

Press Release

Lyon, France, January 26, 2005



Extending the Reach of Information

Esfer Sales Activity for Q4, 2004

Sales (M€)	Q4 2004	Q4 2003	Q4 2004 / Q4 2003 Fluctuation**	2004	
				M€	Fluctuation**
DeliveryWare*	1.94	1.39	+ 46%	5.82	+ 78.8%
Fax Server	2.11	2.52	- 11%	8.26	- 7.4%
Host Access	1.99	2.45	- 16%	8.66	- 7.8%
Total	6.04	6.36	- 0.8%	22.75	+ 5.4%

* Electronic document delivery software server.

** Fluctuation at constant currency exchange rates: 2004 exchange rates applied to 2003 sales figures.

Very strong growth for Esfer DeliveryWare solutions

After posting record sales in Q4 of 2003, DeliveryWare reached new heights during Q4 2004. In December 2004, the DeliveryWare product line set a new record with slightly over 1 M€ sales invoiced. These positive results are distributed evenly between Europe and the United States. DeliveryWare accounted for 32% of the company's revenue for the quarter (25% for the year).

DeliveryWare sales increased nearly 79% over the course of the year. There were 125 new customers who implemented Esfer DeliveryWare as a key part of their paperless processes strategy half of which are SAP users . New customers include Pepperidge Farm, James Hardie, Sharp Australia, , Edeka, Akzo Nobel, Vinci, and Groupama.

Q4 also showed a rise in revenue for the company's "on Demand" solutions allowing Esfer DeliveryWare customers to outsource their fax and mail handling operations. By the end of December, nine months after the launch of its beta version, nearly 30 customers use this service regularly, generating around 50 K€ in monthly revenue. Esfer on Demand can now contribute significantly to the overall growth of the company's sales.

Traditional product lines back on track with expectations

After a strong first half of 2004, Esfer's Host Access activities in Q3 2004 regained a volume that is consistent with their trend over the past five years. This activity accounted for less than one third of the company's total revenue in Q4 2004 (38% for the entire year). Weak performance by Fax Server sales is primarily due to significant decreases in the United Kingdom and Benelux, which had shown strong results in Q4 2003.

2004 results and prospects for 2005

As a result of the growth experienced in 2004, Esker expects an improvement in results over 2003. However, given the relative weakness of the US dollar, and the investment required for promoting new products, operating margins will not reach the break-even point. Esker expects gradual market recovery in computer equipment investment in 2005. Nevertheless, rebalancing its product portfolio with less emphasis on Host Access, coupled with the dynamic rise in demand for DeliveryWare, should ensure more dynamic growth for the group's overall sales revenue.

About Esker

Esker develops communications software that optimizes the transmission and usage of information, within companies and commercial partners.

Founded in 1985, Esker is traded on Euronext, the French Stock Exchange (Le Nouveau Marché/ISIN: FR0000035818).

In 2002, Esker achieved sales of €29.7M, with more than half of sales in the United States.

Esker is active in North America, South America, Europe, and the Asia/Pacific zone. The company employs over 300 staff and has more than two million registered users worldwide. Esker is the most diversified international European software vendor, with over 90% of its sales resulting from exports.

Esker market offerings are divided into three product lines:

- ◆ Esker DeliveryWare Platform (automated delivery of business documents)
- ◆ Esker Fax™, Esker Fax for Notes, Esker VSI-FAX® and Esker VSI-FAX for Notes
- ◆ Persona® by Esker, SmarTerm® by Esker and Tun®Plus by Esker.

Subscribe to the Esker mailing list for commercial and financial information by visiting our site: www.esker.com. Esker DeliveryWare powers the multimedia automatic distribution of our press releases.



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