

## Q1 2010 Sales Activity

Lyon, France — April 13, 2010

Sales Revenue (unaudited)	Q1 2010 M€	Q1 2009 M€	Q1 2010/Q1 2009 Growth**
Document Process Automation*	5.58	4.77	+17%
Fax Servers	1.30	1.29	+4%
Host Access	0.51	0.60	-14%
<b>Total</b>	<b>7.39</b>	<b>6.66</b>	<b>+12%</b>

\*Includes DeliveryWare, Esker on Demand and FlyDoc

\*\* Growth expressed with no currency effect: 2010 exchange rates applied to 2009 figures

### Net growth continues

Over the course of the first quarter of 2010, Esker delivered a 12% increase in sales revenue based on a fixed exchange rate and 11% when based on current exchange rates in comparison with Q1 2009. This quarter proves to be even more impressive than the dynamic results Esker delivered in Q1 2009 (10% increase over 2008). Q1 effectively returns Esker back to double-digit growth.

### Strong growth in all regions

While the Asia-Pacific region continues to deliver the strongest performance with growth of 29%, the United States and Europe follow close behind with growth of 11% and 10% respectively. These results mark the second consecutive positive quarter for the U.S., confirming the resurgence of corporate IT project initiatives in this region. In Europe, On Demand services (SaaS or cloud computing) continue to propel positive results.

### SaaS solutions momentum hits stride

On Demand services (FlyDoc and Esker on Demand) continued to grow at a pace of 42% over the period while traditional solutions (Esker DeliveryWare) only slightly decreased by 2% despite a market that remains difficult. Unlike traditional solutions, On Demand services (SaaS or cloud computing) do not require large investments and therefore do not suffer from economic slowdown or IT project postponement by companies. Sales revenue generated by On Demand services represents 40% of total sales for the company in Q1. Esker achieved a new record during the quarter, invoicing more than 1 million Euros of SaaS transactions in a single month (March 2010) for the first time — representing more than 10 million pages processed.

(continued)



## Q1 profitability

Strong sales experienced during Q1 2010, coupled with rigorous spending controls, ensure that Esker will achieve positive operating results for the period.

As of March 31, 2010 company cash rests at 8.2 million Euros (against 7.2 million Euros on December 31, 2009).

## Outlook for 2010

The trend experienced over Q1 2010 should continue with strong momentum in the Asia-Pacific region along with continued growth of SaaS solutions. The rebound experienced in the U.S. is also likely to continue, thanks to several signed contracts that occurred during the period expected to generate future sales revenue. Recurring revenue (more than 66%) combined with careful cost management will allow the company to generate positive operational results, ensuring that 2010 is significantly profitable.

## 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](http://www.esker.com).

---

**Corporate Contact: Renee Thomas, Esker, Inc. – Tel: 608.828.6140 n Email: [renee.thomas@esker.com](mailto:renee.thomas@esker.com)**  
**Investor Relations Contact: Emmanuel Olivier, Esker S.A. – Tel: 33 (0)4 72 83 46 46 n Email: [olivier@esker.fr](mailto:olivier@esker.fr)**

---

© 2010 Esker S.A. All rights reserved. Esker and the Esker logo are trademarks, registered trademarks or service marks of Esker S.A. in the United States and other countries. All other trademarks are the property of their respective owners



Esker Inc. • 1212 Deming Way • Suite 350 • Madison, WI 53717 • United States of America  
Tel: 608.828.6000 • Fax: 608.828.6001 • [info@esker.com](mailto:info@esker.com) • [www.esker.com](http://www.esker.com)

