

# Press Release

Lyon, July 15, 2004



*Extending the Reach of Information*

## Esker Sales Activity for Q2, 2004

Sales (M€)	Q2 2004	Q2 2003	Fluctuation at Constant Currency Exchange Rates <sup>1</sup>	Cumulative Sales First Half 2004 (M€)
Esker DeliveryWare <sup>2</sup>	1.32	0.62	+117%	2.46
Fax Server	2.24	2.11	+8%	4.02
Host Access	2.14	2.14	0%	4.77
<b>Total</b>	<b>5.70</b>	<b>4.87</b>	<b>+18%</b>	<b>11.25</b>

### **Strong growth in the USA (+19%) but also in Europe (+17%)**

The economic revival already noted in the United States is confirmed, Europe is starting to recover its normal level of activity. Esker commercial activity for the second quarter of 2004 shows a net increase (+18%) compared to the same quarter of the previous year.

### **Traditional product lines benefit from the recovery**

After canceling or deferring their investments during the past two years, enterprises are taking advantage of the economic recovery to update their data-processing infrastructure. This is reflected in the stability of Esker's sales figures for Host Access, explained by the wave of migration towards Windows XP in the market. Esker VSI-FAX product line, which was declining last year, has also recovered and grew more than 25% compared to the same quarter last year.

### **Strong growth (+117%) in Esker DeliveryWare solutions**

The strong Esker DeliveryWare sales growth previously noted in first quarter of this year (+107%) is confirmed in the second quarter (+117%). This trend is particularly notable in Europe, where the product line grew by 163% compared with Q2 2003 and by more than 50% compared to Q1 2004. For the first semester of 2004, growth of the Esker DeliveryWare product line was 112% for a total revenue of 2.46 million euros. Esker DeliveryWare Platform therefore represents more than 20% of total Esker sales.

The resumption of IT projects combined with awareness of significant cost savings that can be achieved through document automation explains the excellent performance of the Esker DeliveryWare product line.

<sup>1</sup> 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.

<sup>2</sup> Electronic document delivery software server

## Prospects for the second half of 2004

Esker group does not expect a change in trends for the second quarter 2004. The sales momentum experienced in the United States should continue at the same pace and the situation in Europe should continue to improve.

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### 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 a turnover of €29.7M, with more than half of turnover 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 international European software vendor, with over 90% of its turnover 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.

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### Contact information:

ESKER - Emmanuel Olivier  
[infofi@esker.fr](mailto:infofi@esker.fr) or +33 4 72 83 46 46

[www.esker.com](http://www.esker.com) [www.esker.fr](http://www.esker.fr)

ACTUS - Amalia Naveira  
[anaveira@actus.fr](mailto:anaveira@actus.fr) or +33 4 72 18 04 92

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