Revenue Announcement Q2 2024

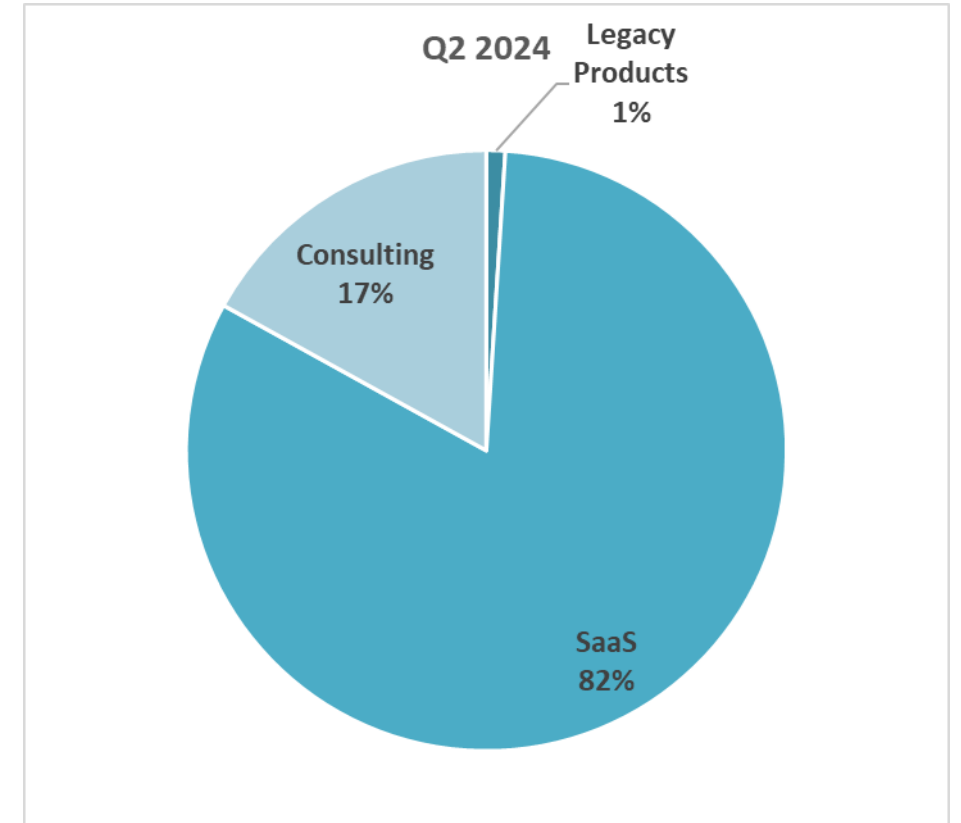Jean-Michel Bérard, Founder and CEO
Emmanuel Olivier, COO
July 16, 2024

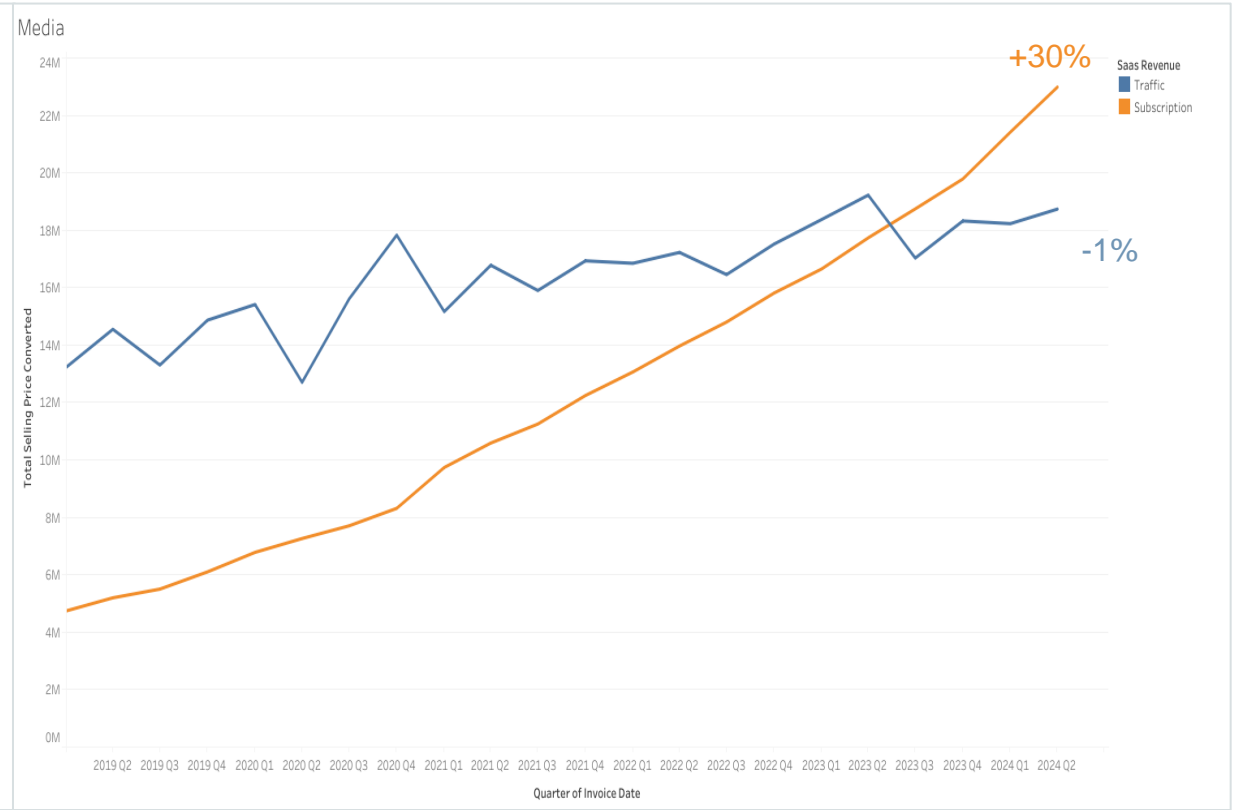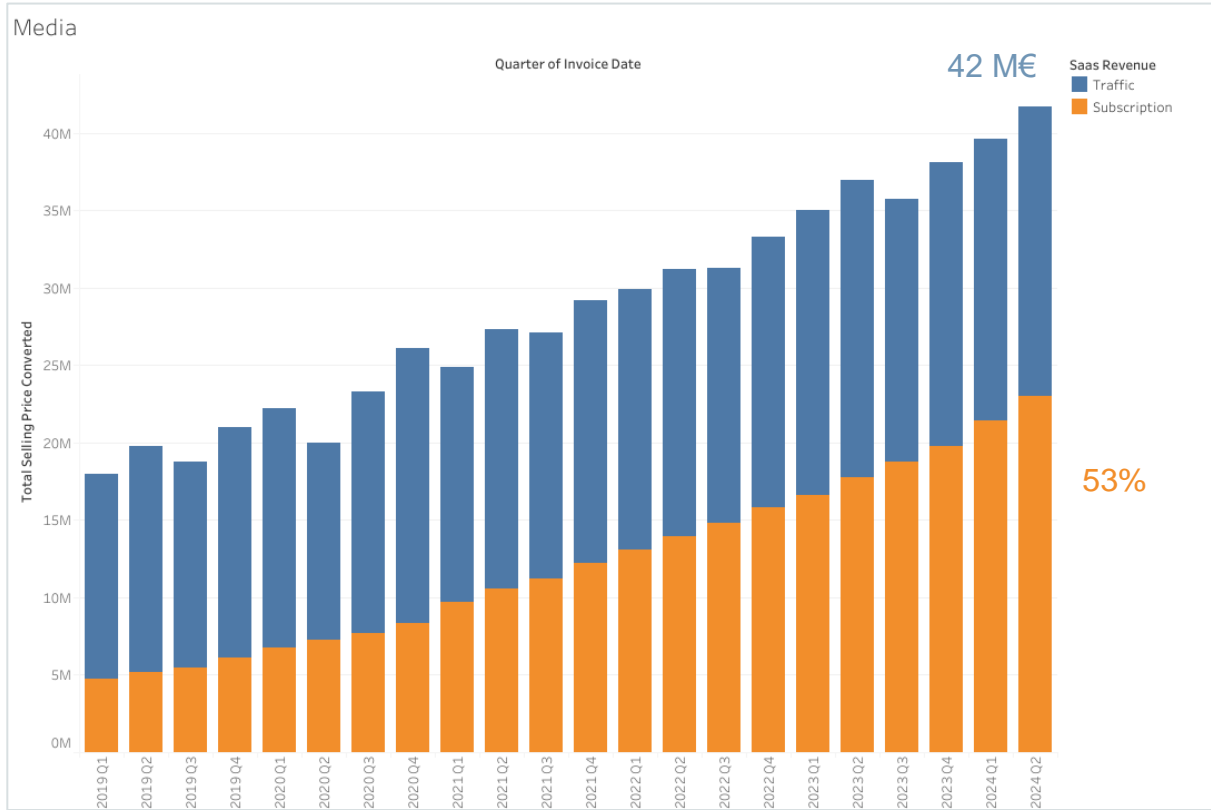# Key revenue figures (M€)

	Q2%	Q2	H1%	H1
SaaS Subscription	+32%	22.1	+30%	42.1
SaaS Transaction	-3%	19.9	-1%	39.6
Total SaaS	**+13%**	**42.0**	**+13%**	**81.7**
Implementation Services	+28%	9.0	+25%	16.7
Legacy Products	-47%	0.5	-55%	0.9
Total Esker	**+14%**	**51.5**	**+13%**	**99.2**

	Q2%	Q2	H1%	H1
Europe	+13%	27.4	+14%	53.2
Americas	+13%	21.1	+11%	40.2
Asia/Pacific	+21%	3.0	+23%	5.9
Total Esker	**+14%**	**51.5**	**+13%**	**99.2**

Q2 2024

- Legacy Products 1%
- Consulting 17%
- SaaS 82%

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Trends – SaaS Revenue

Bookings (ARR)
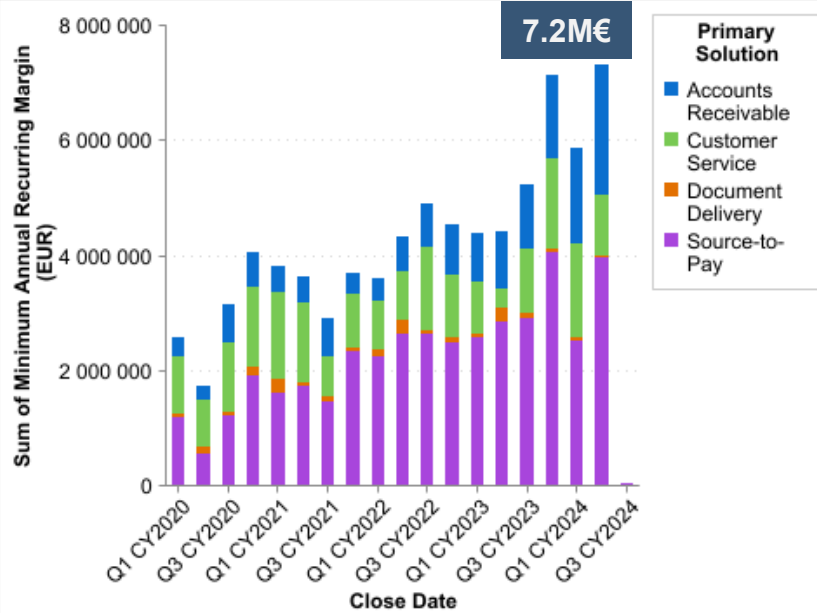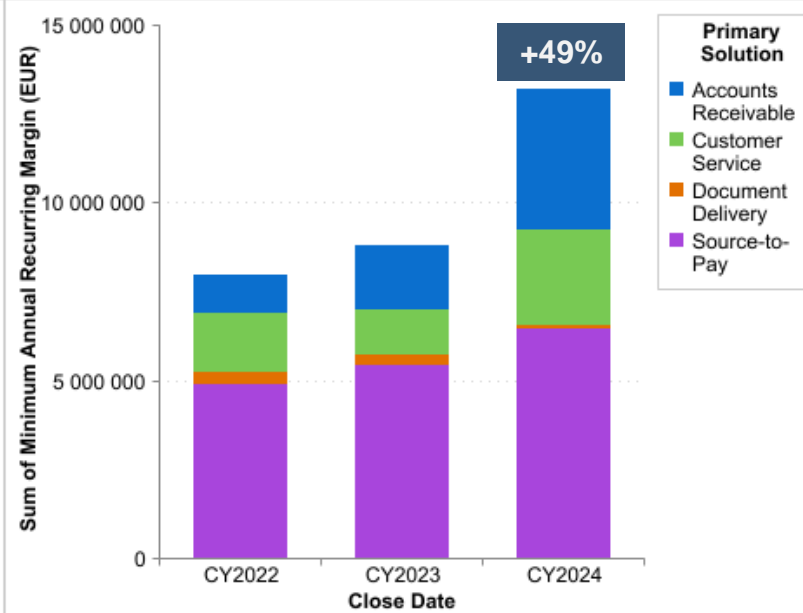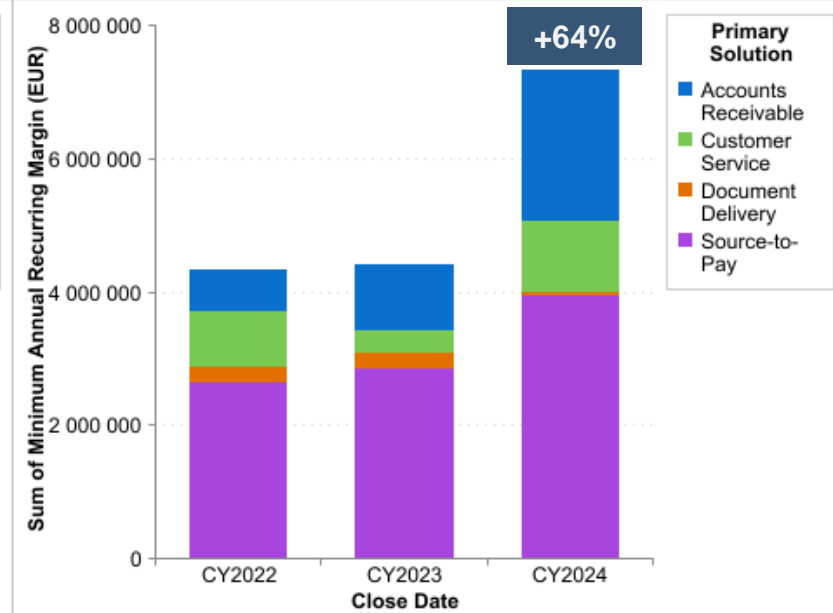
Q2 Bookings by Solution & by Region (ARR)

Q2 - Deals closed by Solution

Sum of Minimum Annual Recurring Margin (EUR)

Primary Solution:
- Accounts Receivable — +112%
- Customer Service — +114%
- Document Delivery
- Source-to-Pay — +20%

Close Date: CY2022, CY2023, CY2024

Q2 - Deals closed per Region

Sum of Minimum Annual Recurring Margin (EUR)

Region:
- Europe — +52%
- Asia/Pacific — +37%
- Americas — +116%
- France — +18%

Close Date: CY2022, CY2023, CY2024
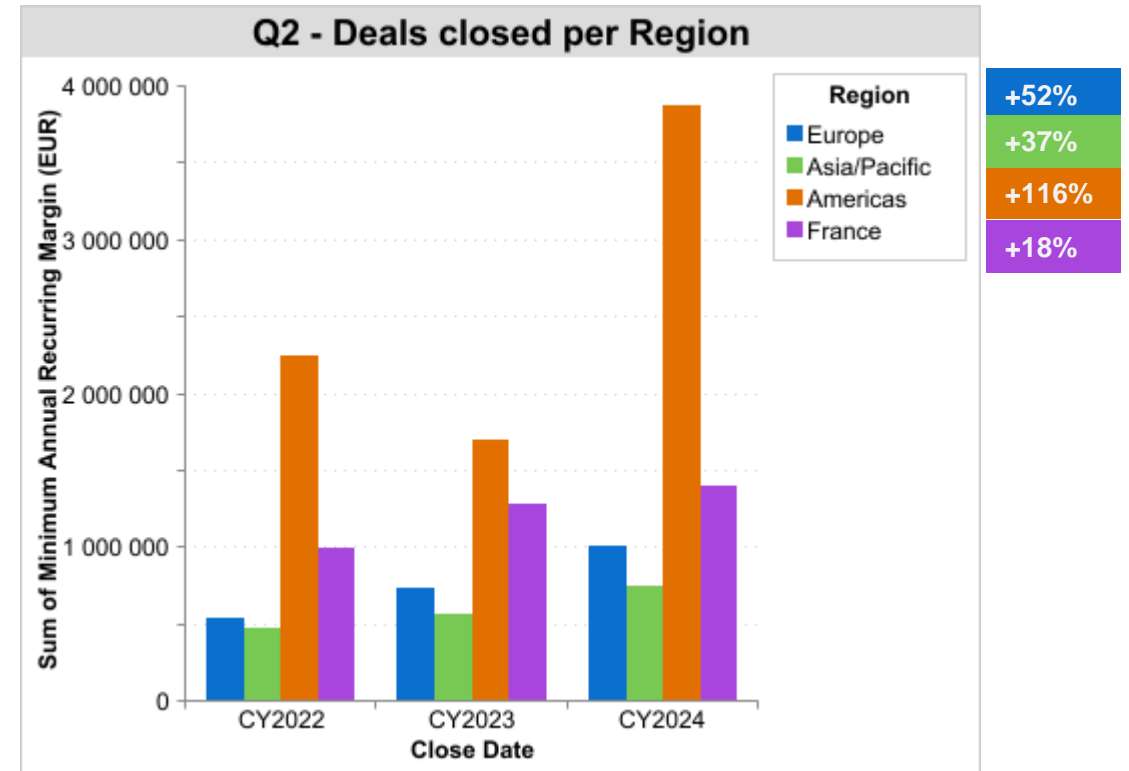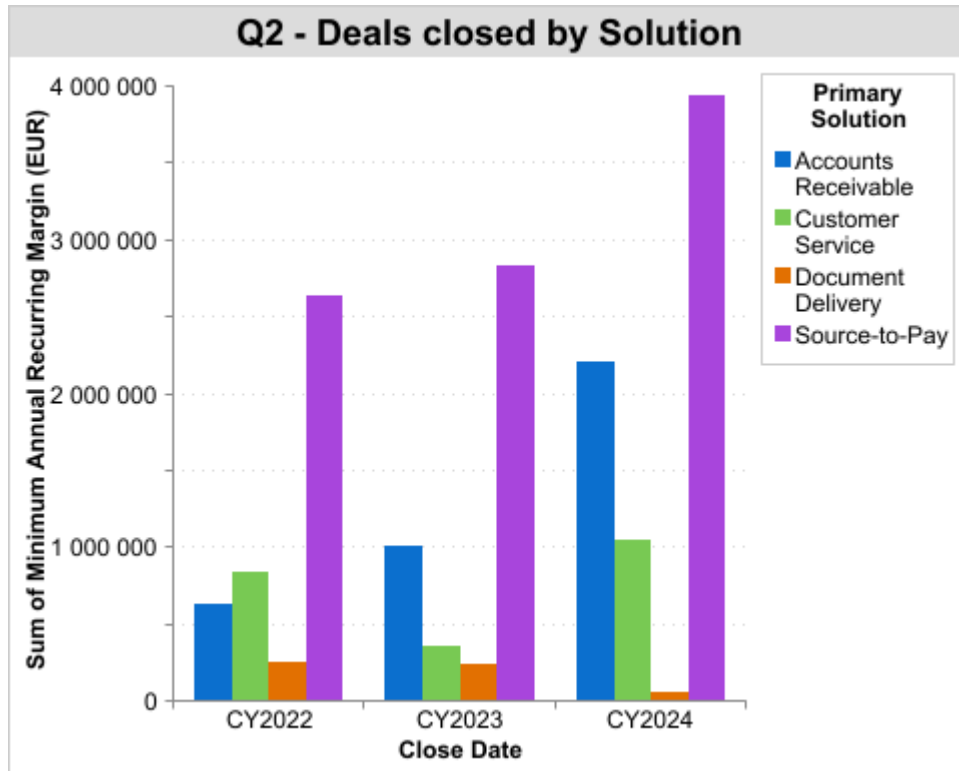
Q2 2024 - Major Events

- Esker named as a leader in the Gartner I2C Magic Quadrant
- Esker named as a leader in the APIA Forrester Wave
- Top spot in the global Happy@Work rankings (international companies)
- Partnership between EY and Esker regarding the French e-invoicing Mandate
- Esker is about to be officially registered as an e-invoicing operator in France (PDP)
- Partnership between Esker and les Éditions CoMPAGNoNS to address the SMB Market (Sage, EBP, MS Business Central)
- AI Transformers technology applied to Document Recognition (Synergy V3 for Sales Orders)
- GHG Emission / Scope 1, 2 & 3 tracking and reporting (AP & PROC)
- RAG AI technologies applied to customer catalog requests (Customer Services)

SaaS Pipeline of working deals
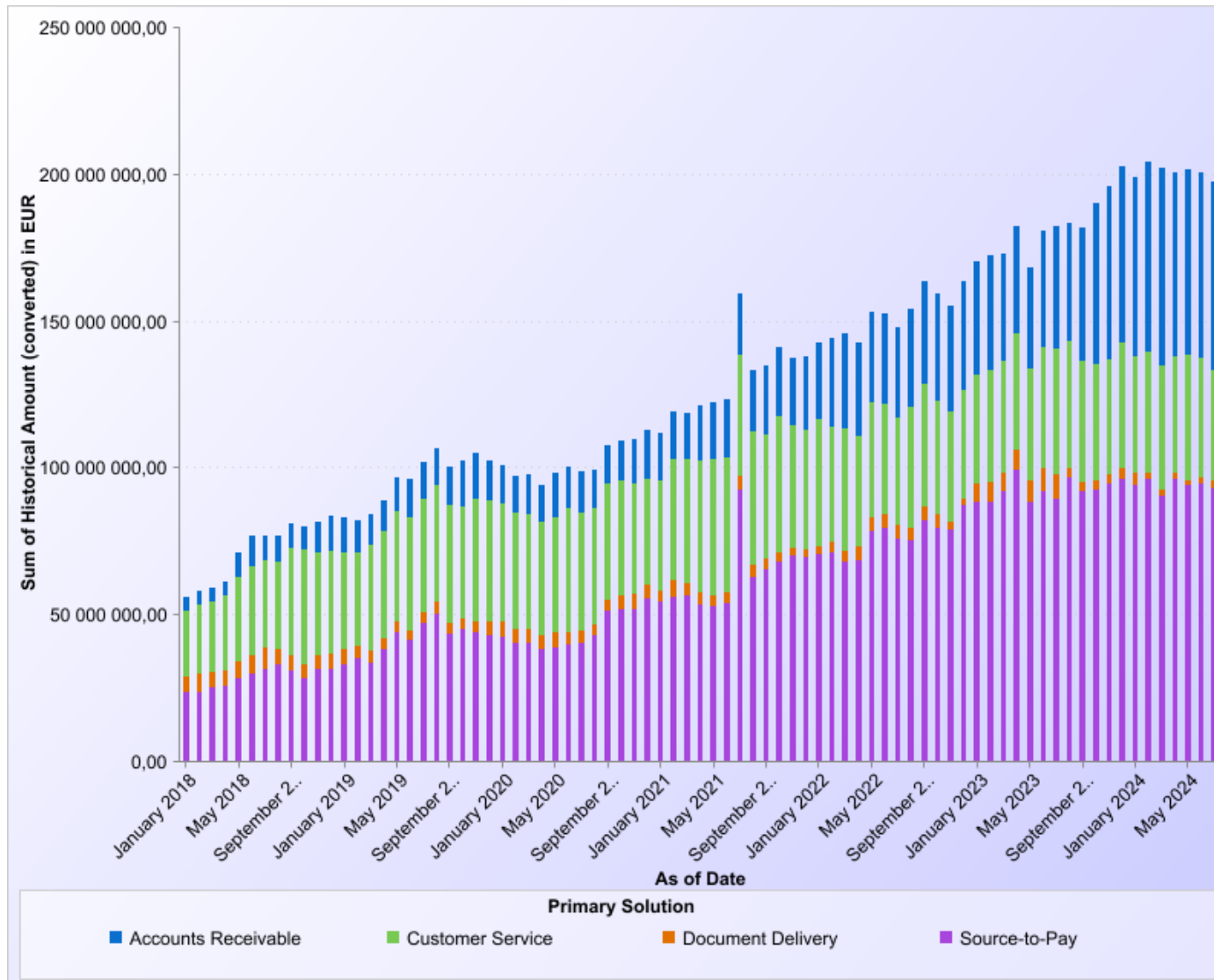
Total Pipeline : 198M€ (+9%)

Take Home Messages

- Record Quarter for revenue
- Record Quarter for bookings
- Confirming Revenue Growth between 12% and 14% for the whole year
- Confirming Operating Income between 12% and 13% for the whole year

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Thank You

For your attention

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