

# HYPERION APPOINTS PUREAPPS AS NEW AUTHORISED UK DISTRIBUTOR

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FOR IMMEDIATE RELEASE

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## HYPERION APPOINTS PUREAPPS AS NEW AUTHORISED UK DISTRIBUTOR

LONDON, UK – October 27th, 2004 – Hyperion (NASDAQ: HYSL), the global leader in Business Performance Management software, today announced it has appointed PureApps as an authorised UK distributor targeting companies of less than £500 million turnover.

Under the terms of the deal, PureApps will focus on selling Hyperion Essbase 7X, the market leading business intelligence and enterprise analytics platform, and Hyperion Planning, the leading Web-based planning, budgeting and forecasting solution,

Richard Carrington, UK Partner Sales Director at Hyperion says: "We are very pleased to appoint PureApps as a new UK distributor. As demand continues to grow for our Business Performance Management solutions, partners such as PureApps play a key role in meeting the needs of medium-sized UK businesses."

According to Steve Derbyshire, Sales Director at PureApps: "Hyperion is widely regarded as the prominent solution provider in the Business Performance Management (BPM) sector. There is a common misconception that this type of software solution is not appropriate for companies turning over less than £500 million. This really isn't the case. Given the wealth of experience our Hyperion consultants have in the BPM arena, we believe we are very well placed to expand the market for this kind of solution and to help these companies reap the well-documented benefits of BPM."

### About Hyperion Solutions Corporation

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 2,500 people in 20 countries. Distributors represent Hyperion in an additional 25 countries. Headquartered in Sunnyvale, California, Hyperion generated combined annual revenues of \$622 million for the 12 months ending June 30, 2004. Hyperion is traded under the Nasdaq symbol HYSL. For more information, please visit [www.hyperion.com/uk](http://www.hyperion.com/uk), e-mail [enquiryuk@hyperion.com](mailto:enquiryuk@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 September 13, 2004 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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