

# HYPERION SEMINAR SERIES TO FEATURE LEADING ANALYST ON PERFORMANCE MANAGEMENT

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Hyperion To Provide Guidance On Business Performance Management Best Practices

LONDON, UK, March 1, 2004 – Hyperion (Nasdaq: HYSL), global leader in Business Performance Management software, today announced it will hold a seminar series featuring Gartner, Inc.'s analyst Frank Buytendijk. Gartner is a leading provider of research and analysis on the global information technology industry. The seminars, which will take place in eight European countries in March, will provide customers with market and product information related to Corporate Performance Management (CPM) and Hyperion's Business Performance Management solutions. These seminars aim to help Hyperion's customers better understand emerging best practices around the methodologies, metrics, processes and systems used to monitor and manage enterprise business performance.

Buytendijk, a vice president of research at Gartner and one of the world's foremost analysts on CPM, will speak to both the technology and organizational elements of setting a strategy for and implementing CPM.

“Corporate Performance Management will be on the agenda for many enterprises in 2004,” said Frank Buytendijk. “Building and implementing a successful CPM program requires a clear roadmap on the necessary processes, methodologies, metrics and technologies. As part of our continued efforts, I look forward to the opportunity to provide business leaders with best practices on how to be successful with CPM.”

“We are very pleased to offer our customers this exclusive series of executive briefings featuring a market expert like Frank,” said Mike Shelton, Managing Director for Hyperion UK & Ireland.

“Hyperion has learned what customers need to speed their BPM implementations. During the briefing, we will provide them with the critical information and tools needed to successfully deploy Business Performance Management solutions beyond finance to their operations departments, including marketing, sales and human resources.”

Hyperion’s series of briefings will be held in Sweden, UK, Germany, Denmark, The Netherlands, Switzerland, France and Italy during the first week of March 2004. The series will continue in the United States starting April 6.

#### About Hyperion

Hyperion is the global leader in Business Performance Management software. More than 9,000 customers – including 91 of the FORTUNE 100 – rely on Hyperion software to translate strategies into plans, monitor execution and provide insight to improve financial and operational performance. Hyperion combines the most complete set of interoperable applications with the leading business intelligence platform to support and create Business Performance Management solutions. A network of more than 600 partners provides the company’s innovative and specialized solutions and services.

Named one of the FORTUNE 100 Best Companies to Work For 2004, Hyperion employs approximately 2,600 people in 20 countries. Distributors represent Hyperion in an additional 25 countries. Headquartered in Sunnyvale, California, Hyperion – together with recently acquired Brio Software Inc. – generated combined annual revenues of \$612 million for the 12 months ending June 30, 2003. Hyperion is traded under the Nasdaq symbol HYSL. For more information, please visit [www.hyperion.com](http://www.hyperion.com) or call 01784 228015.

## 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 August 13, 2003 and the Report on Form 10-Q filed on February 9, 2004. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

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