

TOYOTA FINANCIAL SERVICES ANALYSES BUSINESS PERFORMANCE WITH HYPERION

Submitted by: Object Marketing

Thursday, 13 June 2002

Editorial Contacts:

Andrew Smith
Object Marketing
020 8762 9292
Andrews@objectmarketing.com

...Toyota's Financial Services Arm Chooses Hyperion Business Performance Management Solution for Global Financial Consolidation, Reporting and Analysis ...

EGHAM, England. June 13, 2002 – Hyperion (Nasdaq: HYSL), a global leader in business performance management software, today announced that Toyota Financial Services, the global financial services arm of Toyota, one of the world's leading automotive manufacturing companies, is standardising its financial consolidation and business analysis processes on Hyperion's business performance management solution.

Toyota Financial Services is using Hyperion's Web-architected applications to analyse the business performance of its financial services operations and also to consolidate financial information from Toyota's global financial services network. Through Hyperion's business performance management solutions, Toyota Financial Services analysts expect to significantly reduce the analysis and reporting cycle, allowing the company to respond far quicker to its customer needs, economic conditions and product demands.

Bob Dowe, vice president of sales finance group of Toyota Financial Services, said, "The global automotive market has become very mature over the last few years, and this has led to greatly increased competition for vehicle sales and related financial services. It is therefore vital for Toyota Financial Services that we have the systems in place to help us optimise our business performance, and that requires accurate analysis as well as rapid consolidation and reporting. Hyperion has already proven its ability to deliver that to us."

Dowe continued, saying that the main focus of the business performance management environment at Toyota Financial Services is to improve business processes and identify opportunities to enhance revenue, lower costs or gain a competitive advantage. Hyperion's solution provides Toyota management with an enabling technology for accurate planning, analysis and reporting of the performance of the financial services group companies. This will allow Toyota Financial Services to become increasingly responsive to market opportunities and more competitive in respect of the financial service offerings from other leading automotive manufacturers and other financial service companies.

Toyota Financial Services selected the Hyperion solution for its speed of operation, and for the ease of maintenance and deployment afforded by its Web-based architecture, which the company will use to help drive accountability throughout the organisation by strengthening the links between performance measures and rewards.

The initial phase of Toyota Financial Services' implementation is based on Hyperion Essbase XTD for business performance management in 18 countries, with plans to expand to a further 8 or more in the near to mid-term. Hyperion Enterprise is used for financial consolidation at Toyota Financial Services headquarters in Nagoya, Japan.

About Hyperion Solutions

Hyperion, a global leader in business performance management software, creates solutions that help companies measure performance and drive profitability. Hyperion's Business Performance Management Suite of packaged and tailored applications and its open, integrating business intelligence platform, Hyperion Essbase XTD, enable companies to set goals, model and plan performance, monitor and report key results, analyse underlying business drivers and anticipate future performance of core business activities. Hyperion products are used by more than 6,000 customers around the world to enable financial, organisational, customer relationship, supply chain and channel performance management. Hyperion has a network of more than 400 partners to provide innovative and specialised business performance management solutions and services.

Headquartered in Sunnyvale, California, Hyperion generated annual revenues of more than 0 million in fiscal 2001. The company employs more than 2,300 people in 20 countries and is represented in 16 additional countries through distributor relationships. Hyperion is traded under the Nasdaq symbol HYSL.

For more information, please visit <http://www.hyperion.com/uk>, e-mail: enquiryuk@hyperion.com or call 01784 2280276 (UK only).

Safe Harbor Statement

Statements in this press release other than statements of historical fact are forward-looking statements, including, but not limited to, statements concerning the potential success of anticipated product features, the anticipated product offerings and the potential market opportunities for business performance management software. Such statements constitute anticipated outcomes and do not assure results. Actual results may differ materially from those anticipated by the forward-looking statements due to a variety of factors, including, but not limited to the company's ability to retain and attract key employees, the successful and timely development of new products, the impact of competitive products and pricing, customer demand, and technological shifts. For a more detailed discussion of factors that could affect the company's performance and cause actual results to differ materially from those anticipated in the forward-looking statements, interested parties should review the company's filings with the Securities and Exchange Commission, including the Report on Form 10-K filed on September 14, 2001 and the Report on Form 10-Q filed on February 13, 2002. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

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