

# Sustained by Cloud Computing and International Development, Esker Achieves 19% Growth in 2010

**Derby, UK – January 19, 2011** – Esker, the leader in document process automation solutions, announced today that it has achieved 32.7 million Euros in sales revenue for 2010 – a 19% increase over the previous year (14% based on a fixed exchange rate). Positioned among the leading French software vendors, Esker has successfully incorporated cloud computing into its solutions and effectively achieved international development, resulting from years of strategic positioning.

## 41% of sales revenue achieved in the cloud

With 82% of its sales revenue in France realised in a SaaS (Software as a Service) model, Esker's global subsidiaries have experienced a similar trend and registered a 56% increase in their on-demand activities. Esker cloud-based externalisation and automation solutions and services experienced significant growth and success:

- Esker on Demand grew 42% while FlyDoc grew 25%
- Customer portfolio expanded to include Lafuma, Sodexo, Groupe Zannier, Parfip Lease, Entremont, Thomson Reuters and Jenny Craig by Nestlé Nutrition
- Over 120 million pages were processed by eight Esker production facilities throughout the world (France, the United States, Australia, the United Kingdom, Spain, Belgium and Singapore)

"To accelerate our 2011 growth, we will continue to develop Esker on demand services with a new release of our accounts payable automation solution and with the expansion of our French mail factory to a new and larger site. We will, therefore, be able to better address the growing externalisation and document process automation needs of our customers," said Jean-Michel Bérard, CEO and President of the Board of Directors, Esker.

## 68% of sales revenue realised outside France

With 68% of its sales revenue achieved outside France, Esker is one of the foremost French software vendors in strength of international presence. In 2010 Esker's worldwide presence registered an important increase in sales revenue: 10% in the United States, 14% in Asia-Pacific and 18% in Europe (51% in Germany, 43% in Spain and 19% in France). In 2010 Esker also reinforced its presence in Asia with the opening of a new subsidiary in Malaysia (following

Singapore in 2006). With an already strong position in Europe, North America and Australia, Esker is capitalising on Asia's dynamism as well as that of emerging markets.

"Our double-digit growth is the result of our international development and our move from an on-premise to a cloud computing-based software vendor. Thanks to a strategy defined five years ago, we are able to offer companies a unique international on-demand externalisation and document process automation solution for all their business documents - vendor and customer invoices, customer orders, etc.," added Bérard.

## About Esker

Esker is a recognised leader in helping organisations eliminate manual processes, gain process visibility and control, and reduce the use of paper by automating the flow of documents into, within and out of the organisation. With patented document delivery automation software and hosted document delivery services, Esker offers a total solution to automate every phase and every type of business information exchange. Customers achieve significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months.

Founded in 1985, Esker operates globally with more than 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.co.uk](http://www.esker.co.uk).

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