



# Simply Stronger

LAWSON SOFTWARE 2006 ANNUAL REVIEW

AUSTRALIA CHINA UNITED STATES

BRAZIL CHILE AUSTRIA POLAND

SOUTH AFRICA HONG KONG SPAIN

MIDDLE EAST CANADA BELGIUM

NIGERIA ISRAEL INDIA JAPAN

MEXICO IRELAND HONDURAS

CZECH REPUBLIC UNITED KINGDOM

TANZANIA INDONESIA VENEZUELA

DENMARK SLOVAKIA PHILIPPINES

KOREA ESTONIA SWEDEN MALAYSIA

SINGAPORE FINLAND SWITZERLAND

TAIWAN THAILAND ITALY NORWAY

NETHERLANDS FRANCE VIETNAM

PORTUGAL GERMANY HUNGARY



# Profile

Lawson Software is a global provider of enterprise software. We provide business application software, services, and maintenance to customers primarily in the services sector, trade industries, and manufacturing/distribution sectors. Within these broad sectors, we specialize in specific markets including healthcare, public services, retail, financial services, food and beverage, and wholesale distribution. Our goal is to be the leading global enterprise resource planning (ERP) software provider in our target markets, with a particular focus on meeting the needs of resource-constrained and mid-market customers.

Our software solutions include enterprise financial management, human capital management, business intelligence, asset management, enterprise performance management, supply chain management, service management, manufacturing operations, business project management, and industry-tailored applications. Lawson solutions assist customers in simplifying their businesses or organizations by helping them streamline processes and reduce costs resulting in enhanced business or operational performance. Lawson solutions help automate and integrate critical business processes, aiding in collaboration among our customers and their partners, suppliers, and employees.

## Overview of Fiscal 2006

**Revenues:**  
\$390.8 million

**Net Income:**  
\$16.0 million

**Cash From Operations:**  
\$76.5 million

**Cash/Marketable Securities:**  
\$306.6 million

**Debt:**  
\$7.8 million

**Customers:**  
More than 4,000 mid-market and large companies in 40 countries

**Markets Served:**  
Three geographic regions – the Americas; Europe, Middle East, and Africa (EMEA); and the Asia-Pacific region including Australia and New Zealand (APAC)

**Solutions:**  
Scalable business software applications tailored to specific vertical industries, provided in 20 languages

**Architecture:**  
Flexible, web-based architecture that supports multiple hardware platforms

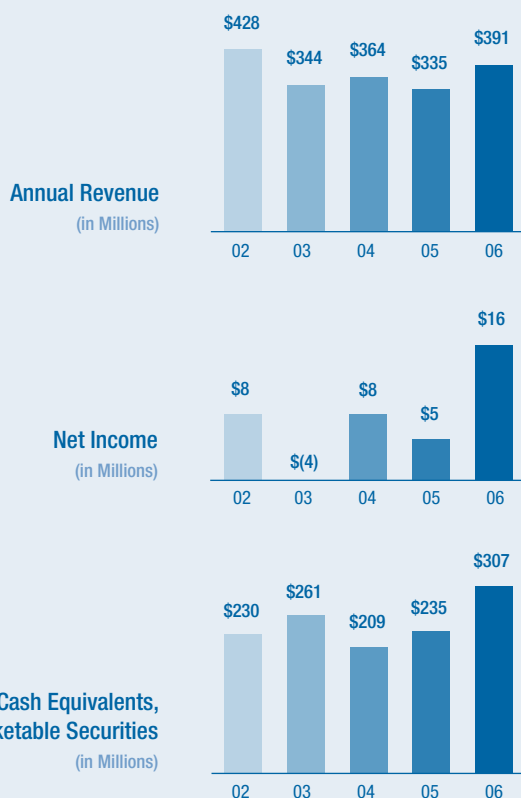
**Product Lines:**  
“Lawson S3” and “Lawson M3,” with many solutions in each product line having broad, cross-industry application. The S3 product line (former Lawson applications) helps customers “staff, source and serve” in their respective markets. The M3 product line (former Intenia applications) provides solutions for customers who “make, move and maintain” goods or equipment in their markets.

**Employees:**  
Approximately 3,400 worldwide

**Founded:**  
1975

**Stock Trading Information:**  
Traded as LWSN on The NASDAQ Global Select Market and The Nordic Exchange

### KEY FINANCIAL TRENDS



# Stockholder Information

## Meeting of Stockholders

The Lawson annual stockholder meeting will be held at 10:00 a.m. Central Time on Thursday, October 26, 2006, at Lawson corporate headquarters located at 380 Saint Peter Street, Saint Paul, Minnesota.

## Form 10-K and Other Investor Information

Copies of the Form 10-K (Annual Report) filed with the Securities and Exchange Commission and other financial documents are available by calling 651-767-4890 or sending a written request to:

Lawson Investor Relations  
380 Saint Peter Street  
Saint Paul, Minnesota 55102, United States

## Independent Auditors

PricewaterhouseCoopers LLP

## Stock Registrar and Transfer Agent

Mellon Investor Services, LLC  
480 Washington Boulevard  
Jersey City, New Jersey 07310-1900, United States  
1-888-213-0965

TDD for Hearing Impaired: 800-231-5469  
Foreign Shareholders: 201-680-6578  
TDD Foreign Shareholders: 201-680-6610  
Web Site Address: [www.melloninvestor.com/isd](http://www.melloninvestor.com/isd)

## Corporate Offices

Lawson Software  
380 Saint Peter Street  
Saint Paul, Minnesota 55102, United States  
651-767-7000

## Financial Information on the Internet

This corporate report is also available on [www.lawson.com](http://www.lawson.com), where you will find other information about Lawson. For investor information, go to [www.lawson.com/investor](http://www.lawson.com/investor)

## Forward-looking Statements

This corporate report contains forward-looking statements that contain risks and uncertainties. These forward-looking statements contain statements of intent, belief or current expectations of Lawson Software, Inc., and its management. Such forward-looking statements are not guarantees of future results and involve risks and uncertainties that may cause actual results to differ materially from the potential results discussed in the forward-looking statements. Risks and uncertainties that may cause such differences include but are not limited to those discussed in Item 1A "Risk Factors." Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's opinions only as of the date hereof. The Company undertakes no obligation to revise or publicly release the results of any revision to these forward-looking statements. Readers should carefully review the risk factors described in this Annual Report on Form 10-K and in other documents the Company files from time to time with the Securities and Exchange Commission.

## Leadership

### Harry Debes

President and Chief Executive Officer, Director

### Stefan B. Schulz

Senior Vice President and Acting Chief Financial Officer

### James D. Anderson

Executive Vice President, Professional Services

### Dean J. Hager

Senior Vice President, Product Management

### Bruce B. McPheeters

Senior Vice President, Secretary and General Counsel

### Guenther Tolkmit

Senior Vice President, Product Development

### Kristin E. Trecker

Senior Vice President, Human Resources

## Board of Directors

### H. Richard Lawson

Co-Chairman of the Board  
Co-Founder and Former Chief Executive Officer,  
Lawson Software, Inc.

### Romesh Wadhvani

Co-Chairman of the Board  
Founder and Managing Partner,  
Symphony Technology Group

### Steven C. Chang

Partner, Tennenbaum Capital Partners LLC

### Harry Debes

President and Chief Executive Officer,  
Lawson Software, Inc.

### Peter Gyenes

Former Chairman and Chief Executive Officer,  
Ascential Software

### David R. Hubers

Former Chairman and Chief Executive Officer,  
American Express Financial Advisors Inc.

### Michael A. Rocca

Former Senior Vice President and Chief Financial Officer,  
Mallinckrodt Inc.

### Robert A. Schriesheim

Partner, ARCH Development Partners LLC

### Paul Wahl

Former Chief Executive Officer of SAP America

For more information about Lawson business solutions, visit [www.lawson.com](http://www.lawson.com), or call 800-477-1357 or 651-767-7000 (U.S. and Canada); outside North America, call +46 (0)8 5552 5000.

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**Corporate Headquarters**

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United States  
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