

Q4 2007 Sales

Document process automation now represents two-thirds of Esker's revenue

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Sales	Q4 2007 M€	Q4 2006 M€	Q4 2007/Q4 2006 Growth**	2007	2007/2006 Growth**
Document Process Automation*	4.72	4.15	+20%	15.88	+31%
Fax Servers	1.55	1.99	-15%	6.29	-8%
Host Access	0.92	1.21	-20%	3.77	-24%
Total	7.19	7.35	+4%	25.94	+8%

*Includes Esker DeliveryWare, Esker on Demand and FlyDoc

** At constant currency exchange rates (2007 rates applied to 2006 revenue)

Document Process Automation Sales Now Represent Two-Thirds of Esker's revenue

Document Process Automation sales continued to display significant growth in Q4 of 2007 with an increase of 20% over Q4 2006, despite the slow market in the United States toward the end of the year. This product line now represents two-thirds of the total Esker revenue.

On-demand services (FlyDoc and Esker on Demand) performed particularly well. More than 4 million pages are now handled every month by Esker's on-demand network, and sales of those services grew by 102% in Q4 compared with the same period in 2006. New fax and mail services dedicated to SAP customers have been very well received by the market and will continue to drive Esker's growth in the future. In total, Esker's on-demand revenue approaches 20% of the company's business.

Sharp Contrast Between Performance in Europe and the United States

Esker's sales in Europe grew by 18% in Q4 of 2007 (+38% for Document Process Automation alone). However, the United States experienced a slowdown in business activities due to an uncertain state of the economy. As a result, sales in U.S. during Q4 2007 decreased by 9% in comparison with Q4 2006.

On-Demand Solutions: a Response to Economic Strains

Esker continued to invest heavily in the FlyDoc and Esker on Demand service offerings for automating document processes on demand. The company released a new version of FlyDoc, further expanded its mail production facility in France and persisted in its sales and marketing efforts for these product lines. It is Esker's strong belief that on-demand offerings are a key component of the company's success, especially in difficult times when enterprises carefully monitor their IT budgets. Esker intends to take full advantage of its lead in this services arena to conquer new markets, especially where companies send or receive documents from their SAP systems..

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A Stronger Presence in Asia

In order to accelerate its growth in the Asian markets, Esker recently sold its share in the joint venture previously founded with the Lippo group and established its own wholly owned subsidiary based in Singapore. The initial success experienced with the former structure will be enhanced by direct control by Esker, and will allow the company to benefit further from the dynamic Asian markets in which Esker solutions have been well received.

2008 Outlook

Positive performance in Europe during 2007 has offset some of the shortfall experienced by Esker in the United States. However, the cumulative impact of a weaker U.S. dollar and the economic slowdown leads Esker to anticipate a slight operating loss for the 2007 financial year. However, at constant currency exchange rates, the company's cash level is anticipated to remain unchanged compared with 2006.

The company's current pipeline of potential opportunities still shows significant growth in 2008 compared to 2007. The weakness of the U.S. dollar and of the U.S. economy could negatively impact this trend but not offset it completely.

Document Process Automation sales should therefore continue to grow at a rapid pace in 2008. This growth will be fueled by the launch of a new version of an Esker solution that will be dedicated to automation of Accounts Payable processes and further refinement of the already best-of-breed Esker solution for automating order-to cash cycles. Both offerings will gradually be made available as an on-demand service to allow companies to benefit from Esker solutions without having to invest heavily in their IT infrastructures.

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.

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