

# Revenue Announcement Q3 2024

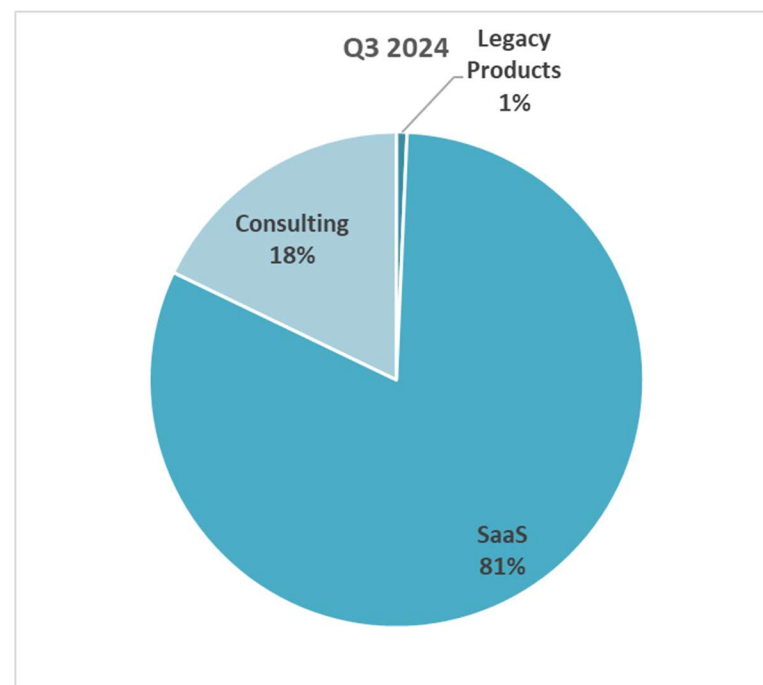
Jean-Michel Bérard, Founder and CEO  
Emmanuel Olivier, COO  
October 15, 2024



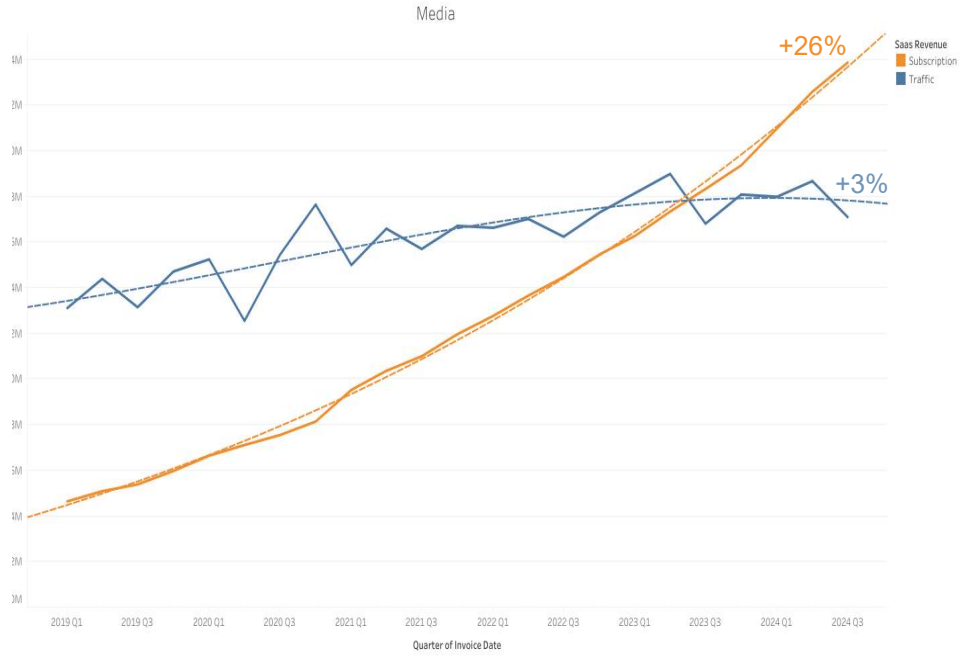
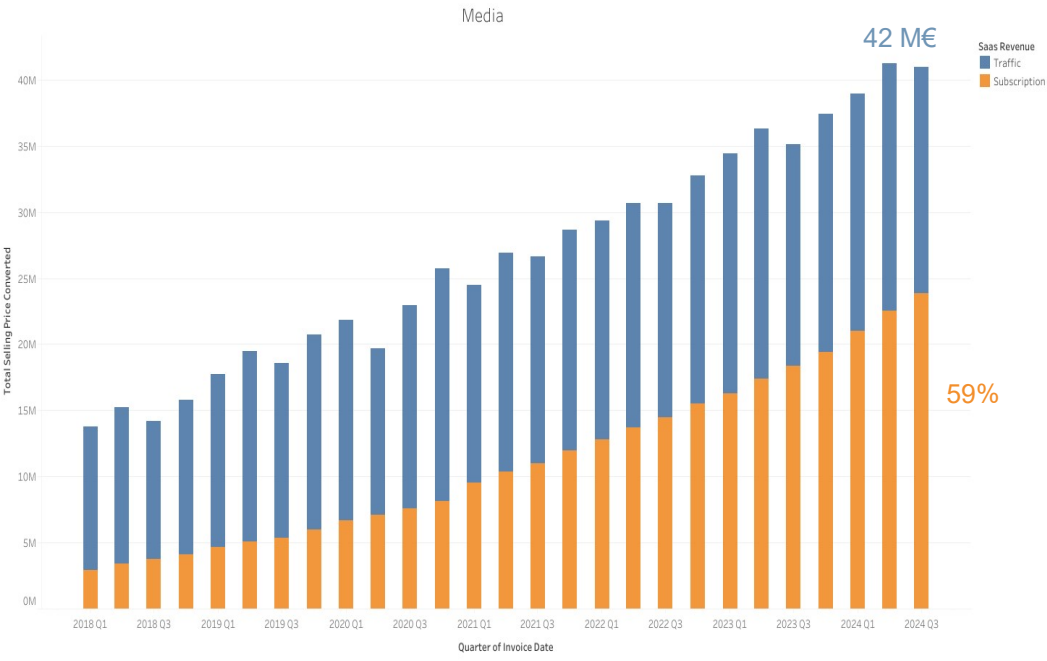
# Key revenue figures (M€)

	Q3%	Q3	9M%	9M
SaaS Subscription	+26%	24 461	+27%	70 371
SaaS Transaction	+3%	17 077	-1%	52 845
<b>Total SaaS</b>	<b>+16%</b>	<b>41 538</b>	<b>+14%</b>	<b>123 216</b>
Implementation Services	+32%	9 110	+27%	25 826
Legacy Products	-56%	344	-57%	1 200
<b>Total Esker</b>	<b>+17%</b>	<b>50 992</b>	<b>+14%</b>	<b>150 241</b>

	Q3%	Q3	9M%	9M
Europe	+15%	26 258	+14%	79 471
Americas	+20%	21 499	+14%	61 677
Asia/Pacific	+19%	3 235	+21%	9 093
<b>Total Esker</b>	<b>+17.2%</b>	<b>50 992</b>	<b>+14.3%</b>	<b>150 241</b>

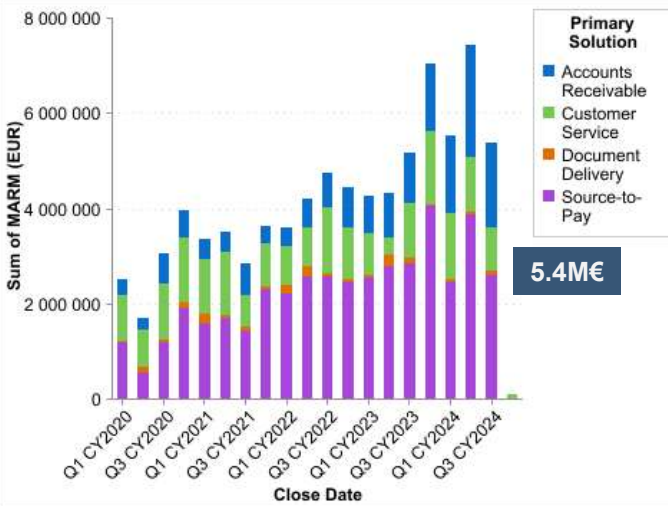


# Trends – SaaS Revenue (€)

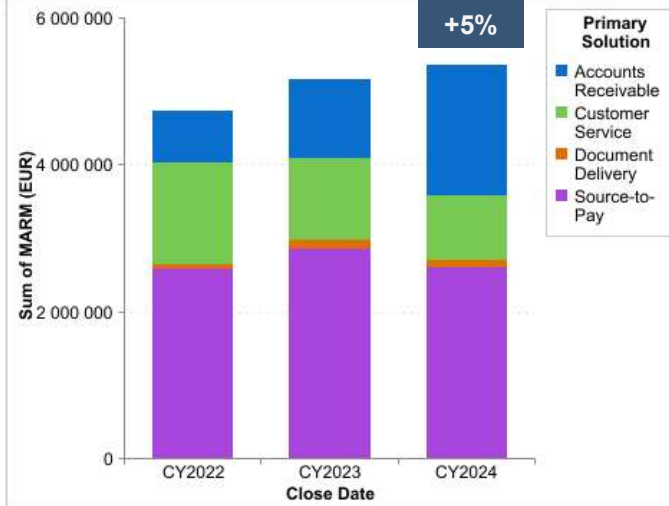


# Bookings (ARR)

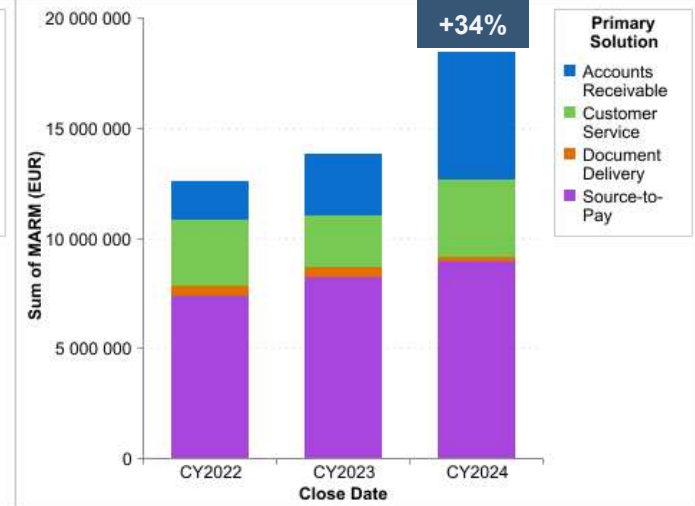
ARR signed per Quarter



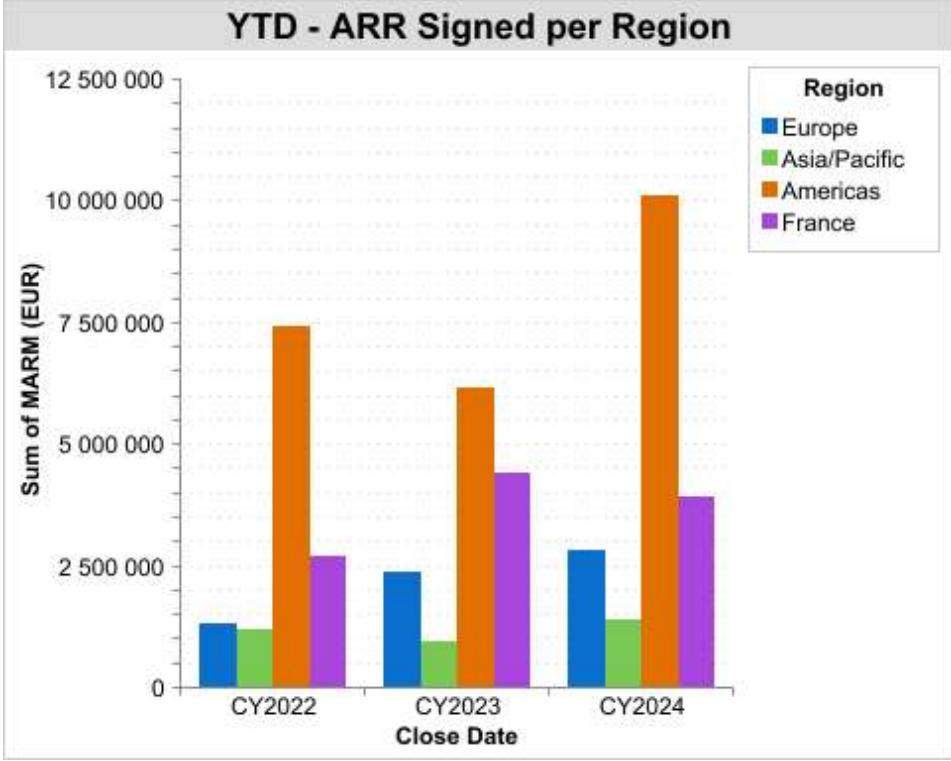
Q3 - MARM closed



YTD - MARM closed



# YTD Bookings by Region (ARR)

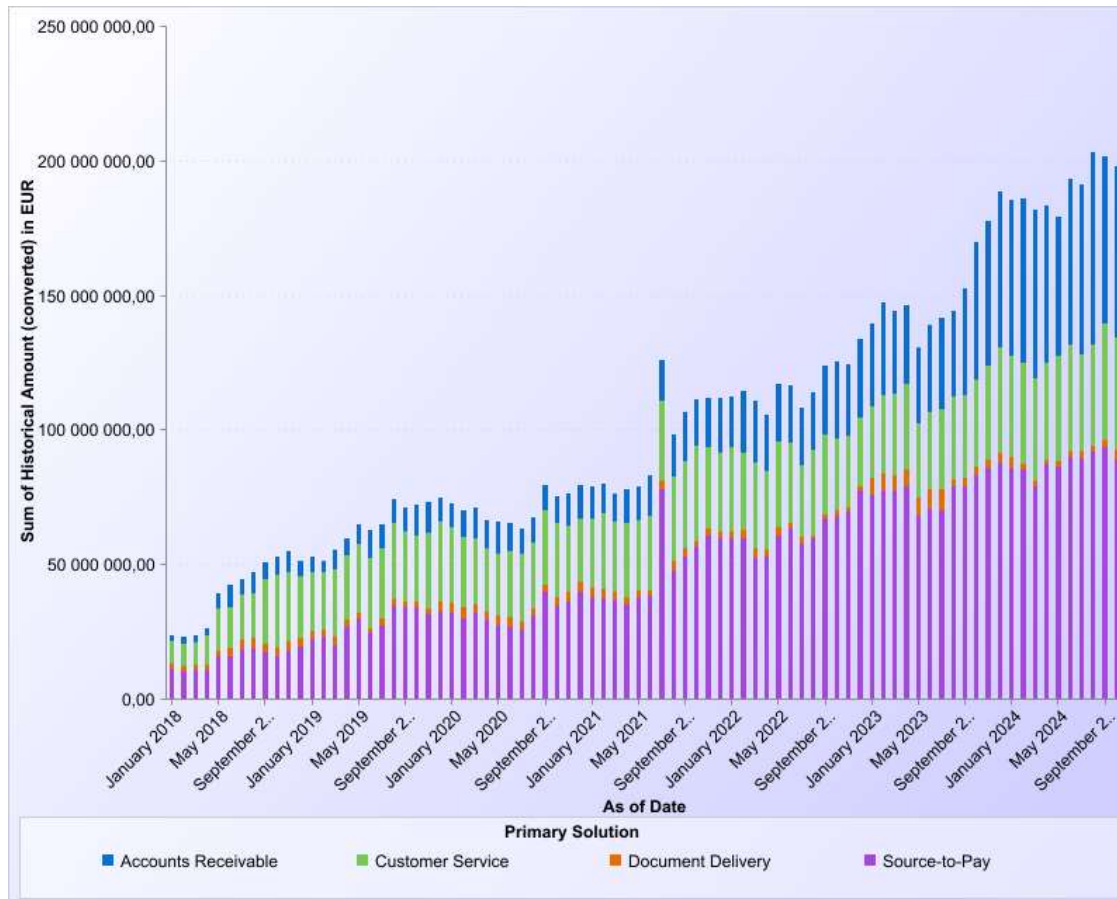


- +19%
- +67%
- +66%
- 9%

# Q3 2024 - Major Events

- **Proposed cash public tender offer for the Esker shares made by Bridgepoint, in association with General Atlantic and the management shareholders**
- Esker received the official registration for the French PDP
- Successful launch of the e-invoicing module in Malaysia - Myinvois
- Esker has been named a Sample Vendor in the Gartner® Hype Cycle for Autonomous Accounting, 2024 report
- Esker has been listed as a representative vendor in Gartner's Market Guide for Supply Chain Finance Platforms.
- Esker named as a leader by IDC for Worldwide Accounts Payable Automation Software for Large Enterprise and Midmarket
- MSCI ESG Rating : AA (instead of A)

# SaaS Pipeline of working deals



Total Pipeline : 198M€ (+17%)

# Take Home Messages

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



# Thank You

For your attention

