (16.4%) and \$3.2 million (12.8%) for the quarter and six months ended December 31, 2006, respectively. The effect of changes from the prior year in foreign currency exchange rates used to convert British pounds to U.S. dollars increased R&D Europe net sales approximately \$1.6 million and \$2.3 million for the quarter and six months ended December 31, 2006, respectively. In British pounds, R&D Europe net sales increased 4.3% and 3.5% for the quarter and six months ended December 31, 2006, respectively, mainly as a result of increased sales volume.

Hematology net sales increased \$45,000 (1.2%) and \$13,000 (0.2%) for the quarter and six months ended December 31, 2006 compared to the same prior-year periods.

### Gross Margins

Gross margins, as a percentage of net sales, were as follows:

QUARTER ENDED	SIX MONTHS ENDED
---------------	------------------

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

	12/31/06	12/31/05	12/31/06	12/31/05
Biotechnology	80.8%	78.4%	80.2%	77.9%
R&D Systems Europe	52.0%	50.0%	52.1%	50.4%
Hematology	43.9%	43.6%	42.1%	42.1%
Consolidated gross margin	79.6%	77.7%	79.1%	77.2%

Biotechnology gross margins as a percentage of sales for the quarter and six months ended December 31, 2006 of 80.8% and 80.2% increased from the prior year primarily due to changes in product mix. Biotechnology gross margins were also affected by the sale of inventory acquired from Forttron and BiosPacific in fiscal 2006, which was valued at fair market under purchase accounting. Included in cost of sales for the quarters ended December 31, 2006 and 2005 were \$64,000 and \$281,000, respectively, related to the sale of acquired inventory. Included in cost of sales for the six months ended December 31, 2006 and 2005 were \$355,000 and \$856,000, respectively, related to the sale of acquired inventory.

R&D Europe's gross margin percentages for the quarter and six months ended December 31, 2006 were greater than the comparable prior-year periods as a result of favorable exchange rates.

12

The Company values its manufactured protein and antibody inventory based on a two-year forecast. Quantities in excess of the two-year forecast are considered impaired and not included in the inventory value. Sales of previously impaired protein and antibody inventory for the quarters and six months ended December 31, 2006 and 2005 were not material.

Selling, General and Administrative Expenses

Selling, general and administrative expenses for the quarter and six months ended December 31, 2006, increased \$850,000 (10.7%) and \$1.5 million (10.1%), respectively, from the same periods of last year. Selling, general and administrative expenses are composed of the following (in thousands):

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
Biotechnology	\$ 4,664	\$ 4,194	\$ 8,677	\$ 7,833
R&D Europe	2,405	2,059	4,425	3,841
Hematology	439	424	837	808
Corporate	1,322	1,303	1,958	1,952
Total selling, general and administrative expenses	\$ 8,830	\$ 7,980	\$ 15,897	\$ 14,434

Biotechnology selling, general and administrative expenses increased approximately \$470,000 (11.2%) and \$844,000 (10.8%) for the quarter and six months ended December 31, 2006, respectively. The increase was mainly due to a \$150,000 and \$335,000 increase in wages and benefits for the quarter and six months ended December 31, 2006, respectively, as a result of additional sales, marketing and administrative personnel added since the prior year and a \$140,000 and \$256,000 increase in profit sharing expense from the prior-year periods, respectively.

The increase in R&D Europe selling, general and administrative expenses of

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

\$346,000 (16.8%) and \$584,000 (15.2%) for the quarter and six months ended December 31, 2006, respectively, was primarily due to the change in exchange rates from the prior year used to convert from British pound sterling to U.S. dollars. In British pound sterling, R&D Europe selling, general and administrative expenses increased 4.4% and 5.5% for the quarter and six months ended December 31, 2006, respectively.

The increase in selling, general and administrative expenses from the first quarter of each fiscal year to the second quarter of the same fiscal year is the result of the printing of the annual Biotechnology Division and R&D Europe catalogs in the second quarter and the expensing of stock options granted to directors in the second quarter of each fiscal year.

### Research and Development Expenses

Research and development expenses are composed of the following (in thousands):

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
Biotechnology	\$ 4,854	\$ 4,404	\$ 9,529	\$ 8,936
Hematology	190	170	370	355
<b>Total research and development Expenses</b>	<b>\$ 5,044</b>	<b>\$ 4,574</b>	<b>\$ 9,899</b>	<b>\$ 9,291</b>

### Interest Expense

On October 31, 2006, the Company repaid its mortgage debt. Included in interest expense for the quarter ended December 31, 2006 was a prepayment penalty of \$651,000 and \$78,000 of unamortized loan origination fees.

13

### Other Non-operating Expense and Income

Other non-operating expense and income consists mainly of foreign currency transaction gains and losses, rental income, building expenses related to rental property, and the Company's share of losses by equity method investees.

	QUARTER ENDED		SIX MONTHS ENDED	
	12/31/06	12/31/05	12/31/06	12/31/05
Foreign currency (gains) losses	(\$ 126)	\$ 46	\$ 21	\$ 74
Rental income	(241)	(337)	(540)	(679)
Real estate taxes, depreciation and utilities	549	490	1,059	933
Hemerus Medical, LLC losses	123	82	250	164
Nephromics, LLC losses	123	--	123	--
<b>Total other non-operating expense (income)</b>	<b>\$ 428</b>	<b>\$ 281</b>	<b>\$ 913</b>	<b>\$ 492</b>

Through February 2006, the Company had a 10% equity interest in Hemerus

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

Medical, LLC (Hemerus). On March 1, 2006, the Company invested an additional \$750,000, increasing its ownership to 15%. At December 31, 2006, the Company's net investment in Hemerus was \$2.7 million. Subsequent to December 31, 2006, the Company invested an additional \$700,000 in Hemerus, increasing its ownership to 18%. The Company accounts for its investment in Hemerus using the equity method of accounting as Hemerus is a limited liability corporation. The Company has financial exposure to the losses of Hemerus to the extent of its net investment in the company. Hemerus' success is dependent, in part, upon its ability to raise financing and to receiving Federal Drug Administration (FDA) clearance to market its products. If such financing or FDA clearance is not received, the Company would potentially recognize an impairment loss to the extent of its remaining net investment.

In September 2006, the Company invested \$7.2 million for an 18% equity interest in Nephromics, LLC (Nephromics). The Company accounts for its investment in Nephromics using the equity method of accounting as Nephromics is a limited liability corporation. At December 31, 2006, the Company's net investment in Nephromics was \$7.1 million. The Company has financial exposure to any losses of Nephromics to the extent of its net investment in the company.

### Income Taxes

Income taxes for both the quarter and six months ended December 31, 2006 were provided at a rate of approximately 33.9% of consolidated earnings before income taxes compared to 33.7% and 33.5% for the quarter and six months ended December 31, 2005, respectively. U.S. federal taxes have been reduced by the credit for research and development expenditures, the benefit for extraterritorial income and the manufacturer's deduction provided for under the American Jobs Creation Act of 2004. Foreign income taxes have been provided at rates which approximate the tax rates in the countries in which R&D Europe operates. Without significant business developments, the Company expects income tax rates for the remainder of fiscal 2007 to range from approximately 34% to 35%.

### Liquidity and Capital Resources

At December 31, 2006, cash and cash equivalents and available-for-sale investments were \$206.5 million compared to \$186.5 million at June 30, 2006. 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 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 year.

14

### Cash Flows From Operating Activities

The Company generated cash of \$39.5 million from operating activities in the first six months of fiscal 2007 compared to \$39.4 million in the first six months of fiscal 2006. The increase from the prior year was primarily due to an increase in net earnings in the current year of \$4.8 million offset by a decrease in income taxes payable at December 31, 2006. Income taxes payable at December 31, 2006 decreased \$3.8 million from June 30, 2006, as a result of income taxes payable on U.S. operations for the six months of \$16.4 million offset by U.S. tax deposits of \$20.2 million made during the six months.

### Cash Flows From Investing Activities

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

Capital expenditures for fixed assets for the first six months of fiscal 2007 and 2006 were \$3.8 million and \$1.6 million, respectively. Included in capital expenditures for the first six months of fiscal 2007 were \$2.4 million for building renovation and construction. The remaining capital additions in the first six months of fiscal 2007 and 2006 were for laboratory and computer equipment. Expenditures for laboratory and computer equipment in the second half of fiscal 2007 are expected to be approximately \$3.0 million. The Company is currently constructing additional laboratory space at its Minneapolis facility. The additional construction cost is estimated at \$5.5 million and is expected to be complete in the fourth quarter of fiscal 2007. These expenditures are expected to be financed through currently available funds and cash generated from operating activities.

During the six months ended December 31, 2006, the Company purchased \$17.2 million and had sales or maturities of \$11.3 million of available-for-sale investments. During the six months ended December 31, 2005, the Company purchased \$26.9 million and had sales or maturities of \$18.2 million of available-for-sale investment. The Company's investment policy is to place excess cash in bonds and other investments with maturities of less than three years. The objective of this policy is to obtain the highest possible return with minimal risk, while keeping the funds accessible.

In September 2006, the Company invested \$7.2 million for an 18% equity interest in Nephromics, LLC. Nephromics has licensed technology related to the diagnosis of preeclampsia and has sub-licensed the technology to several major diagnostic companies for the development of diagnostic assays. The investment was financed through cash and equivalents on hand.

The Company acquired Fortron and BiosPacific effective July 1, 2005 for an aggregate purchase price of \$20 million. Cash acquired in the transactions was \$413,000. The net acquisition cost of \$19.6 million was financed through cash and equivalents on hand at July 1, 2005.

### Cash Flows From Financing Activities

Cash of \$530,000 and \$7.5 million was received during the six months ended December 31, 2006 and 2005, respectively, from the exercise of stock options. The Company also recognized excess tax benefits from stock option exercises of \$108,000 and \$1.5 million for the six months ended December 31, 2006 and 2005, respectively.

In the first six months of fiscal 2007 and 2006, the Company purchased 22,400 shares and 22,541 shares of common stock, respectively, for its employee stock bonus plans at a cost of \$1.2 million and \$1.3 million, respectively.

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. Cash and equivalents on hand were used to settle the debt.

The Company has never paid cash dividends and has no plans to do so in fiscal 2007.

### Critical Accounting Policies

The Company's significant accounting policies are discussed in the Company's Annual Report on Form 10-K for fiscal 2006. The application of certain of these policies require judgments and estimates that can affect the results of



## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

operations and financial position of the Company. Judgements and estimates are used for, but not limited to, accounting for the allowance for doubtful accounts, inventory valuation and allowances, impairment of goodwill, intangibles and other long-lived assets, accounting for investments and income taxes. There have been no changes in estimates in fiscal 2007 which would require disclosure. There have been no changes to the Company's policies in fiscal 2007.

### Recent Accounting Pronouncements

In May 2005, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 154, Accounting Changes and Error Corrections. The Statement replaces APB Opinion No. 20, Accounting Changes and SFAS No. 3, Reporting Accounting Changes in Interim Financial Statements. SFAS No. 154 requires companies to apply voluntary changes in accounting principles retrospectively whenever practicable. The requirement is effective for the Company beginning in fiscal 2007. Adoption of the Statement did not have an impact on the Company's prior consolidated financial statements as it is prospective in nature.

In June 2006, the FASB issued Interpretation No. 48 (FIN 48), Accounting for Uncertainty in Income Taxes - an interpretation of FASB Statement No. 109. FIN 48 requires disclosures of additional quantitative and qualitative information regarding uncertain tax positions taken for tax-return purposes that have not been recognized for financial reporting, along with analysis of significant changes during each period. The Interpretation is effective for the Company in fiscal 2008. The Company is currently evaluating the provisions of FIN 48, but it is not expected to have a material impact on the Company's consolidated financial statements.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements. The Statement establishes a single authoritative definition of fair value, sets out a framework for measuring fair value, and requires additional disclosures about fair value measurements. SFAS No. 157 applies only to fair value measurements that are already required or permitted by other accounting standards and is effective for the Company in fiscal 2009. The Company is currently evaluating the impact of adopting SFAS No. 157, but it is not expected to have a material impact on the Company's consolidated financial statements.

In September 2006, the Securities and Exchange Commission released Staff Accounting Bulletin 108 (SAB 108). SAB 108 provides interpretative guidance on how the effects of the carryover or reversal of prior year misstatements should be considered in quantifying a current year misstatement. SAB 108 is effective for the Company for fiscal year 2007. The Company is currently evaluating the impact of adopting SAB 108, but it is not expected to have a material impact on the Company's consolidated financial statements.

### Forward Looking Information and Cautionary Statements

This filing contains forward-looking statements within the meaning of the Private Litigation Reform Act. Forward-looking statements include those regarding the Company's expectations as to compensation expense resulting from stock option expensing, the effective tax rate, the sufficiency of currently available funds for meeting the Company's needs and capital expenditures. These statements 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

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

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 currency exchange rate fluctuations, 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, and the success of financing efforts by companies in which the Company has invested. 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 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

At December 31, 2006, the Company had a professionally managed investment portfolio of fixed income securities, excluding those classified as cash and cash equivalents, of \$98.7 million. These securities, like all fixed income instruments, are subject to interest rate risk and will decline in value if market interest rates increase.

The Company operates internationally, and thus is subject to potentially adverse movements in foreign currency rate changes. The Company is exposed to market risk from foreign exchange rate fluctuations of the euro and the British pound to the U.S. dollar as the financial position and operating results of the Company's U.K. subsidiary and European operations are translated into U.S. dollars for consolidation. At the current level of R&D Europe operating results, a 10% increase or decrease in the average exchange rate used to translate operating results into U.S. dollars would have an approximate \$1.6 million effect on consolidated operating income annually.

The Company's exposure to foreign exchange rate fluctuations also arises from transferring funds from the U.K. subsidiary to the U.S. subsidiary and from transferring funds from the German subsidiary and French sales office to the U.K. subsidiary. At December 31, 2006 and 2005, the Company had \$4.6 million and \$850,000, respectively, of dollar denominated intercompany debt at its U.K. subsidiary. At December 31, 2006 and 2005, the U.K. subsidiary had \$506,000 and \$459,000, respectively, of dollar denominated intercompany debt from its European operations. These intercompany balances are revolving in nature and are not deemed to be long-term balances. The Company's U.K. subsidiary recognized a net foreign currency gain of 64,000 British pounds (\$126,000) for the quarter ended December 31, 2006 and a net foreign currency loss of 26,000 British pounds (\$46,000) for the quarter ended December 31, 2005. For the six months ended December 31, 2006 and 2005, the Company's UK subsidiary recognized net foreign currency losses of 14,000 British pounds (\$21,000) and 41,000 British pounds (\$74,000), respectively. 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.

### ITEM 4 - CONTROLS AND PROCEDURES

As of the end of the period covered by this report, the Company conducted an evaluation, under the supervision and with the participation of the principal executive officer and principal financial officer, of the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934 (the "Exchange Act")). Based on this evaluation, the principal executive officer and principal financial officer concluded that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in reports that it files or submits under the Exchange Act is recorded,

## Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms. There was no change in the Company's internal control over financial reporting during the Company's most recently completed fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

17

### PART II. OTHER INFORMATION

#### ITEM 1 - LEGAL PROCEEDINGS

See Item 3 of the Registrant's Annual Report of Form 10-K for the fiscal year ended June 30, 2006.

#### ITEM 1A. - RISK FACTORS

There have been no material changes from the risk factors previously disclosed in Part I, Item 1A, "Risk Factors," of the Company's Annual Report on Form 10-K for the year ended June 30, 2006.

#### ITEM 2 - UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The following table sets forth the repurchases of Company common stock for the quarter ended December 31, 2006:

Period	Total Number Of Shares Purchased	Average Price Paid Per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Approximate Dollar Value of Shares that May Yet Be Purchased Under the Plans or Programs
10/1/06 - 10/31/06	0	--	0	\$6.8 million
11/1/06 - 11/30/06	0	--	0	\$6.8 million
12/1/06 - 12/31/06	0	--	0	\$6.8 million

In May 1995, the Company announced a plan to purchase and retire its common stock. Repurchases of \$40 million were authorized as follows: May 1995 - \$5 million; April 1997 - \$5 million; January 2001 - \$10 million; October 2002 - \$20 million. The plan does not have an expiration date.

#### ITEM 3 - DEFAULTS UPON SENIOR SECURITIES

None.

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

Information relating to the Company's Annual Meeting of Shareholders, held on October 26, 2006 is contained in the Company's Form 10-Q for the quarter ended September 30, 2006, which is incorporated herein by reference.

Edgar Filing: TECHNE CORP /MN/ - Form 10-Q

ITEM 5 - OTHER INFORMATION

None.

ITEM 6 - EXHIBITS

See exhibit index following.

18

SIGNATURES

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: February 8, 2007

/s/ Thomas E. Oland  
-----  
President, Chief Executive Officer

February 8, 2007

/s/ Gregory J. Melsen  
-----  
Chief Financial Officer

EXHIBIT INDEX

TO  
FORM 10-Q

TECHNE CORPORATION

Exhibit #	Description
-----	-----
31.1	Section 302 Certification
31.2	Section 302 Certification
32.1	Section 906 Certification
32.2	Section 906 Certification

19

