

## Esker Q3 2013 Sales Activity

### Upturn in Business Growth Highlights Strong Third Quarter

Derby, UK — October 29, 2013

Sales Revenue (unaudited)	Q3 2013 M€	Q3 2012 M€	Q3 2013/Q3 2012 Growth	HY 2013 M€	HY 2013/ HY 2012 Growth**
SaaS-based document process automation*	6.10	5.63	+10%	18.50	+16%
License and maintenance-based document process automation**	2.64	2.61	+5%	7.43	-10%
Legacy products***	1.35	1.54	-9%	4.47	-8%
<b>Total</b>	<b>10.09</b>	<b>9.78</b>	<b>+6%</b>	<b>30.40</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

#### A profitable third quarter

Esker third quarter sales revenue increased 6% based on a current exchange rate and 4% based on a fixed rate over a very strong Q3 2012 (+7%). This improved global performance can be attributed to two primary factors: the continued success of cloud-based solutions and favourable licence sales of traditional software.

#### Growth of SaaS solutions up 14%

Revenue related to Esker cloud platforms increased 10% in Q3 2013, representing 56% of company sales revenue. At the same time, pure software as a service (SaaS) activity increased 14%. The effort to reduce on-demand solution implementation time, introduced in 2013, has generated positive initial results. Also, with a growth rate of 3% in the Professional Services consulting business, additional investment was made to presales efforts and on-premises document process automation implementations.

#### Increased cash flow

As of September 30, 2013, company cash rests at 13.5 million euros, versus 11 million euros the previous year, after dividend payment (660k euros). 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.

*(continued)*

## Outlook for the end of 2013 and start of 2014

Three primary factors — recurring revenue (close to 75%), continued economic progress and the start of production on signed third-quarter contracts — will enable Esker to improve growth and profitability in the coming quarters.

## [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 sales 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 LinkedIn at [Esker – Northern Europe](#), or on Twitter at [twitter.com/eskerinc](https://twitter.com/eskerinc) and join the conversation on the [Esker blog](#).

**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)

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