

# HYPERION ADDS RICH FUNCTIONALITY TO ITS BUSINESS PERFORMANCE MANAGEMENT APPLICATIONS

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Extends Beyond Finance to Address the Complete Business Management Cycle and Drive Performance Accountability Across the Enterprise

SUNNYVALE, Calif., April 2, 2003 – Hyperion (Nasdaq: HYSL), the global leader in Business Performance Management software, today announced version 3 of the four packaged applications that make up its Business Performance Management Suite—Hyperion Planning, Hyperion Financial Management, Hyperion Performance Scorecard and Hyperion Business Modeling.

With these third-generation applications, Hyperion delivers:

The richest process support for the entire Business Performance Management cycle – Now, both financial and operational users can receive the broadest support for the complete management cycle—goal-setting, scenario modeling, business planning, monitoring, analysing and reporting results—in a more seamlessly integrated Business Performance Management solution and draw on all the operational data the company has locked in transactional systems.

More seamless operational and interdepartmental collaboration – Hyperion improves alignment among different business units and management layers with new features that empower all types of users to control, model and embed operational detail and assumptions without being dependent on analysts or IT. New features now enable cascading plans and scorecards to link corporate or business unit strategies to individual performance and execution. Model-linking captures cross-departmental dependencies and constraints to create enterprise operational models, such as consolidated demand plans, production capacity and financial forecasts.

Tighter interoperability across applications – Hyperion’s applications now give users a more consistent experience via a common user interface and single sign-on. Data exchange across all applications ensures information integrity through the entire management cycle. As a result, users can compare and analyse information to identify performance improvements, bottlenecks or limitations and see the interdependencies within the business to improve strategic decision making. For example, by analysing plans and actuals side by side, business users can quickly spot variances that might indicate something is wrong with financial results or underlying performance and revise future forecasts.

Compliance-ready applications to meet new financial reporting requirements – Through advanced process controls and workflow, appropriate management levels can electronically review and sign off on their submissions. Hyperion’s Business Performance Management Suite has expanded support for shortened reporting cycles, audit trails, internal reviews, controls and validations to increase confidence in the numbers. Companies can now meet Sarbanes-Oxley and International Accounting Standards faster and with greater confidence.

With extensive business processes built into its applications, Hyperion goes further than any other vendor in defining and managing workflows and interdependencies among disparate parts of an organisation.

As a result, all types of users across companies can give and receive information about past, present and projected company performance, drive performance improvements, achieve greater buy-in and consensus and improve accountability.

“Hyperion helps us tie operational and financial plans to our strategy and measure and communicate results versus those plans,” said Todd Naughton, vice president and controller for Zebra Technologies. “As a result, finance has gone further in becoming a business partner to the rest of the organization and to management.”

“We like the total package that Hyperion offers,” said John H. McAlpine, executive vice president and CFO for Targus. “These are superior, well thought-out solutions that work together, deploy quickly and work with what we already have. Since we started using Hyperion’s Business Performance Management Suite, our associates have greater insight into their team’s effectiveness and their own performance. They’re more focused in their activities and make better decisions. That makes our company more competitive.”

#### Rich Functionality Across All Applications

Hyperion Planning now makes possible cascaded planning to better facilitate the business planning process. Team members can feed supporting detail into executive plans to provide insight into how numbers were arrived at and what assumptions are in effect, more tightly aligning top-level decision making with front-line realities.

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Hyperion now enables personal and cascading scorecards within Hyperion Performance Scorecard, as well. These more tightly couple strategic scorecards maintained at the executive level with individual actions and results—facilitating communication, collaboration and coordination of individual tactics with group-level objectives and strategic initiatives, such as reducing operational expenses or improving product quality.

Hyperion Business Modeling now supports model linking, which lets users create individual models for departments or business units and link them to provide a consolidated view of performance. The approval process on individual models can be run within the application and changes to a model can trigger alerts and warnings, such as when capacity limits are reached.

Hyperion Financial Management supports fast, Web-based consolidation, review and adjustment of financial information. It includes customizable validations and internal control mechanisms and creates detailed audit trails. It integrates directly with transactional systems and other data sources. With its unmatched financial reporting and analysis capabilities, Hyperion Financial Management helps organizations arrive at a single version of the truth between budgeted, forecasted and actual numbers.

Hyperion offers the most modular and scalable solutions that allow customers to start anywhere, achieve results and value rapidly and scale the solution as needed, even to thousands of users.

By bringing more operational users into the Business Performance Management loop, Hyperion not only expands accountability beyond the province of finance, it also provides incredible insight for planning and responding to dynamic business events in a challenging and uncertain environment.

#### About Hyperion

Hyperion is the global leader in Business Performance Management software that enables companies to translate strategies into plans, monitor execution and provide insight to improve financial and operational performance. More than 6,000 customers use Hyperion's flagship Business Performance Management suite of packaged and tailored applications and its leading business intelligence platform worldwide. Hyperion has a network of more than 330 partners to provide innovative and specialized Business Performance Management solutions and services.

Headquartered in Sunnyvale, California, Hyperion generated annual revenues of \$492 million in fiscal 2002. The company employs more than 2,200 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](mailto:enquiryuk@hyperion.com) or call 01784 228015.

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#### 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 25, 2002 and the Report on Form 10-Q filed on February 7, 2003. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

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