

# Esker Q3 2014 Sales Activity

Cloud-based solutions grow 21%, powering strong third quarter

Madison, WI — October 21, 2014

SALES REVENUE (UNAUDITED)	Q3 2014 M€	Q3 2013 M€	Q3 2014 / Q3 2013 GROWTH*	2014 M€	2014 / 2013 GROWTH*
SAAS-BASED DOCUMENT PROCESS AUTOMATION <sup>(1)</sup>	7.5	6.1	+21%	21.9	+19%
LICENSE AND MAINTENANCE-BASED DOCUMENT PROCESS AUTOMATION <sup>(2)</sup>	2.4	2.6	-10%	7.1	-3%
LEGACY PRODUCTS <sup>(3)</sup>	1.3	1.3	-4%	4.1	-7%
<b>TOTAL</b>	<b>11.2</b>	<b>10.1</b>	<b>+9%</b>	<b>33.1</b>	<b>+10%</b>

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

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

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

\*Growth expressed with no currency effect: 2014 exchange rates applied to 2013 figures.

## A Successful Third Quarter

Esker Q3 2014 sales revenue amounted to 11.2 million euros — a 9% increase compared to Q3 2013 and based on a constant exchange rate (11% based on a current exchange rate). Aided by the recent rise in the U.S. dollar, Esker's positive results are largely attributed to the continued demand for software as a service (SaaS) document process automation solutions.

## Growth Up 21% in Cloud-Based Solutions

Total revenue related to Esker's cloud platform increased 21% in Q3 2014, representing 66% of company sales revenue over the quarter. Revenue strictly related to documents processed in production on Esker's cloud platform (excluding Professional Services) rose 24% due to customers who signed in prior quarters now entering production.

*(continued)*

## Outlook for 2014

Due to positive factors such as recurring revenue (close to 80%), the upward trend of the U.S. dollar, the start of production on signed third-quarter contracts and stable market conditions, Esker anticipates that it will achieve close to 10% growth for the year.

## Strengthened Financial Structure

Esker operating profits are predicted to improve thanks to increased growth and consolidation of past investment efforts. As of September 30, 2014, company cash rests at 14.1 million euros, versus 13.5 million euros the previous year, after dividend payment (880k euros) and share repurchases (totaling 1.9 million euros). With net cash largely positive and 222,000 treasury shares, Esker has the financial independence to pursue acquisitions while continuing its policy of dividend payment and share repurchase program.

## 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 procurement, 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 41.1 million euros in sales revenue in 2013, 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 [www.quitpaper.com](http://www.quitpaper.com).

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