

## Press release

Lyon, October 2, 2006



### 2006 Half-Year Results

*High document delivery growth and significant profitability improvement*

| In thousands of euros    | H1 2006 | H1 2005 | Change  |
|--------------------------|---------|---------|---------|
| Sales                    | 11,936  | 10,796  | + 1,140 |
| Current operating income | - 62    | - 981   | + 919   |
| Operating income         | - 205   | - 1,127 | + 922   |
| Net result               | - 197   | - 1,047 | + 850   |

#### ***Success of document delivery products drive Esker growth***

Sales for the first six months of 2006 grew by 11% (9% excluding currency fluctuation) compared to the same period of 2005. This performance is primarily the result of the rapid growth of Esker document delivery solutions (Esker DeliveryWare and FlyDoc) whose sales show a 70% increase compared to 2005. These solutions now account for almost 50% of the company's business.

Esker DeliveryWare, the Esker enterprise document process automation solution, continues to experience successful development in the SAP ecosystem. As expected by the company, the new version of this solution has been extremely well received by the market. Combining Esker's extensive experience in outbound document delivery with new functionalities allowing an enterprise to handle inbound documents and the associated workflow, Esker DeliveryWare 4.0 is a unique solution on the market. Its functionalities and business rules-based architecture simplify business process automation and make paperless operations a reality.

FlyDoc, the online mail and fax service, continues to gain market recognition and success primarily in France and the USA. It allows companies of all sizes to automate the distribution of their business documents with a flexible, purely on-demand service.

## ***Improved financial performance***

For many years Esker has been executing a proactive strategy aimed at growing sales of its new document delivery product family, together with the strategic objective of improving its financial performance. The H1 2006 income statement continues to demonstrate Esker's success in this area. Operating results improved by almost 1 million euros during the first six months of 2006 compared to 2005, allowing the company to nearly break even for the period. This performance has been achieved through a combination of revenue growth and strong cost control without compromising sales and marketing investments that will drive Esker's success in the future. Esker therefore continues to develop a strategy that ensures sustainable growth for the long run combined with controlled profitability.

## ***2006 outlook***

Esker sees the fundamental trends observed during the first half of 2006 continuing to remain in effect for the second half of the fiscal year. For the second half of the 2005 fiscal year, Esker demonstrated profitable operations due to the usual seasonality effects on both the company's revenue and costs.

## ***About Esker***

Esker is a recognized leader in helping organizations streamline manual, paper-intensive processes and reduce the use of paper by automating the flow of documents into, within and outside the organization. With patented document delivery automation software (Esker DeliveryWare) and hosted document delivery services (FlyDocSM), Esker offers a total solution to automate every phase and every type of business information exchange. Customers gain significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months. Founded in 1985, Esker operates globally and has over 80,000 customers and millions of licensed users worldwide. Esker has global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. For more information, visit [www.esker.com](http://www.esker.com) or [www.flydoc.com](http://www.flydoc.com).

### **For investor inquiries:**

[infofi@esker.fr](mailto:infofi@esker.fr)

For other inquiries:

Renee Thomas  
Director of Field Marketing, Americas  
Esker Document Delivery  
[renee.thomas@esker.com](mailto:renee.thomas@esker.com)  
tel: 608-828-6140  
fax: 608-828-0140  
[www.esker.com](http://www.esker.com)