

Esker Q3 2012 Sales Activity

Cloud-Based Solutions Experience Accelerated Growth

Derby, UK – 22 October 2012

Sales Revenue (unaudited)	Q3 2012 M€	Q3 2011 M€	Q3 2012/Q3 2011 Growth**	2012 M€	2012/ HY 2011 Growth**
Document Process Automation*	8.35	7.34	+7%	24.55	+10%
Fax Servers	1.05	1.11	-14%	3.27	-14%
Host Access	0.53	0.55	-10%	1.73	+7%
Total	9.93	9.01	+4%	29.55	+7%

* Includes Esker DeliveryWare, Esker on Demand and FlyDoc

** Growth expressed with no currency effect: 2012 exchange rates applied to 2011 figures

Sales revenue for Esker in Q3 2012 increased 10% based on a current exchange rate and 4% based on a fixed rate over a particularly strong Q3 2011 (+20%). These favorable results can be largely attributed to the success of Esker's document process automation solutions (+7%) as well as the shrinking gap between the euro and the U.S. dollar.

Continued progress of cloud-based solutions

In times of economic malaise, companies have a tendency to abandon traditional software license projects or put them on hold, instead looking to cloud-based solutions which require less capital and offer a faster ROI.

Subsequently, on-demand solutions were largely preferred over license sales in Q3 2012, with Esker's on-demand solutions (i.e., FlyDoc and Esker on Demand) continuing to achieve steady growth rates (+30% in Q3 versus 27% in Q2 and 21% in Q1) — representing over half of Esker's activity this quarter (57%). And, despite a still-sluggish economy, Esker experienced a significant increase in newly signed cloud-based contracts (over Q3 2011). This continued success positions Esker to achieve sustainable and profitable growth throughout the upcoming years.

A profitable third quarter

Strong sales in Q3, coupled with rigorous spending controls and a significant increase in the U.S. dollar, will enable Esker to realise an increase in operating income over the same period in 2011. As of September 30, 2012, company cash rests at over 11.1 million euros (versus 9.7 million euros on September 30, 2011, after dividend payment (552k euros) and the share buy-back program (500k euros).

(continued)

Positive outlook for 2012

Factors such as recurring revenue (representing over 72% of sales revenue), the constant rate at which Esker continues to sign new contracts, and a stronger U.S. dollar will be instrumental in achieving an increase in operating profit and 10% growth over the course of 2012.

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.

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