



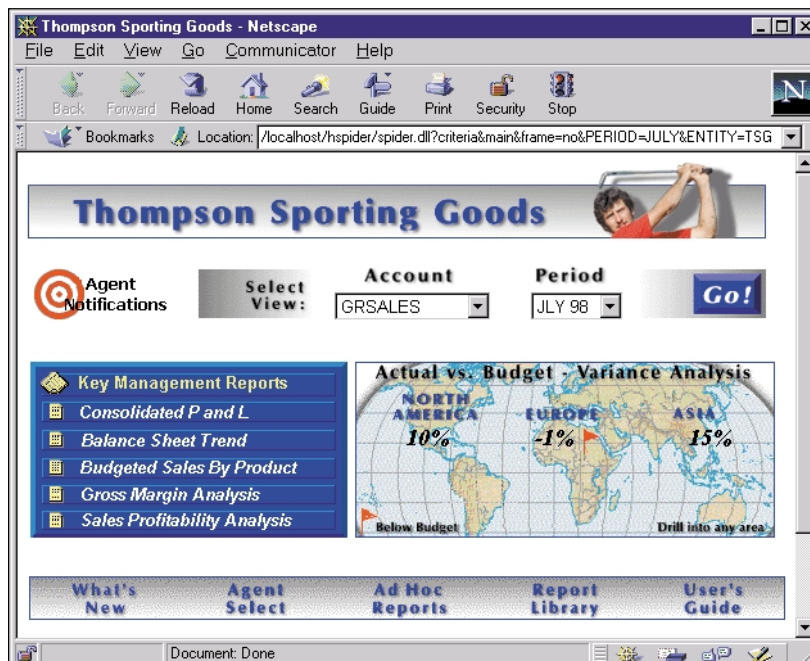
Hyperion Enterprise® Reporting

Hyperion Enterprise® Reporting is the premier end-user solution for management and statutory reporting for Hyperion Enterprise®. A sophisticated calculation engine, built-in understanding of financial information and comprehensive library of functions gather key business metrics into highly formatted, production-quality financial reports for printing, online access or distribution over the Web. End users throughout the extended organization can interact with reports to dynamically change report selections and drill down to underlying levels of detail. When those details change, users can be alerted to variances via electronic mail, fax, pager, cell phone or personal Web page.



Graphical displays in Hyperion Enterprise® Reporting offer users access to critical business information.

Hyperion Enterprise® Reporting gathers financial data from Hyperion Enterprise®, an advanced consolidation, analysis and planning package, to provide real-time information access and data-entry capabilities that satisfy enterprise-wide reporting requirements and worldwide accounting standards. Hyperion Enterprise®, in turn, collects data from over 50 ERP and legacy systems without requiring changes to them and delivers a complete global view of financial information.



Fast, Secure Worldwide Interaction via the Web

Hyperion Enterprise® Reporting extends the integration strengths of Hyperion Enterprise® into management reporting over the Internet. Directly from a standard Web browser, users can enter data with local validations or compose criteria-based pages that graphically display information by ranked, sorted or traffic-light conditions.

Flexible Data Entry Option

Hyperion Enterprise® Reporting can tailor its data entry methods to meet enterprise-wide needs independent of the software environment. Through the Internet, intranets, Excel or the reports themselves, end users can enter, edit and save data. Through the reports, users can analyze scenarios by entering data into cells color-coded by data type. The entire page can be recalculated and displayed without saving the changes into the report. Such flexibility and interactivity enhances the business value of reports distributed to decision-makers.

Via intranet, extranet and the Internet, reports are delivered through standard Web browsers. No additional software is required, as Hyperion Enterprise Reporting supports Secure Socket Layer (SSL) for data encryption and secure authentication. Robust security provided by Hyperion Enterprise Reporting protects sensitive business information from unauthorized access.

Profit/Loss Schedule
EAST - Division A
July 1998

Recalculate Submit Report Data

Warning: Be sure to submit your changes before you change the point of view, navigate to another page, or exit the browser.

	Actual	Budget	% Variance
Gross Sales	9,854	8,909	10.6%
Cost of Goods Sold	3,362	3,142	(7.0%)
Gross Margin	6,492	5,767	12.6%
Marketing Expense	-----	39	100.0%
General & Admin Exp	193	337	42.7%
Operating Expenses	104	111	6.3%

Web-published reports enable users to enter data directly into Hyperion Enterprise® from their Web browsers.

Leverage the Features of Excel and Lotus 1-2-3

To enhance user productivity, reports can be exported to Excel or Lotus 1-2-3, giving live access to Hyperion Enterprise® data through familiar environments. Users can take full advantage of the financial, statistical and charting features of these leading spreadsheets. Report information with its formatting transfers directly from a Web page into these environments. End users can also build queries for analysis with the Hyperion add-in tools.

Design Powerful Reports Easily

Hyperion Enterprise® Reporting makes it easy for end users to quickly create a variety of sophisticated financial reports, including balance sheets, income statements, cash flow analyses and variance reports. Reports created with Hyperion Enterprise® Reporting are dynamic and highly adaptable. A single report template can propagate hundreds of individual reports, which dramatically reduces the total number of reports to manage. Whether adding new customers, removing old products or reorganizing sales territories in the organization, reports automatically reflect the changes in the data of the underlying Hyperion Enterprise® application. No coding, report modifications or other intervention is required, minimizing the maintenance costs of reporting in highly dynamic business environments.

Combination data reports
aggregate multiple reports
on a single page.

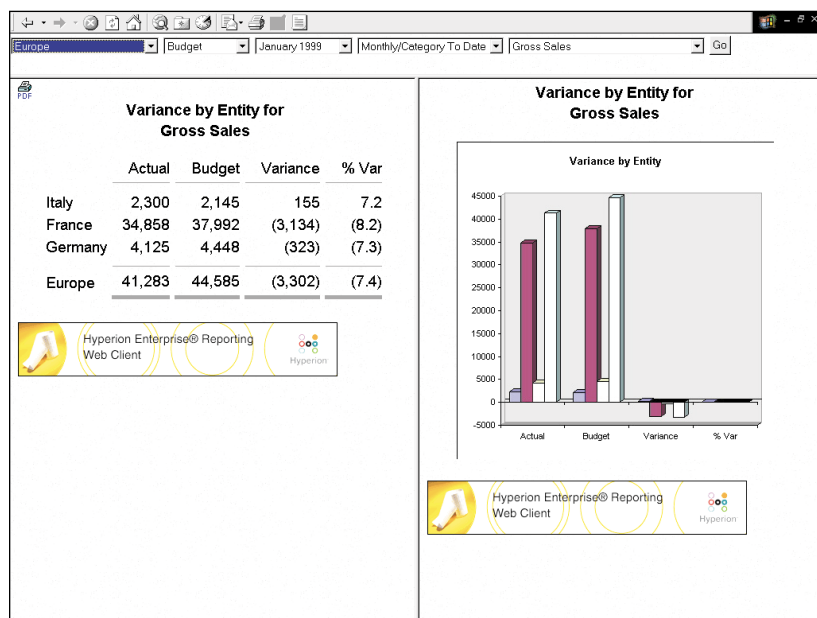
SUMMARY BALANCE SHEET			
For the Period Ending DEC 99			
Current Assets		Current Liabilities	
	DEC 99		DEC 99
Cash	\$2,468,559	Short Term Debt	\$20,403,211
Short Term Investments	20,491,997	Accounts Payables	4,111,375
Accounts Receivable	6,947,950	Total Current Liabilities	<u>\$24,514,586</u>
Inventory	40,781,677		
Total Current Assets	<u>\$70,680,183</u>		
Key Ratios			
	DEC 99		
Current Ratio	2.88		

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Sophisticated Financial Intelligence

Hyperion Enterprise® Reporting features sophisticated financial intelligence, including a built-in understanding of financial information. A wide range of formatting tools and financial calculations assist in the rapid development of precise enterprise reports at a significant time savings. Intelligent formatting quickly draws the attention of decision makers to key areas that are affecting business performance. For example, negative variances are highlighted in red, and criteria, such as greater than or less than, can drive the formatting of report values.

Hyperion Enterprise® Reporting can illuminate new information filtered through a comprehensive library of financial functions and calculations. Leveraging the time intelligence built into Hyperion Enterprise®, reports can illustrate quarter-to-date and year-to-date performance—or a rolling time sequence, such as current month plus three months in the future. Hyperion Enterprise® Reporting understands that tracking changes to key business metrics is critical to business success and to value in a reporting tool.

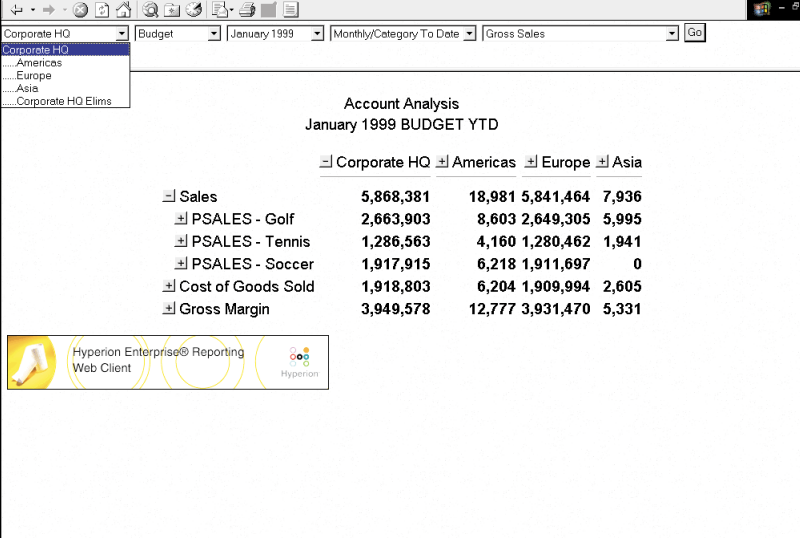


Distribute actual and budgetary figures with computed variances in chart and data form through a single Web report.

Through their browsers, users can select from multiple points of view and can drill down to underlying details

Drilling into Interactive Information

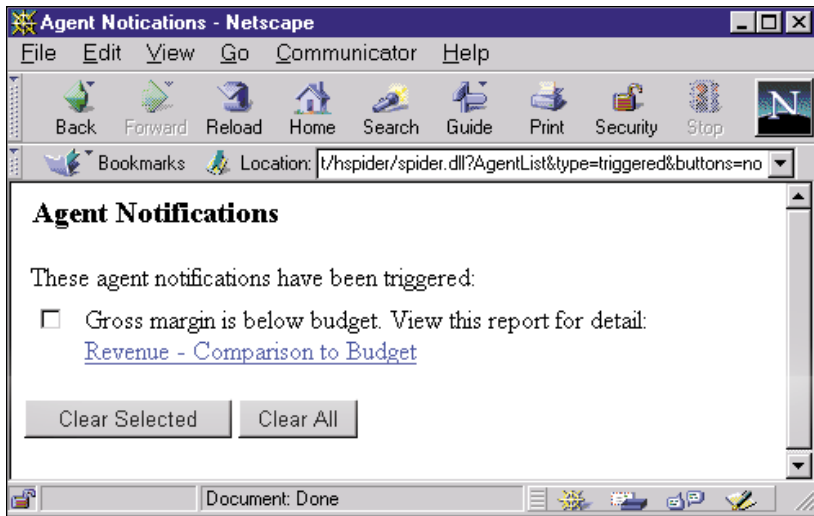
Hyperion Enterprise® Reporting data is live. For example, clicking a sales map reveals the underlying figures of each area in the territory. Or, select different parameter values from the toolbar to analyze results by product line or sales region—without changing the report structure. Embedded drill-down technology peels back the layers of a report to answer what is usually the first management question: Why?



	Corporate HQ	Americas	Europe	Asia
Sales	5,868,381	18,981	5,841,464	7,936
PSALES - Golf	2,663,903	8,603	2,649,305	5,995
PSALES - Tennis	1,286,563	4,160	1,280,462	1,941
PSALES - Soccer	1,917,915	6,218	1,911,697	0
Cost of Goods Sold	1,918,803	6,204	1,909,994	2,605
Gross Margin	3,949,578	12,777	3,931,470	5,331

Agent Notification of Changes to Critical Data

To help answer management's questions, Hyperion Enterprise® Reporting features definable and configurable software agents. Report developers can define these agents to track changes to underlying Hyperion Enterprise® data that is important to management. CFOs, Controllers, and Financial Analysts can then subscribe to defined agents and decide how these agents are delivered to them: via pager, FAX, email, or personalized Web page. For example, if gross margin falls below a preset percentage, a decision-maker can be paged as soon as it occurs. Even without the report in front of them, users can be privy to its most important contents.



Sophisticated agents make it easy for users to stay aware of changes by scanning business data for events that match user-defined criteria.

Worldwide Report Distribution

When it's time to publish, Hyperion Enterprise® Reporting offers a wide array of channels to present production-quality reports in electronic formats. Viewers can access reports online or print hard copies with production-quality formatting. For hard-copy printing, the report designer allows complete control over page orientation, page numbering, timestamps, printing order and fit-to-page settings. Hard-copy versions can be packaged electronically and viewed with the Adobe® Acrobat® Reader™. From macro-organization to micro-details, Hyperion Enterprise® Reporting manages content, appearance and distribution of each report.

Finished reports can be grouped into management briefings, “blue books” and other critical documents with tables of contents and continuous page numbering. For decision makers, highlighting key areas and aggregating reports eliminate the sifting of large volumes of data to identify trends. Hyperion Enterprise® Reporting significantly simplifies the process of creating books of reports, reduces costs of development and improves the availability of information.

A Key Component of the Business Management Cycle

Hyperion Enterprise® Reporting addresses the critical initial step in the RAMP business management cycle. In Reporting, information is compiled, organized and distributed to interested users for Analyzing, Modeling and Planning the management and operations of global enterprises.



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