



*Extending the Reach of Information*

## **PRESS RELEASE**

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# **Esker and Chinese/Indonesian Conglomerate Lippo Group Form a Joint Venture to Market Esker Products Across Asia**

*Lippo Group takes 2.9% stake in Esker to show commitment and confidence in Esker products success in Asia*

Lyon, France and Madison, WI – October 20, 2005—Esker Software Asia Pacific (ESAP), a Singapore based corporation, has been founded through a joint venture of Esker Software (49%) and Lippo Group (51%). Lippo Group is a multi-billion dollar conglomerate with over ten thousand employees worldwide with activities ranging from banking and financials services to manufacturing or information technologies.

ESAP will be focusing on marketing and selling Esker's intelligent document delivery solutions on the Asian market, using Singapore as its first operation centre. Thanks to the outstanding presence of the Lippo Group throughout Asia, representations for ESAP in Shanghai, Hong Kong, Indonesia and Malaysia will be opened once the company establishes its initial presence in the Singapore domestic market.

### **Lippo chooses the leader in SAP document delivery solutions to address the growing needs of companies in Asia**

In Asia, and China in particular, companies are accelerating their investments in technology to support the rapid economic growth. Major ERP adoption in Asia, most notably SAP solutions, will further emphasize the need for structured business document management and distribution strategies.

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Lippo has been helping companies in Asia deal with their document delivery strategies. “We quickly saw, however, the limitations of the product we were representing in Asia, particularly when dealing with customers running SAP,” says Stephen Riady, Deputy Chairman for the Lippo Group. “This was obviously a big problem for us considering that SAP is clearly becoming a dominant leader in the region among ERP vendors. We then decided to conduct our own research and quickly came to the conclusion that Esker is the expert worldwide on this market.”

“The establishment of the joint venture is a major step in Esker’s growth strategy,” says Jean-Michel Berard, founder and CEO of Esker. “Entering the expanding Asian market with a partner of the calibre of Lippo is ideal in terms of market knowledge and credibility in front of our customers. We are convinced that the combination of Esker’s technology and Lippo’s outstanding presence throughout Asia will make our partnership very successful,” concluded Berard.

### **Lippo shows commitment to the partnership by taking a significant stake in Esker’s capital structure**

As part of the agreement between the two companies, Lippo now owns 100 000 Esker shares, a 2.9% stake in the company. Through this move, Lippo and Esker demonstrate their willingness to work together in a stable and profitable relationship across Asia. It also exemplifies the confidence and excitement that Lippo has in the success of Esker solutions worldwide.

### **About Lippo Group**

Lippo Group is a multi-billion dollar asset base and revenue conglomerate with over ten thousand employees. Lippo was founded by its Chairman, Dr. Mochtar Riady over 30 years ago and has offices in China mainland, Hong Kong and Macau; and Australia, Indonesia, Malaysia, Philippines and Singapore. Lippo Group has over 10 public-listed companies in different territories including Hong Kong, Indonesia, Philippines and Singapore. Lippo Group’s main business covers five key areas:

- Financial services - This comprises commercial banking, investment banking, life insurance, general insurance, securities broking and underwriting, asset management and mutual funds with focus on the Asia Pacific region.
- Industrial activities - Lippo Group has invested in manufacturing industry e.g. electronic products, automotive parts, cement and household appliances such as refrigerators and air-conditioning units.
- Infrastructure development - Lippo Group has invested and completed infrastructure projects in electric power generation and distribution, gas production, communication network, highways and water purification.
- Strategic investments and services - These services include information technology, supermarket chains, department stores, entertainment business, schools and universities.
- Urban development and property investment

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This includes fully integrated satellite cities, houses, condominiums, office towers, industrial estates, shopping malls, hotels, country clubs and golf courses. Lippo Group has proven track record in transforming undeveloped plots into residential estates, commercial offices and shopping malls in Indonesia, China mainland and Malaysia.

Lippo Group has a team of qualified and experienced professionals who have proven track record in the respective areas of business activities. Lippo Group believes in networking and sustaining long term relationship with its partners. Over the years, it has grown through joint ventures and strategic alliances with many of the world's leading manufacturing, construction and financial services companies. With its resources and capabilities, Lippo Group is set to move forward with its partners, and take advantage of the opportunities in the Asia Pacific economy.

### **About Esker Software**

Esker is a recognized leader in helping organizations streamline manual, paper-intensive processes and reduce the use of paper by automating the flow of documents into, within and outside the organization. With patented document delivery automation software (**Esker DeliveryWare**) and hosted document delivery services (**Esker on Demand**), Esker offers a total solution to automate every phase and every type of business information exchange. Customers gain significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months.

Founded in 1985, Esker operates globally and has over 70,000 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](http://www.esker.com) or [www.eskerondemand.com](http://www.eskerondemand.com).

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