

Q2 2009 Sales Activity

On Demand solutions continue to shine in difficult economy

Lyon, France — July 15, 2009

Sales Revenue (unaudited)	Q2 2009 M€	Q2 2008 M€	Q2 2009/Q2 2008 Growth**	HY 2009 M€	HY 2009/HY 2008 Growth**
Document Process Automation*	4.52	4.55	-4%	9.29	+9%
Fax Servers	1.42	1.53	-14%	2.71	-14%
Host Access	0.54	0.88	-39%	1.14	-29%
Total	6.48	6.98	-10%	13.14	-1%

*Includes Esker DeliveryWare, Esker on Demand and FlyDoc

** Growth expressed with no currency effect: 2009 exchange rates applied to 2008 figures

Economic climate nibbles on sales revenue

In an economic climate that continues to tumble, Esker sales revenue for Q2 2009 is starting to feel the bite with a decrease in sales revenue of 10% based on a fixed exchange rate and 7% when based on current exchange rates in comparison to Q2 2008. However, sales remain level in comparison with sales experienced in Q1 2009. This performance is attributed to an unfavorable base experienced in the second quarter of 2008 when sales were exceptionally strong due to several major project signings. For 2009, Esker notices a lengthening of decision cycles by prospective customers, which is directly impacting sales revenue for the second quarter. However, this will not impact the objectives of the company for the year.

On Demand solutions continue strong performance

Esker document process automation solutions demonstrated contrasting results in Q2. The On Demand solutions (FlyDoc and Esker on Demand) continued to grow at a quick pace (44%) while traditional solutions (Esker DeliveryWare) experienced a significant decline (-29%).

Unlike conventional solutions, On Demand services (SaaS or “cloud computing”) do not require initial investment. Therefore, use of these solutions is less likely to be cut or delayed in rough economic times. Even though the average number of transactions per customer has decreased, the new contracts placed in production during the quarter will more than compensate for the downtrend.

Furthermore, On Demand solutions are beginning to demonstrate strong growth outside of France. In particular, the U.S. signed a record number of contracts during the quarter, helping to generate sales revenue for Esker on Demand solutions equaling 35% of total revenue in Q2 2009.

Nearly even on the half year

The sales level in the first half of 2009, combined with a slight decrease in fixed costs, gives Esker the opportunity to generate a net operating result that will sit right around the break-even point.

As of June 30, 2009, company cash rests at 6.6 million Euros (against 5.7 million Euros on December 31, 2008).

Outlook for 2009

Over the course of the second quarter of 2009, recurring revenues (maintenance and On Demand solutions) have represented nearly two-thirds of company sales and continue to rise in value (+20% over a year based on a fixed currency rate of exchange), providing the basis for Esker to remain highly confident about the second half of 2009. Even if decision cycles for prospective customers continue to be long, the demand for Esker solutions remains strong and will continue to be supported through a consistent stream of opportunities. The company is extremely well positioned to take advantage of an upturn in economic activities when it arrives.

Even though Esker doesn't anticipate large growth rates over the rest of the year, profitability of the company will continue to improve in FY 2009.

About Esker

Esker is a recognized leader in helping organizations 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 organization. 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.com.

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