

## Q3 2009 Sales Activity

### On Demand solutions grow worldwide

Lyon, France — October 20, 2009

Sales Revenue (unaudited)	Q3 2009 M€	Q3 2008 M€	Q3 2009/Q3 2008 Growth**	Year to Date M€	Year to Date 2009/2008 Growth**
Document Process Automation*	4.91	4.17	+13%	14.20	11%
Fax Servers	1.21	1.34	-11%	3.92	-13%
Host Access	0.46	0.76	-41%	1.59	-33%
<b>Total</b>	<b>6.58</b>	<b>6.27</b>	<b>4%</b>	<b>19.71</b>	<b>1%</b>

\*Includes Esker DeliveryWare, Esker on Demand and FlyDoc

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

#### Growth rebound

Over the course of the third quarter of 2009, Esker sales revenue rose 4% based on a fixed exchange rate and 5% when based on current exchange rates in comparison with Q3 2008. The third quarter marks a return to growth and compensates for the slow growth experienced at the end of the second quarter. For the first 9 months of the year, sales growth rests at 1% based on a fixed exchange rate and 4% when based on current exchange rates.

#### Large performance variations between regions

Overall performance hides some large disparities between different regions of the world, reflecting the current state of the global economy. The Asia-Pacific zone experienced the largest growth in sales revenue at 51%. The United States decreased by 5% while European sales grew by 12%. However, it is necessary to note that U.S. sales revenue only includes a small portion of the numerous On Demand contracts that were signed during the period for the region.

#### Strong growth of On Demand solutions

Document automation solutions posted contrasting results for the period. On Demand services (FlyDoc and Esker on Demand) continue to grow at a pace of 60% over the period while traditional solutions (Esker DeliveryWare) slightly decreased by 12%. 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. In addition, On Demand services are starting to take off outside of France. The U.S., in particular, signed a record

(continued)

number of contracts in Q3. Sales revenue generated by On Demand services represents 37% of total sales for the company in Q3. In addition, with maintenance revenue resting at 32%, these two totals ensure recurring revenue of around 70% for the company.

### Q3 leaves no doubt to profitability

Strong sales experienced during Q3, 2009, coupled with stringent cost controls, ensure that Esker will achieve positive operating results for the period.

As of September, 2009, company cash rests at 6.8 million Euros (against 5.7 million Euros on December 31, 2008).

### Outlook for 2009

Even though Esker has noticed that customers are starting to shorten decision cycle processes, the company does not expect a strong recovery during the fourth quarter. The current trend will likely extend through the end of the year with strong sales growth in Asia, as well as continued growth of SaaS offerings. Although Esker does not anticipate a large growth rate for the coming quarter, recurring revenue combined with careful cost management will allow the company to generate positive operational results ensuring that 2009 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).

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