

Press Release



Lyon, January 16, 2003

Extending the Reach of Information

Esfer's Fourth Quarter Sales Activity Shows Growth in Key Product Lines

Sales (M€)				Fluctuation at Constant Currency Exchange Rates
	2002	2001	Fluctuation	
Q4				
IID*	3.88	3.83	+1.3%	+10.0%
Host Access (HA)	3.89	4.42	-12.0%	-7.0%
Total T4	7.77	8.25	-5.8%	+0.6%
Cumulative Year Total				
IID*	14.50	13.32	+8.9%	+14.0%
Host Access (HA)	15.17	18.98	-20.07	-17.8%
Total	29.67	32.30	-8.1%	-4.9%

* Intelligent Information Delivery: includes Esfer DeliveryWare Platform and Fax Server solutions

With fluctuation at constant currency exchange rates (excluding the drop in the dollar), fourth quarter sales rose at 0.6%. Taking into account Esfer's international costs structure, monetary fluctuations have only a slight impact on the company's results, but their effect on sales is significant. For this reason, the company presents sales fluctuations emended by monetary effects.

Success of New Product Direction

In spite of an unfavorable economic climate, Esfer's Intelligent Information Delivery (IID) products continue to improve, with 10% growth in Q4 (14% for the entire year). The principle component of this growth is Esfer DeliveryWare Platform (formerly Pulse). Sales of Esfer DeliveryWare Platform software reached 712K€ in Q4 2002, an increase of almost 110% compared to the same quarter of 2001. Esfer DeliveryWare sales for the entire year exceed 1.8M€, an increase of over 90%. Taking into account related services that generally accompany the software (professional services, maintenance and technical support, hardware), invoicing generated by Esfer DeliveryWare in 2002 climbed to 2.8M€, or close to 10% of company sales.

Fourth quarter Host Access sales declined by only 7%. This represents better-than-expected resistance to the industry-wide decline in Host Access sales and Esfer's 2002 average (-17.8%). Esfer's Q4 trend improvement results in part from a sale made to, and collected in 2002 from, a United States government agency. This sale will be confirmed in January 2003 by receipt of the Common Criteria certification, recognized by 16 of the world's leading technology-producing nations, including the U.S. and France. According to a U.S. National Security Agency mandate, government agencies and contractors that handle sensitive or classified information are now required to purchase products that have earned this certification.

Forecasted 2002 Results

Taking into account commercial sales results recorded in 2002, Esker anticipates a slight operational loss, a large improvement in comparison to the loss recorded for the 2001 accounting period.

Strategy Confirmed and Validated

In spite of difficult circumstances, particularly for high-tech companies, Esker was able to validate, on a worldwide scale, the pertinence of its strategic choices, while at the same time maintaining a financial balance allowing for independent development. Today, Esker DeliveryWare solutions, representing a primary strategic direction, continue to achieve impressive growth acceleration.

With Esker DeliveryWare Platform, companies can automate and digitize the flow of business documents and information among customers, suppliers, partners, and employees—regardless of their core information systems (ERP/PGI, CRM, etc.). The variety of document media offered by Esker DeliveryWare—from traditional mail, to e-mail, SMS, XML, and more—allows companies to transition to electronic communication according to their specific needs. Esker DeliveryWare's flexibility and speed of implementation typically result in return on investment in less than six months, while guaranteeing long-term performance and value in the face of continuing technological evolution.

About Esker

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

- ◆ DeliveryWare Solutions (Esker DeliveryWare Platform)
- ◆ Fax Server Solutions (Esker Fax™, VSI-FAX® for Unix, VSI-FAX for Notes)
- ◆ Host Access Connectivity Solutions (SMARTERM®, PERSONA® and TUN® PLUS)

Esker is traded on Euronext – the French Stock Exchange (Le Nouveau Marché/Euroclear : 3581). With offices in North America, Europe, and Asia-Pacific, Esker has shipped over 80,000 document servers and has a host-access installed base of two-million licensed users.



Receive our financial press releases in your mailbox. Subscribe to our financial mailing list at <http://www.esker.com>. Distribution powered by Esker DeliveryWare Platform.

© 2003 Esker S.A. All Rights Reserved. Esker, the Esker logo, Esker Fax, Persona, SmarTerm, Intelligent Information Delivery and Tun are trademarks or registered trademarks of Esker S.A. All other trademarks mentioned are the property of their owners.

For all information requests:

ESKER - Emmanuel Olivier

<mailto:infofi@esker.fr> or 33 (0) 4 72 83 46 46

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

ACTUS - Amalia Naveira

anaveira@actus.fr or 33 (0) 4 72 18 04 97