

Lawson Software, Inc.
Q1 Fiscal 2010 Financial Results
Supplemental Financial Metrics
(\$ in millions)

	FY2009					FY2010				
	Q1	Q2	Q3	Q4	FY09	Q1	Q2	Q3	Q4	FY10
Revenue by Geography										
Americas	104.7	114.4	103.5	117.2	439.9	106.1				106.1
APAC	7.7	9.0	6.9	7.5	31.1	7.4				7.4
EMEA	78.5	83.0	63.5	61.5	286.4	55.4				55.4
Total (1)	190.9	206.4	173.8	186.2	757.4	169.0				169.0
Deferred Revenue										
License	57.8	50.1	50.3	55.7	55.7	46.6				46.6
Maintenance	200.6	130.8	137.0	224.1	224.1	196.6				196.6
Services	16.7	16.6	13.7	12.7	12.7	13.8				13.8
Total Deferred Revenue	275.1	197.5	201.0	292.5	292.5	257.0				257.0
Cash Metrics										
Cash, Cash Equivalents & Investments (2)	363.8	312.7	319.6	425.8	425.8	402.6				402.6
Cash from Operations	(14.6)	(43.3)	15.9	113.3	71.3	(20.5)				(20.5)
Capital Expenditures	6.9	9.1	4.5	8.8	29.3	4.4				4.4
Free Cash Flow (3)	(21.5)	(52.4)	11.4	104.5	42.0	(24.9)				(24.9)
Cash paid for acquisitions	-	-	-	-	-	-				-
Share Repurchase										
Share Repurchase - number of shares in thousands	11,477	-	-	2,216	13,693	253				253
Share Repurchase - \$	100.0	(9.1)	-	12.0	103.0	1.3				1.3
Days Sales Outstanding (DSO)										
DSO	68	59	74	74	74	64				64
Deal Metrics										
Average Selling Price (ASP) - New Customer Deals	296	292	408	656	397	615				615
Average Selling Price (ASP) - Existing Customer Deals	92	83	60	66	73	58				58
Average Selling Price (ASP) - Total Deals	123	96	93	87	97	129				129
# of Deals - New Customers	32	16	22	18	88	17				17
# of Deals - Existing Customers	184	240	212	484	1,120	117				117
# of Deals - Total	216	256	234	502	1,208	134				134
# Deals > \$1M	1	2	1	5	9	5				5
# Deals between \$500K and \$1M	9	9	9	10	37	3				3

(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.