

Press Release

Lyon, October 21, 2004



Extending the Reach of Information

Esker Sales Activity for Q3, 2004

Sales (M€)	Q3 2004	Q3 2003	Fluctuation at Constant Currency Exchange Rates ¹	Cumulative 2004 2004 (M€)	Variation ¹
Esker DeliveryWare ²	1.36	0.79	+78%	3.88	+102%
Fax Server	2.12	2.39	-7%	6.15	-6%
Host Access	1.90	2.17	-10%	6.66	-5%
Total	5.39	5.36	+4%	16.69	+8%

¹ 2004 exchange rates applied to 2003 sales. Taking into account Esker's international costs structure, monetary fluctuations have only a slight effect on the company's results, but their effect on sales is significant. For this reason, Esker presents sales fluctuations amended by monetary effects.

² Electronic document delivery software server

Continued strong growth in Esker DeliveryWare solutions

The strong Esker DeliveryWare sales growth previously noted on the first half of the year has continued at its high level.

This trend is particularly strong in Europe and Asia where this product line grew 105% compared to the same quarter in the previous year. These positive results are mainly due to a strong launch in Germany and steady growth in Australia and Italy.

Esker has profited from growing customer interest in Europe in electronic invoicing solutions that achieve substantial savings in manual handling and postage. In France, Esker has signed its first reference customer Société Nationale Immobilière³.

For the quarter, Esker DeliveryWare accounted for more than 25% of the company's revenue.

Traditional product lines perform as expected

The start of 2004 was marked by customer upgrades of their data processing infrastructure after a long spending freeze. After this correction period, the traditional Esker product lines returned to levels closer to their more usual trend, as anticipated by Esker.

Prospects for the fourth quarter 2004

Esker does not expect any changes in sales trends for the end of the year. High activity levels in all subsidiary companies in the group should continue. The growth of the Esker DeliveryWare product range should be less dramatic compared with the outstanding results recorded the previous year in the fourth quarter.

³ Press release was published on September 30th, 2004 in French on www.esker.fr.

About Esker

Esker develops communications software that optimizes the transmission and usage of information, within companies and commercial partners.

Founded in 1985, Esker is traded on Euronext, the French Stock Exchange (Le Nouveau Marché/ISIN: FR0000035818). In 2002, Esker achieved sales of €29.7M, with more than half of sales in the United States. Esker is active in North America, South America, Europe, and the Asia/Pacific zone. The company employs over 300 staff and has more than two million registered users worldwide. Esker is the most diversified international European software vendor, with over 90% of its sales resulting from exports.

Esker market offerings are divided into three product lines:

- Esker DeliveryWare Platform (automated delivery of business documents)
- Esker Fax™, Esker Fax for Notes, Esker VSI-FAX® and Esker VSI-FAX for Notes
- Persona® by Esker, SmarTerm® by Esker and Tun®Plus by Esker.

Subscribe to Esker's mailing list for commercial and financial information by visiting our site: www.esker.com. Esker DeliveryWare powers the multimedia automatic distribution of our press releases.



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