

# Esker Q1 2015 Sales Activity: +23%

## Cloud-Based Solutions Drive Record First Quarter

Madison, WI — April 22, 2015

SALES REVENUE (UNAUDITED)	Q1 2015 M€	Q1 2014 M€	Q1 2015 / Q1 2014 GROWTH*
SAAS-BASED DOCUMENT PROCESS AUTOMATION <sup>(1)</sup>	9.5	7.4	+18%
LICENSE AND MAINTENANCE-BASED DOCUMENT PROCESS AUTOMATION <sup>(2)</sup>	2.7	2.2	+4%
LEGACY PRODUCTS <sup>(3)</sup>	1.4	1.3	-13%
<b>TOTAL</b>	<b>13.6</b>	<b>10.9</b>	<b>+12%</b>

<sup>(1)</sup>Includes Esker on Demand, FlyDoc and TermSync

<sup>(2)</sup>Includes Esker DeliveryWare

<sup>(3)</sup>Includes Fax Servers and Host Access

\*Growth expressed with no currency effect: 2015 exchange rates applied to 2014 figures.

## A Record Quarter

Esker experienced its most successful quarter in company history. Sales revenue in Q1 2015 reached 13.6 million euros, a 12% increase based on a constant exchange rate (23% based on a current exchange rate) over Q4 2014. Esker's excellent results are largely a result of the dynamic growth of cloud-based solutions, as well as the increase in the U.S. dollar and favorable U.S. and Asia-Pacific economies.

## Growth Up 18% in Cloud-Based Solutions

Total revenue related to Esker's cloud platform increased 18% in Q1 2015 (28% based on current exchange rate), representing 70% of total company sales revenue over the quarter. This growth can be attributed to the significant number of customers who signed in previous quarters now entering production.

## Outlook for 2015

Due to positive factors such as recurring revenue (close to 80%), the start of production on contracts signed this quarter and an improved economy, Esker anticipates that it will achieve organic sales growth between 8% and 12%.

*(continued)*

If the Euro remains below \$1.10 (which has been the case since the end of 2014), Esker should benefit from an additional 8-10% growth. Additionally, the consolidation CalvaEDI, expected as of May 1, 2015, will add 4-5% growth over the coming quarters

## Profitability and Strengthened Financial Structure

Esker anticipates operating profits to significantly improve over 2015, thanks to dynamic organic growth, the sharp appreciation of the U.S. dollar and the integration of [CalvaEDI](#).

As of March 31, 2015, company cash rests at 15.8 million euros, versus 15.1 million euros the previous year. With net cash largely positive, Esker has the financial independence to pursue company development while continuing its politics of dividend payment and share repurchases.

## About Esker

Esker is a worldwide leader in document process automation solutions. Addressing all types of business processes, from accounts payable and accounts receivable to order processing and purchasing, Esker's cloud computing solutions enable companies to automate the reception, processing and sending of any business document with one platform. Esker helps over 80,000 companies around the world reduce the use of paper and eliminate manual processes while improving their productivity, efficiency and environmental impact.

With 46.1 million euros in sales revenue in 2014, Esker operates in North America, Latin America, Europe and Asia Pacific with global headquarters in Lyon, France, and U.S. headquarters in Madison, Wisconsin. Esker is listed on the NYSE Alternext in Paris (Code ISIN FR0000035818). For more information, visit [www.esker.com](http://www.esker.com). Follow Esker on Twitter at [twitter.com/eskerinc](https://twitter.com/eskerinc) and join the conversation on the Esker blog at [blog.esker.com](http://blog.esker.com).

© 2015 Esker S.A. All rights reserved. Esker and the Esker logo are trademarks or registered trademarks of Esker S.A. in the U.S. and other countries. All other trademarks are the property of their respective owners.

**Esker, Inc.**  
1212 Deming Way, Suite 350  
Madison, WI 53717 USA  
Phone – (608) 828-6000  
[info@esker.com](mailto:info@esker.com) – [www.esker.com](http://www.esker.com)

**Corporate Contact:** Gina Leranthe  
Tel: (608) 828-6141 – [gina.leranthe@esker.com](mailto:gina.leranthe@esker.com)

**Investor Relations Contact:** Emmanuel Olivier  
Tel: 33 (0)4 72 83 46 46 – [olivier@esker.fr](mailto:olivier@esker.fr)

Get Social



Visit our blog!  
[blog.esker.com](http://blog.esker.com)