

## Press Release



*Extending the Reach of Information*

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## Esker Posts Strong Revenue Growth in Second Quarter Compared to 2000

*Acceleration in growth of Intelligent Information Delivery products and large rise in sales in the North American market*

LYON – July 9, 2001 -- Esker, Inc. released its revenue figures for the second quarter of fiscal year 2001, showing significant growth compared to 2000's second quarter figures:

Revenue	2 <sup>nd</sup> Q 2001	2 <sup>nd</sup> Q 2000	Net Growth	Adjusted Figures**
	(_M)	(_M)		
IID*	3.2	1.23	+164.8%	+39.8%
Host Access	5.12	5.01	+2.1%	+2.1%
Total	8.38	6.24	+34.2%	+14.1%

\* Intelligent Information Delivery: comprises fax server products and new electronic document delivery solution, Pulse.

\*\* Includes VSI revenue in 2000.

### Sales Activity for Second Quarter 2001

Revenue in the second quarter 2001 grew an adjusted 14.1 percent to reach 8.38 million Euros (\_). Sales activity over the first six months of 2001 shows a return to growth for Esker with an increase of 4.7 percent compared to the first half of 2000.

Each of Esker's product lines contributed to these exceptional results. The Intelligent Information Delivery (IID) product line continues to accelerate in growth and is progressing at nearly 40 percent. Pulse, the line's new product launched in February 2001, contributed significantly to the growth of the line, representing more than 12 percent of IID orders for June 2001. The reception of Esker's products on the market remains very positive, and Esker will continue to benefit from its position as a world leader in the industry.

The decline in Host Access products revenue halted, and the second quarter saw a return to revenue growth: up 2.1 percent compared to the year 2000 and up 9.1 percent compared to the first quarter of 2001. Esker remains confident about pursuing favorable results similar to these throughout the rest of the year. With its products positioned well in the worldwide market, it forecasts capitalizing on its recognition as a leading software vendor.

A particularly dynamic American market drove second quarter activity, resulting in revenue growth of

effectiveness of Esker's U.S. strategy, which has been developed and executed for nearly ten years<sup>1</sup>.

## **Concerning the sale of Pulse**

Pulse is the first intelligent multi-channel electronic document delivery server available on the market. Since its debut in February 2001, already more than 30 complete server solutions have been sold worldwide. Esker's diverse customer base includes such names as Valéo, Cofinoga, Imerys, C&S Wholesale Grocers and the South Carolina State Ports Authority. The sales portfolio has constantly grown since the launch; its current value exceeds 1.5 million €, with many deals still under negotiation. Esker will be pursuing an aggressive sales policy over the course of 2001, based on two strategies:

- Direct sales to large customer accounts, emphasizing the significant reduction of information distribution costs through the use of multi-channel delivery (e-mail, fax, web posting, SMS, hybrid mail, etc). In this sector, Esker is specifically targeting organizations equipped with ERP applications (particularly SAP), areas in which Esker has recognized expertise and international commercial success.
- Partnership agreements with software manufacturers and value-added integrators who specialize in sectors domains where the circulation of information is critical. Esker favors both those involved in sales and financial management (ERP, CRM) and those in the document management business (creation, indexing, archiving, etc).

## ***About Esker***

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Esker Software solutions enable intelligent access to and delivery of core business information from any data source, in any format, to any recipient. Organizations use Esker software to streamline information exchange, open new channels of communication, and achieve business objectives with new levels of speed and efficiency. Esker extends the reach of information technologies and shortens the distance between people and information. The company's products include:

- **Faxgate and Pulse™ for Intelligent Information Delivery**
- **SmarTerm®, Tun® Plus, Persona®, Corridor for Active Server, and Corridor Wireless for host access**

The company was founded in 1985 and is traded on the French Stock Exchange (Le Nouveau Marché: 3581). In 2000, it reported sales of 27.4 million Euros (about \$25.9 million). In September 2000, Esker finalized an agreement to acquire VSI, a California-based developer of fax server solutions. Esker's operations span North America, South America, Europe, and Asia/Pacific with about 300 employees and an installed base of two million licensed users worldwide. For more information, visit: <http://www.esker.com>.