

# HYPERION SIGNS UK RESELLER AGREEMENT WITH BUSINESS & DECISION

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## HYPERION SIGNS UK RESELLER AGREEMENT WITH BUSINESS & DECISION

LONDON, UK – November 30th, 2004 – Hyperion (NASDAQ: HYSL), the global leader in Business Performance Management, today announced a UK reseller partnership with Business & Decision, the European consulting and data engineering company specialising in Business Intelligence, Customer Relationship Management (CRM) and e-Business.

Earlier this year, Hyperion presented Business & Decision with its "Top EMEA Partner Award" for the second year running. The award reflected that during 2003, Business & Decision generated more indirect sales revenue for Hyperion, than any other partner in EMEA. Business & Decision were nominated alongside IBM and Deloitte for the award, and are ranked in the top 10 for Hyperion partners worldwide (from a total network of some 600 partners).

According to Ian Huckle, CEO for Business & Decision UK: "We are delighted to have signed a dedicated UK reseller agreement with Hyperion. The company's impressive portfolio of award winning products and excellent approach to working with partners made them an obvious choice for us. Our partnership with Hyperion in EMEA is one of our longest to date and we have carried out many successful business intelligence projects with them elsewhere in Europe. Together we believe we can mutually develop the huge opportunities in business performance management and business intelligence software in the UK."

### 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 2,500 people in 20 countries. Distributors represent Hyperion in an additional 25 countries. Headquartered in Sunnyvale, California, Hyperion generated annual revenues of \$622 million for the 12 months that ended 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.

## About Business & Decision

Business & Decision specialises in providing solutions and related consultancy in Business Intelligence, Customer Intelligence, Management Consulting and e-Business. Founded in 1992 and listed on the Euronext Nouveau Marché (ISIN code FR 00000 7895 8 / BND), the group has a reputation for its functional and technological expertise and has forged partnerships with the key technology vendors. Business & Decision currently employ over 750 consultants throughout the United Kingdom, France, Belgium, Switzerland and Spain and have implemented over 900 projects at 750 client sites including the NHS, Scottish Widows, Barclaycard, HBOS plc, AXA, Unilever, Aviva, MBNA, Orange and AMP. For more information, visit <http://www.businessdecision.co.uk>.

## 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. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

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