

Press Release

Lyon, April 22, 2004



Extending the Reach of Information

Esker Sales Activity for Q1, 2004

Sales (M€)	Q1 2004	Q1 2003	Fluctuation at Constant Currency Exchange Rates ¹
Esker DeliveryWare ²	1.14	0.58	+110%
Fax Server	1.78	2.41	-17%
Host Access	2.61	2.92	-5%
Total	5.53	5.91	+2%

Despite a prolonged stagnant information technology market in Europe, Esker has benefited from the economic upturn in the USA. Sales for the first quarter 2004 are slightly improved compared with the same quarter last year.

These results are a combination of the strong improvement in the USA (+12%) associated with a decrease in European activity (-11%).

Strong growth in the USA

The USA benefited from the strong resumption in information technology investments. At a constant exchange rate, the US portion of Esker improved 12%. Host Access sales, higher than predicted (+7%), and also very strong improvements in the Esker DeliveryWare product line (+130% in total and +197% for software licenses), explain these positive results.

Weak European markets

European commercial activity is consistent with the year 2003. Despite a healthy sales pipeline, the sales cycle remains extremely long and investments are often postponed. While the Esker DeliveryWare activity increased 83% in this region, the traditional product lines (Fax Servers and Host Access) were most affected by weak market dynamics.

Strong growth in Esker DeliveryWare solutions

The significant increase in Esker DeliveryWare activity noted in the fourth quarter 2003 is confirmed and further accelerated in early 2004 (+110% in total and 144% for software licenses). In March 2004, Esker recorded its highest monthly sales level in this product line, around which Esker's strategy is focused. Significant customer demand (particularly in the US) combined with intense sales efforts achieved sales of more than 100 licenses worldwide during this quarter.

¹ 2004 exchange rates applied to 2003 sales. Taking into account Esker's international costs structure, monetary fluctuations have only a slight effect on the company's results, but their effect on sales is significant. For this reason, Esker presents sales fluctuations amended by monetary effects.

² Electronic document delivery software server

Host Access activity holding well

After a large decrease in 2003, Host Access sales were above group forecasts for the first quarter 2004 (-5%). After deferring investments repeatedly, it appears that enterprises are now proceeding to upgrade their installed base of PCs and related software applications.

Fax Server activity reduces

The decrease of the Fax Server activity is essentially due to a strong reduction in the VSI-FAX (Windows & Unix Fax Server) product line where the activity is strongly associated with numerous software vendors for the small and medium enterprise market (i.e. OEM integration partners). Generally, Fax Servers remain strategic for Esker due to their position as the main point of entry for developing Esker DeliveryWare sales.

Prospects for the first half of 2004

The Esker group does not expect a change in trends for the second quarter 2004. The sales momentum experienced in the USA will continue at the same pace. The situation in Europe will not change fundamentally in the short term.

About Esker

Esker develops communications software that optimizes the transmission and usage of information, within companies and commercial partners.

Founded in 1985, Esker is traded on Euronext, the French Stock Exchange (Le Nouveau Marché/ISIN: FR0000035818). In 2003, Esker achieved a turnover of €22.5M (USD 26.6 M), with more than half of sales in the United States.

Esker is active in North America, South America, Europe, and the Asia/Pacific zone. The company employs 250 staff and has more than two million registered users worldwide on more than 60 000 customers. Esker is the most international European software vendor, with over 90% of its turnover resulting from exports.

Esker market offerings are divided into three product lines:

- Esker DeliveryWare Platform (automated delivery of business documents)
- Esker Fax™, Esker Fax for Notes, Esker VSI-FAX® and Esker VSI-FAX for Notes
- Persona® by Esker, SmarTerm® by Esker and Tun® Plus by Esker.

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