



## PRESS RELEASE

Esker Contact:

Emmanuel Olivier  
Esker S.A.

[olivier@esker.fr](mailto:olivier@esker.fr)

+33 (0)4 72 83 46 46

<http://www.esker.com>/<http://www.esker.fr>

France Press Contact:

Amalia Naveira  
Actus

[anaveira@actus.fr](mailto:anaveira@actus.fr)

+33 (0)4 72 18 04 97

<http://www.esker.com>

U.S. Contact

Michael O'Neill  
Esker Inc.

[michael.oneill@esker.com](mailto:michael.oneill@esker.com)

405.624.8000

<http://www.esker.com>

## Esker's Q4 2001 sales show steady growth

### 2001 - Q4 Sales

Sales (€M)	Q4 2001	Q4 2000	Difference**
IID*	3.83	2.60	+47.3%
Host Access	4.44	5.27	-15.7%
Total	8.27	7.87	+5.1%

\* Intelligent Information Delivery: includes Esker's fax server products and Pulse, its new multi-channel document e-delivery solution.

\*\* At comparable structure.

LYON, France, 16 January 2002 – Esker's fourth quarter sales for 2001 reached €8.27 million, an increase of 5.1 percent compared to the same period last year. Esker ends the year 2001 with the third consecutive quarter of growth, demonstrating its successful strategy of repositioning the group's activities towards electronic document distribution (IID: Intelligent Information Delivery).

Esker's annual sales for 2001 amount to €32.3 million – an increase of 18 percent (or 3.5 percent at comparable structure) over 2000.

## **A Very Successful Line of New Products**

Despite difficult economic circumstances, Esker considers the steady growth of its IID product line as very satisfactory. The excellent performance of Pulse, Esker's electronic document distribution solution for business application documents (launched in February 2001), is now confirmed. Sales for Pulse exceeded €1 million for 2001. VSI-FAX for Notes, Esker's fax server solution for Lotus Notes environments, continues to gain market share and contributes substantially to the performance of Esker's IID product line.

Although sales of traditional Host Access products declined in Q4, this performance does not impact the stabilizing trend witnessed in 2001 for this product line. The decline observed in Q4 is due to sales difficulties encountered by Esker's UK subsidiary. The decisions taken together by the Corporate Executive Management and local management will stimulate the Host Access activity of this subsidiary over the coming year.

The latter end of 2001 was marked by a decrease in marketplace software investments, with numerous projects being postponed until 2002. Companies have been evaluating the real impact of terrorist attacks in the United States and the international events that followed. The sales growth in Q4 is therefore lower than expected. However, sales have grown by 10.6 percent in comparison to the same period in 2000, although quarterly sales in the US have decreased by 10 percent compared to the previous quarter. In Europe, the 18 percent increase on the previous quarter is also lower than forecast.

## **Results for 2001**

Esker's results for 2001 will be announced on March 14, 2002. Given the exceptional events that occurred in Q4, Esker expects its final results to show a loss of between €0.9 and €1.3 million. These figures should be compared with the €3.44 million loss incurred in 2000. They materialize the sales recovery recorded in 2001 and mark the beginning of a growth cycle and a return to profitability.

In order to reach this goal in the short term, Esker implemented a cost reduction plan in the US in December 2001. This plan translated into the grouping of R&D teams in two Centers of Excellence in Lyon (France) and Madison (Wisconsin, USA). The Lake Forest (California) Administrative and Marketing structures (formerly VSI Inc.) have also been consolidated in Madison. This plan will help to save €1 million and increase profitability in the company's US activities.

## **Implementation of Growth-Generating Business Alliances**

In parallel to the sales successes acquired in 2001, Esker pursues the construction of its IID sales network by signing strategic partnership agreements with significant players in the document distribution market such as data carriers, software publishers, and specialized service providers. For Q4 and 2001 alone, France Telecom, Indus, Lasercom, and Créatis joined Esker in its project development. This strategy will continue in 2002 and into the future. This aims at establishing Esker as the worldwide IID market leader.

## About Esker

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

- ◆ Pulse™, VSI-FAX™, VSI-FAX®for Notes, and Faxgate® for Intelligent Information Delivery™
- ◆ SmarTerm®, Tun®Plus, Persona®, and Corridor for host access.

Esker was founded in 1985 and is traded on the French Stock Exchange (Le Nouveau Marché: 3581). In 2001, Esker reported sales of €32.3 million (about \$29.0 million). The company's operations span North America, South America, Europe, and Asia/Pacific with about 300 employees, 80,000 installed document servers, and a host-access installed base of two-million licensed users worldwide. For more information, visit <http://www.esker.com>.

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