

Esker: Strong Growth in Revenue over 2nd Quarter 2001

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Acceleration in growth in Intelligent Information Delivery products

Large rise in sales in the American market

 Revenue

~ 1st Q 2001(€M)

IID* - 3.2

Host Access - 5.12

Total - 8.38

~ 2nd Q 2000(€M)

IID* - 1.23

Host Access - 5.01

Total - 6.24

~ Net Growth

IID* - +164.8%

Host Access - +2.1%

Total - +34.2%

~ Adjusted Figures**

IID* - +39.8%

Host Access - +2.1%

Total - +14.1%

* Intelligent Information Delivery : comprises fax server products and new electronic document delivery solution : PULSE.

** Includes VSI revenue in 2000.

Sales Activity for 2nd Quarter 2001:

Revenue in the second quarter 2001 grew 14.1 percent, adjusted, to reach 8.38 million €. Sales activity over the first six months of 2001 shows a return to growth for Esker with an increase of 4.7 percent in relation to the first quarter 2000.

Each of Esker's product lines contributed to this exceptional result. The IID (Intelligent Information Delivery) product range continues to accelerate in growth and is progressing at nearly 40 percent. PULSE, the new product in the range launched in February 2001, contributes significantly to the growth of the range, representing more than 12 percent of IID orders for the month of June 2001. More generally, the reception of our products on the market remains very positive and Esker will continue to benefit from its position as a world leader in the industry.

The decline in Host Access products revenue was halted, and the second quarter saw a return to growth in revenue : +2.1 percent in comparison to the previous year and +9.1 percent compared to the first quarter 2001. Esker remains confident in pursuing favourable results like these throughout the rest of the year. It forecasts being able to capitalize on being recognized as a leading software vendor, having well-positioned products on the worldwide market.

Second quarter activity was driven by a particularly dynamic American market, with a growth in revenue of more than 33 percent in comparison to the same period in 2000. For the entire first semester, the increase surpassed 17 percent. These results were reached despite the downturn in economic growth experienced in the United States. This demonstrates the relevance of Esker's strategy developed in the US for nearly ten years .

Concerning the sale of PULSE

PULSE is the first intelligent multi-channel electronic document delivery server available on the market. Already, since its debut in February 2001, more than 30 complete server solutions have been sold worldwide. Our diverse customer base includes such names as Valéo, Cofinoga, Imerys or C&S Wholesale Grocers. The sales portfolio has been in constant growth since the launch; its current value exceeds 1.5 million €, with many deals still under negotiation. Esker will be pursuing an aggressive sales policy over the course of 2001, based on two strategies:

- Direct sales to large customer accounts emphasizing the significant reduction of information distribution costs through the use of multi-channel delivery (e-mail, fax, web posting, SMS, hybrid mail, etc). In this sector, Esker is specifically targeting organizations equipped with ERP applications (particularly SAP), areas in which Esker has recognized expertise and international commercial success.

- Partnership agreements with software manufacturers and value-added integrators who specialize in domains where the circulation of information is critical. Esker favours both those involved in sales and financial management (ERP) and those in the document management business itself (creation, indexing, archiving etc).

About Esker

Esker Software solutions enable intelligent access to and delivery of core business information from any data source, in any format, to any recipient. Organizations use Esker software to streamline information exchange, open new channels of communication, and achieve business objectives with new levels of speed and efficiency. Esker extends the reach of information technologies and shortens the distance between people and information. The company's products include:

- Faxgate and PULSE for Intelligent Information Delivery

- SmarTerm, Tun Plus, Persona, Corridor for Active Server, and Corridor Wireless for host access.

The company was founded in 1985 and is traded on the French Stock Exchange (Le Nouveau Marché: 3581). In 2000, it reported sales of 27.4 million Euros (about \$25.9 million). In September 2000, Esker finalised an agreement to acquire VSI, a California-based developer of fax server solutions. Esker's operations span North America, South America, Europe, and Asia/Pacific with about over 300 employees and an installed base of two million licensed users worldwide. For more information, visit: <http://www.esker.com>.

Sign up for our commercial and financial information distribution list at our site: www.esker.fr

Intelligent multimedia distribution of our press releases is provided courtesy of PULSE.

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