

# Press release

Lyon, France July 19, 2005



*Extending the Reach of Information*

## Esker Sales Activity for Q2, 2005

Sales (M€)	Q2 2005	Q2 2004	Q2 2005 / Q2 2004 Fluctuation**	H1 cumulative Fluctuation** H1 2005 / H1 2004
DeliveryWare*	1.87	1.38	+ 37 %	+ 34 %
Fax server	2.14	2.25	- 3 %	+ 1 %
Host Access	1.86	2.15	- 12 %	- 24 %
<b>Total</b>	<b>5.87</b>	<b>5.78</b>	<b>+ 3 %</b>	<b>- 2 %</b>

\* Electronic document delivery software server.

\*\* Fluctuation at constant currency exchange rates: 2004 exchange rates applied to 2003 sales figures.

### ***DeliveryWare solutions sales surpass those of legacy Host Access product line***

DeliveryWare solutions sales again confirmed their great potential during Q2 2005, posting another quarter of high growth. For the first time ever, DeliveryWare sales surpassed Host Access sales, Esker's legacy product line. This achievement demonstrates the success of the Esker strategy to reposition itself as a leader in the e-document delivery market place with more than 2/3 of its business occurring in this category.

Based on an innovative software solution (DeliveryWare) and a hosted "on demand" service (Esker on Demand), the Esker e-document delivery offering is now the most comprehensive and versatile on the market. Esker's technological leadership in this area was recognized in Q2 by the U.S. Patent and Trademark Office which awarded Esker a patent (U.S. Patent No. 6,906,817) for the technology within DeliveryWare Rules Engine, which forms the core of the Esker e-document solutions.

### ***Q2 sales in line with company's business plan***

Q2 sales performance is consistent with the Esker business plan and its expectations. As anticipated, sales rebounded in Q2 compared to Q1 by over 19% and this benefited all product lines.

The strong growth experienced by the DeliveryWare offering more than offset the decline of legacy products while fax server products met expectations by remaining stable.

### ***Business outlook***

Esker continues to work toward the goal of getting close to breaking even in 2005. The first half of 2005 will, however, take into account the slow sales start in Q1, particularly with regard to Host Access products. In addition, cost reduction plans implemented in the first half of 2005 will not reach their full actualization until the second half of the year. Consequently, Esker currently expects H1 results to be comparable to those of H1 2004, before any impact of the first adoption by the company of new International Financial Reporting Standards (IFRS).

## **About Esker**

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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 2004, Esker achieved sales of €22.6M (approximately USD 27.1 M), with more than half of sales in the United States.

Esker actively sells its products in North America, South America, Europe, and the Asia/Pacific territories. The company employs over 230 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 the Esker mailing list for commercial and financial information by visiting our site: [www.esker.com](http://www.esker.com). Esker DeliveryWare powers the multimedia automatic distribution of our press releases.**



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