Lawson Software, Inc.
Supplemental Financial Metrics
($ in millions)

	FY2010					FY2011				
	Q1	Q2	Q3	Q4	FY10	Q1	Q2	Q3	Q4	FY11
Revenue by Geography										
Americas	106.1	107.7	115.9	124.2	**453.8**	113.3				**113.3**
APAC	7.4	8.0	9.7	10.0	**35.2**	11.3				**11.3**
EMEA	55.5	68.8	60.3	62.9	**247.4**	50.1				**50.1**
Total Revenue (1)	**169.0**	**184.4**	**186.0**	**197.0**	**736.4**	**174.7**				**174.7**
Deferred Revenue										
License	46.6	45.9	41.4	39.2	**39.2**	37.9				**37.9**
Maintenance	196.6	132.3	152.2	275.2	**275.2**	217.7				**217.7**
Services	13.8	15.2	14.9	13.7	**13.7**	17.4				**17.4**
Total Deferred Revenue (1)	**257.0**	**193.4**	**208.5**	**328.2**	**328.2**	**273.1**				**273.1**
Cash Metrics										
Cash, Cash Equivalents & Investments (2)	402.6	370.8	237.4	386.6	**386.6**	344.3				**344.3**
Cash from Operations	(20.5)	(31.6)	43.7	161.5	**153.0**	(38.3)				**(38.3)**
Capital Expenditures	4.4	4.2	5.4	5.0	**19.0**	6.0				**6.0**
Free Cash Flow (3)	(24.9)	(35.8)	38.3	156.4	**134.0**	(44.3)				**(44.3)**
Cash Paid for Acquisitions	-	-	160.0	-	**160.0**	-				**-**
Share Repurchase										
Share Repurchase - (number of shares in thousands)	252.8	-	1,000.1	-	**1,252.9**	234.7				**234.7**
Share Repurchase - $	1.3	-	6.1	-	**7.4**	1.7				**1.7**
Days Sales Outstanding (DSO)										
DSO	64	59	65	54	**54**	53				**53**
Deal Metrics										
Average Selling Price (ASP) - New Customer Deals	615	620	161	287	**360**	340				**340**
Average Selling Price (ASP) - Existing Customer Deals	58	67	85	88	**78**	66				**66**
Average Selling Price (ASP) - Total Deals	129	106	94	99	**103**	91				**91**
# of Deals - New Customers	17	18	37	21	**93**	21				**21**
# of Deals - Existing Customers	117	239	264	367	**987**	208				**208**
# of Deals - Total	134	257	301	388	**1,080**	229				**229**
# Deals > $1M	5	3	3	5	**16**	2				**2**
# Deals between $500K and $1M	3	4	6	7	**20**	8				**8**

(1) Totals may not foot due to rounding.
(2) Cash, cash equivalents and investments includes all short and long-term cash, cash equivalents, restricted cash, marketable securities and investments.
(3) Free Cash Flow is derived by taking Cash from Operations and subtracting Capital Expenditures.