



Extending the Reach of Information

Press Release

Lyon, October 30th 2003

Esker Sales Activity for Q3, 2003

Sales (M€)	Q3 2003	Q3 2002	Variance from 2002	
			Q3 2003	9 Months 2003
DeliveryWare *	0.80	0.49	+73.9%	+18.3%
Fax Server Solutions	2.39	2.74	-2.7%	-7.6%
Host Access Solutions	2.17	3.53	-33.6%	-29.0%
Total Q3	5.36	6.76	-13.4%	-16.6%

* Electronic document software server

** 2002 constant currency exchange rate used to eliminate currency fluctuation.

Taking into account Esker's international cost 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.

Esker's third quarter 2003 commercial activities reflect a difficult technology market for enterprise software in particular.

Esker, however, experienced an encouraging performance from its DeliveryWare product line (electronic document server), which it is installing in a growing number of enterprises worldwide:

- Total growth reached nearly 74% over the quarter (+18% over 9 months), including 12% in Europe and more than 200% in the United States.
- DeliveryWare sales have increased by more than 28% compared to the second quarter 2003 and by 37% compared to the first quarter.

These results demonstrate the capacity of the company to grow its strategic products in an ambitious and controlled way, as much as the economic conditions allow.

The sales of Fax solutions are recovering compared with those in the second quarter 2003, but remains 2.7% below same period in 2002. This development is a reflection of the desire of the company to remain strongly committed to this product line. Esker considers the Fax Solutions market to be strategic, not just because of the volume of sales it represents, but also because of the central role it currently, and will continue to, play in the near future in business communications.

In contrast, the traditional Host Access products (terminal emulation) continue to suffer from the generally poor information technology market conditions.

Prospects for the 4th Quarter

In the fourth quarter 2003 Esker will benefit from new software releases for DeliveryWare, Fax Solutions, and Host Access, which will generate business that the third quarter did not benefit from (particularly for Host Access, which has a short sales cycle). It should be noted that many sales efforts conducted throughout the year are traditionally closed in fourth quarter.

In spite of these positive factors, Esker remains prudent in its investment spending. The improvement shown at the start of the third quarter still requires confirmation in that Q4 2002 saw the realization of a lot of significant business. Esker anticipates that trend to continue especially as it relates to the DeliveryWare product line.

About Esker

Esker Software solutions connect people and information. Providing access to enterprise host systems and enabling delivery of business information from any enterprise source to any destination, Esker solutions include:

- Esker DeliveryWare Platform
- 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.

Esker is traded on Euronext, the French Stock Exchange (Le Nouveau Marché/ISIN: FR0000035818).

With offices in North America, Europe, and Asia/Pacific, Esker has shipped over 85,000 document solutions and has a host-access installed base of more than two million licensed users. For more information, visit <http://www.esker.com>.

Contact information:

ESKER - Emmanuel Olivier
Infofi@esker.fr - 33 4 72 83 46 46
www.esker.com www.esker.fr
ACTUS - Amalia Naveira
anaveira@actus.fr - 33 4 72 18 04 92
#

© 2003 Esker S.A. All rights reserved. Esker, the Esker logo, Esker Fax, Persona, SmarTerm, Tun, and VSI-FAX are trademarks or registered trademarks of Esker S.A. in the United States and other countries. Notes is a registered trademark of IBM Corp. All other trademarks mentioned are the property of their respective owners.