

## Esker Q1 2013 Sales Activity

### Cloud-Based Solutions Continue to Power Company Growth

Derby, UK — April 30, 2013

Sales Revenue (unaudited)	Q1 2013 M€	Q1 2012 M€	Q1 2013/Q1 2012 Growth
SaaS-based document process automation*	6.23	5.06	+24%
License and maintenance-based document process automation**	2.27	2.81	-18%
Legacy products***	1.58	1.88	-14%
<b>Total</b>	<b>10.08</b>	<b>9.76</b>	<b>+5%</b>

\*Includes Esker on Demand and FlyDoc

\*\*Includes Esker DeliveryWare

\*\*\*Includes Fax Servers and Host Access

Growth expressed with no currency effect: 2013 exchange rates applied to 2012 figures

#### First quarter results in-line with 2012 successes

Esker sales revenue increased 5% based on a current exchange rate and 3% based on a fixed rate over a very strong Q1 2012 (+15%). These excellent results are largely attributed to the sustained demand for Software as a Service (SaaS) document automation solutions.

#### Cloud-based solutions spearhead growth

Revenue related to Esker cloud platforms increased 24% in Q1, representing 62% of company sales revenue. This growth was even more prominent in the United States, where the Esker on Demand solutions increased 45%.

During times of economic uncertainty, companies are often forced to improve flexibility and scale-back resources for their IT systems. [Cloud-based solutions](#) respond to this challenge by reducing initial investment and operating costs, as well as ensuring continuous software updates. Companies of all sizes worldwide strongly favour cloud-based solutions versus traditional software licence solutions.

#### Accelerated transition to cloud-based solutions

The shifting preference in favour of cloud-based solutions has only increased over Q1. Although the decline in licence-based sales reduces the overall performance of the company short term, the rise in signed on-demand contracts enables Esker to build a reserve of profitable growth for the coming years.

(continued)

### Sustained profitability

Despite a slight decline in the U.S. dollar, quarterly sales levels, combined with rigorous spending controls, will allow Esker to achieve an operating income equivalent to the same period in 2012.

As of March 31, 2013, company cash rests at 13.2 million euros (versus 11.4 million euros the prior year). With net cash largely positive, Esker has the financial independence to invest in development while continuing its policy of dividend payment and share buy-back programme.

### Outlook for 2013

Three primary factors — recurring revenue (close to 75%), the entry into production of 2012 signed contracts, and the continued growth of cloud-based solutions — will equip Esker to achieve similar growth in 2013 to that achieved in 2012. Strong sales revenue combined with careful investment management will enable the company to generate positive operational results in 2013.

### About Esker

Esker is the worldwide leader in document process automation solutions. Addressing all types of business processes — from accounts payable and accounts receivable to order processing and procurement — Esker cloud computing solutions enable companies to automate the reception, processing and sending of any business document with one platform. Esker helps over 80,000 companies across the world to reduce the use of paper and eliminate manual processes while improving their productivity, efficiency and environmental impact.

With 40.3 million euros in sales revenue in 2012, Esker operates in North America, Europe and Asia Pacific with global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. Esker is listed on the NYSE Alternext in Paris (Code ISIN FR0000035818). For more information, visit [www.esker.co.uk](http://www.esker.co.uk). Follow Esker on Twitter at [twitter.com/eskerinc](https://twitter.com/eskerinc) and join the conversation on the Esker blog at [www.quitpaper.com](http://www.quitpaper.com).

---

**Corporate Contact:** Gina Leranthe, Esker, Inc. – Tel: 608.828.6141 □ Email: [gina.leranthe@esker.com](mailto:gina.leranthe@esker.com)

**Investor Relations Contact:** Emmanuel Olivier, Esker S.A. – Tel: 33 (0)4 72 83 46 46 □ Email: [olivier@esker.fr](mailto:olivier@esker.fr)

**Northern European Contact:** Sam Townsend, Esker Ltd. – Tel: +44 (0)1332 548181 □ Email: [sam.townsend@esker.co.uk](mailto:sam.townsend@esker.co.uk)

© 2013 Esker S.A. All rights reserved. Esker and the Esker logo are trademarks, registered trademarks or service marks of Esker S.A. in the United States and other countries. All other trademarks are the property of their respective owners.