

AIB GROUP BANKS ON INVESTMENT IN HYPERION BUSINESS PERFORMANCE MANAGEMENT SOFTWARE

Submitted by: Object Marketing

Wednesday, 6 August 2003

LONDON, UK – 5th August, 2003 – Allied Irish Banks, p.l.c. (AIB), Ireland's leading banking and financial services organisation employing around 25,000 people worldwide in more than 800 offices, intends to support a major new operations model through a major investment in technology solutions from Hyperion, (Nasdaq: HYSL) the global leader in business performance management software.

AIB has purchased the entire Hyperion Business Performance Management suite, comprising Hyperion Essbase, Hyperion Analyzer, Hyperion Planning and Hyperion Performance Scorecard, in order to support the information reporting and analysis needs of AIB Group. By building a scorecard approach for the entire business, Hyperion's software will allow senior management to gain access to top-level business trends, whilst allowing other users to drill down and analyse information to any level that is necessary and appropriate to their role. The ultimate goal is to have around 6,000 users globally from all parts of the business using Hyperion.

In particular, AIB Bank Republic of Ireland Division intends to use the Hyperion solution to support the roll out of a new customer-centric operations model. According to Tom O'Brien, Senior Manager, Financial Control, AIB Group: "The Hyperion solution is intended to support. AIB Bank (RoI) is organised on a branch basis, offering a broad portfolio of financial products and services. The system will give us the added flexibility to support our new operating model, and additional in-depth analytical capability. We wanted to build a balanced scorecard approach to managing the business. We therefore needed a solution that would allow managers at any level to be able to analyse or drill down to the requisite level of information in order to improve decision making."

Continues O'Brien: "We see Hyperion as a key strategic management tool for the whole of AIB Group. We believe it will help us to get more of a handle on the true nature of the performance of the business. We believe we will gain immediate productivity benefits over our original systems. We were previously obliged to manually intervene with the data, resulting in increased resource overhead, as well as the potential for errors with re-keying information. Long term, we see Hyperion as a key element in our overall approach to managing the business in an effective and profitable manner."

Concludes O'Brien: "We felt that Hyperion offered a truly integrated solution for our needs. The fact that products have been architected as true Web-based solutions was another key factor. The flexibility and experience of Hyperion personnel in the evaluation phase also helped us in our decision."

The initial roll out will see around 280 Republic of Ireland branch managers using the software, along with 5 – 6 portfolio managers per branch - a total of around 2,000 users. Ultimately there will be around 6,000 users globally across the entire organisation.

About AIB Group

AIB Group is Ireland's leading banking and financial services organisation. It operates principally in

Ireland, Britain, Poland and the USA. It employs almost 25,000 people worldwide in more than 800 offices. The group operates through four main divisions.

AIB Bank (RoI) division consists of the group's retail and commercial activities in the Republic of Ireland. It also includes Ark Life, AIB's life and pensions subsidiary, and other specialist businesses offering credit cards, car finance & leasing products, home mortgages and other services. More than 9,000 staff work for AIB Bank (RoI), operating out of over 280 outlets in the Republic of Ireland.

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 worldwide use Hyperion's Business Performance Management family of packaged and tailored applications and its leading business intelligence platform. 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 \$510 million in fiscal 2003. The company employs more than 2,100 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 www.hyperion.com/uk, e-mail 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 May 14, 2003. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

Hyperion is a registered trademark of Hyperion Solutions Corporation. All other trademarks and company names mentioned are the property of their respective owners.

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