

Esker Expands Globally While Achieving Record Sales Growth

Leader in document process automation solutions sees an increase in demand for cloud-based solutions

Derby, UK — April 7, 2017 — [Esker](#), a worldwide leader in [document process automation solutions](#) and pioneer in [cloud computing](#), recently announced that the company achieved record growth in 2016, fuelled by an increased demand for cloud-based solutions, the changing regulatory environment overseas and the company's commitment to consistently delivering innovative, comprehensive solutions ahead of the curve. Esker's strategic acquisitions and partnerships have augmented its customer base and facilitated expansion into new regions.

"We are experiencing dynamic, sustainable growth across the board, but especially in cloud-based solutions, where we saw a 20 percent increase last year," said Steve Smith, U.S. Chief Operations Officer at Esker. "This represents 77 percent of total company sales revenue and validates the need for automation. Even better, we anticipate double-digit growth again in 2017."

2016 Highlights

In order to accommodate such rapid growth while maintaining excellent customer service, Esker invested in additional staff. By late 2016, Esker outgrew its North American headquarters in Madison, relocating to new office space to accommodate new and anticipated future hires. Esker also opened its first U.S. satellite office in Denver, employing a sales team, sales engineer and director of field sales. The Denver office will accommodate a growing customer base in the Rocky Mountain and Pacific states, along with the western region of Canada, especially within the medical device, food production and semi-conductor industries.

Also late last year, Esker expanded its international footprint, beginning with a partnership with Santiago, Chile-based Gosocket Corporation, a leading provider of solutions related to electronic document exchanges with digital signatures, to bring more value to Latin American customers of both companies. Customers in this region can now meet evolving electronic invoicing (e-invoicing) mandates that vary by country. Esker and Gosocket Corporation are working together to bring a more comprehensive set of offerings to the Latin American region beginning this year.

"Esker's expansion into the Latin American region created an opportunity for both companies," said Sergio Chaverri, chief marketing officer at Gosocket Corporation. "By partnering with Esker our customers will have access to leading business solutions and Esker's international customers will have the ability to meet any changing regulations seamlessly."

Lastly, Esker also put in place its third data centre in Singapore, offering its Asia-based customers the best possible response times. This new infrastructure was built on the Microsoft Azure cloud platform.

(continued)

Solution Advancements

Esker is committed to regularly providing customers with new and improved offerings. One of the company's most notable launches last year was [Esker Anywhere](#), a mobile application that gives managers the ability to review, approve, and reject purchase requisitions and supplier invoices while out of the office. Esker also introduced solution integrations with Oracle JD Edwards EnterpriseOne enterprise resource planning (ERP) software and Oracle E-Business Suite, providing customers with greater operational process efficiency and productivity.

Following the 2015 acquisition of TermSync, Esker has now fully incorporated the solution into its accounts receivable (AR) automation platform, benefitting customers with strengthened reporting and analytics, faster collections and billing processes and decreasing costs. Esker's new, comprehensive AR solution is designed to alleviate cash flow concerns for companies, especially as interest rates rise and customers demand extended terms. It also completes the order-to-cash (O2C) cycle, allowing Esker to offer customers an enhanced end-to-end solution for document process automation.

Ongoing and Future Initiatives

Earlier this month Esker finalised its acquisition of e-integration GmbH, the Düsseldorf, Germany-based electronic data interchange (EDI) service provider, which will allow Esker to further grow and develop in Europe's leading market. Esker expects its revenue in Germany to increase by more than 150 percent while strengthening its customer base with 600 new accounts, comprised of mid-sized industrial companies.

"We recognise that our customers have a global presence with varying needs in every market," said Eric Bussy, Worldwide Corporate Marketing and Product Management Director at Esker. "We want to increase our international presence to fulfill those needs and offer the most value to our customers."

Esker anticipates that 2017 will be highlighted by:

- Double-digit growth and continued exploration of new external growth opportunities.
- Innovative strategies surrounding Esker's O2C and purchase-to-pay (P2P) solution offerings, including the launch of the TermSync product in France and a new online payment solution offered through Esker partner, SlimPay.
- An agile and responsible business approach: Ranked among the top 30 Best Workplaces France 2017 by Great Place to Work®, Esker will continue to develop its Agile methodology and friendly work environment in order to offer its employees a quality, stimulating environment.

(continued)

© 2016 Esker S.A. All rights reserved. Esker and the Esker logo are trademarks or registered trademarks of Esker S.A. in the U.S. and other countries. All other trademarks are the property of their respective owners.

Esker, Ltd.

Durham House – Wyvern Business Park
Stanier Way – DE21 6BF Derby – Derbyshire
United Kingdom

Tel: +44 (0) 1332 54 8181 – Fax: +44 (0) 1332 54 8160
info@esker.co.uk – www.esker.co.uk

Press Contact: Sam Townsend

Tel: +44 (0) 1332 548181 – sam.townsend@esker.co.uk

Investor Relations Contact: Emmanuel Olivier

Tel: 33 (0)4 72 83 46 46 – olivier@esker.fr

Get Social



Visit our blog !

<http://eskerukblog.blogspot.co.uk>

About Esker

Esker is a worldwide leader in cloud-based document process automation software. Esker solutions, including the acquisition of the TermSync accounts receivable solution in 2015, help organisations of all sizes to improve efficiencies, accuracy, visibility and costs associated with business processes. Esker provides on-demand and on-premises software to automate accounts payable, order processing, accounts receivable, purchasing and more.

Founded in 1985, Esker operates in North America, Latin America, Europe and Asia Pacific with global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. In 2016, Esker generated 66 million euros in total sales revenue. For more information on Esker and its solutions, visit www.esker.co.uk. Follow Esker on LinkedIn at [Esker – Northern Europe](#), or on Twitter at [@EskerNEurope](#) and join the conversation on the [Esker blog](#).

Esker, Ltd.

Durham House – Wyvern Business Park
Stanier Way – DE21 6BF Derby – Derbyshire
United Kingdom

Tel: +44 (0) 1332 54 8181 – Fax: +44 (0) 1332 54 8160
info@esker.co.uk – www.esker.co.uk

Press Contact: Sam Townsend

Tel: +44 (0) 1332 548181 – sam.townsend@esker.co.uk

Investor Relations Contact: Emmanuel Olivier

Tel: 33 (0)4 72 83 46 46 – olivier@esker.fr

Get Social



Visit our blog !

<http://eskerukblog.blogspot.co.uk>