

## Esker Q4 2011 Sales Activity

### *A record fourth quarter*

Derby, UK – January 30, 2012

Sales Revenue (unaudited)	Q4 2011 M€	Q4 2010 M€	Q4 2011/Q4 2010 Growth**	2011 M€	2011/2010 Growth**
Document Process Automation*	8.35	7.24	15%	29.58	19%
Fax Servers	1.10	1.33	-17%	4.6	-9%
Host Access	0.58	0.56	2%	2.11	-6%
<b>Total</b>	<b>10.03</b>	<b>9.13</b>	<b>10%</b>	<b>36.29</b>	<b>13%</b>

\*Includes Esker DeliveryWare, Esker on Demand and FlyDoc

\*\* Growth expressed with no currency effect: 2011 exchange rates applied to 2010 figures

#### Growth continues at rapid pace in Q4

Esker Q4 2011 sales revenue increased 10% based on fixed and current exchange rates over a particularly strong Q4 2010. At over 10 million Euros, Esker experienced its most successful quarter since its establishment in 1985. Despite difficult market conditions, particularly in Europe, these excellent results are largely due to the success of Esker's document process automation solutions (+15%) and its solid performance in the United States.

#### Double-digit increase throughout the year

Esker's 2011 sales revenue amounts to 36 million Euros — a 13% increase based on a fixed exchange rate, and an 11% increase based on a current exchange rate over 2010. Esker enjoyed its best year on record thanks to the excellent performance of its document process automation solutions (+19% over the year) — representing 82% of its 2011 activities and close to 30 million Euros in sales revenue.

#### Impressive results in the United States

The U.S. contributed significantly to Esker's strong numbers — generating a 14% quarterly increase and 19% yearly increase. American companies continue to invest heavily in Esker technology solutions which enable them to improve margins and contain payroll while improving service delivered to customers and partners.

#### Continued momentum for cloud-based solutions

Esker on-demand solutions (FlyDoc and Esker on Demand) continue to grow at a steady rate (+25% over Q4 2011). Esker cloud solutions represent 48% of its 2011 activities and 49% in Q4 alone. Given these results, Esker is positioned among the leading software vendors to have successfully incorporated cloud computing into its solutions, and has done so as a result of strategic positioning and development plans in place since 2005.

(continued)

## A profitable year

Strong sales in 2011, coupled with rigorous spending controls, enabled Esker to achieve positive annual operating results and a considerable increase over 2010. As of December 31, 2011, company cash rests at over 10 million Euros (against 8.9 million Euros on December 31, 2010). With ample net cash, Esker has the financial autonomy to pursue its growth.

## Outlook for 2012

Recurring revenue (over 67%) and Esker's growing internationalisation should allow the company to achieve growth close to 10% in 2012. Esker should also benefit from a stronger U.S. dollar and other currencies in relation to the Euro. Progressive sales revenue combined with stringent cost controls will enable the company to generate positive operational results in 2012.

## 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 36 million euros in sales revenue in 2011, 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).

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