



COPENHAGEN, DENMARK – January 21, 2013 - **Novozymes**, the world leader in **bioinnovation** and in

**industrial enzymes**

, today reported

**7% sales growth**

in 2012 compared with 2011.

**EBIT increased by 17%**

, raising the EBIT margin to 24.4%. Net profit grew by 10%. Strong free cash flow before acquisitions of DKK 1,581 million exceeded the outlook. For 2013, the EBIT margin is expected to remain at its current high level, while organic sales growth is expected to increase to 5-8%. Long-term financial targets adjusted to reflect high profitability and timing of sales growth.

“We delivered strong earnings growth and record profitability in a year when organic sales growth was challenged and came in at 4% – below our ambition,” says Steen Riisgaard, President & CEO. “With 2012 behind us, we have reviewed our long-term growth scenarios and decided to adjust our long-term financial targets. We are still confident that we can reach the long-term sales growth target of more than 10%, although not until 2015. Meanwhile, profitability will remain at current levels, and we are raising our target for EBIT margin to more than 24%. The ROIC target is confirmed as more than 22%. The company’s strategy is unchanged and, under the leadership of the new President & CEO, Peder Holk Nielsen, Novozymes will continue to focus on innovation, partnerships and sustainability.”

### In 2012:

- Sales grew by 7% in DKK, 3% in LCY and 4% organically vs. 2011
- The gross margin was 57.2%, 1 %-point up on 2011
- EBIT was DKK 2,745 million, an increase of 17% compared with 2011
- The EBIT margin was 24.4%, 2.1 %-points up on 2011
- Net profit was DKK 2,016 million, an increase of 10% compared with 2011
- Free cash flow before acquisitions was DKK 1,581 million, vs. DKK 1,393 million for 2011
- ROIC (including goodwill) was 19.9%, against 21.3% for 2011

The full stock exchange announcement is attached. Conference call for media and financial analysts today at 9.00 a.m. (UTC + 2):

<http://www.novozymes.com/en/investor/events-presentations/Pages/conference-call.aspx>

### About Novozymes

Novozymes is the world leader in bioinnovation. Together with customers across a broad array of industries we create tomorrow’s industrial biosolutions, improving our customers' business and the use of our planet's resources. With over 700 products used in 130 countries, Novozymes’ bioinnovations improve industrial performance and safeguard the world’s

## **Novozymes reports EBIT growth of 17%, exceeding outlook**

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