



Extending the Reach of Information

Lyon, April 18, 2003

Esfer's Sales Activity for Q1, 2003

Sales (M€)	2003	2002	Fluctuation	Fluctuation at Constant Currency Exchange Rates*
T1				
DeliveryWare Solutions	0.57	0.61	-6.6%	+7.7%
Fax Server Solutions	2.42	2.70	-10.4%	+4.9%
Host Access Solutions	2.93	4.15	-29.4%	-21.5%
Total	5.92	7.46	-20.6%	-9.8%

*Currency Rate of Q1 02 applied to Q1 03 Sales

Taking into account Esfer's international costs structure, monetary fluctuations have only a slight impact on the company's results, but their effect on sales is significant. For this reason, the company presents sales fluctuations emended by monetary effects.

First quarter marked by the international crisis

The war in Iraq entailed a widespread wait-and-see climate in the software market. This worldwide phenomenon has affected all Esfer product lines. Already perceptible in January and February, it increased in March, the month when Esfer's first quarter sales are historically strongest.

Esfer DeliveryWare sales continue to grow

Despite current circumstances, Esfer DeliveryWare Platform, representing the company's primary strategic direction, continued its steady growth and benefitted from sales and marketing investments made in 2002, particularly the launch of a Professional Services offering.

Esfer DeliveryWare's relevance and capacity to guarantee fast return on investment (6 months on average) are the prime contributors to this growth. Esfer DeliveryWare streamlines document-dependent business processes by automating delivery of the entire range of paper and digital media (print, archive, email, fax, SMS, XML, etc.).

Esfer DeliveryWare's positive results were obtained primarily through small and mid-sized implementations. In the current climate, when the majority of organizations are postponing large-scale purchases, these successes represent very good performance, which is particularly encouraging in view of the near return to a safer economic climate.

Sales of traditional products reflect worldwide market conditions

In Q1, Esker's Host Access product line declined noticeably compared to 2002, due to cyclical elements, the general software market decline, and current political uncertainty.

Esker's Fax Server business gained ground, benefiting from Esker's strong installed base and its comprehensive, competitive product line, including Unix fax servers, fax connectivity to SAP and other ERP solutions, high-volume production fax, integrated-messaging fax, and more.

Forecast for first semester of 2003 remains optimistic

Esker remains cautiously optimistic regarding sales and financial prospects for the first semester of 2003. Cost reduction and restructuring operations engaged in throughout 2002, along with tight control of expenses in 2003, ensure that the company is prepared in the event of a longer-than-expected economic downturn. Moreover, a quick end to current conflicts could well initiate a recovery in business technology investments, from which Esker would directly benefit.

About Esker

Esker Software solutions connect people and information. Providing access to enterprise host systems and enabling delivery of business information from any enterprise source to any destination, Esker solutions include:

- Esker DeliveryWare Platform
- Esker Fax™, Esker VSI-FAX® and Esker VSI-FAX® for Notes
- Persona® by Esker, SmarTerm® by Esker and Tun® Plus by Esker.

Esker is traded on Euronext, the French Stock Exchange (Le Nouveau Marché/Euroclear: 3581). With offices in North America, Europe, and Asia/Pacific, Esker has shipped over 80,000 document solutions and has a host-access installed base of more than two-million licensed users. For more information, visit

<http://www.esker.com>.

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