

**Lawson Software, Inc.**  
**Q3 Fiscal 2009 Financial Results**  
**Supplemental Financial Metrics**  
**(\$ in millions)**

	FY2008					FY2009				
	Q1	Q2	Q3	Q4	FY08	Q1	Q2	Q3	Q4	FY09
<b>Revenue by Geography</b>										
Americas	104.0	113.6	107.1	116.5	<b>441.2</b>	104.7	114.4	103.5		<b>322.6</b>
APAC	6.6	7.9	8.6	8.9	<b>32.4</b>	7.7	9.0	6.9		<b>23.6</b>
EMEA	76.8	97.0	97.1	107.4	<b>378.3</b>	78.5	83.0	63.5		<b>224.9</b>
<b>Total</b>	<b>187.4</b>	<b>218.6</b>	<b>212.8</b>	<b>232.7</b>	<b>851.9</b>	<b>190.9</b>	<b>206.4</b>	<b>173.8</b>		<b>571.1</b>
<b>Deferred Revenue</b>										
License	35.3	36.1	45.3	54.6	<b>54.6</b>	57.8	50.1	50.3		<b>50.3</b>
Maintenance	185.7	126.9	155.5	240.7	<b>240.7</b>	200.6	130.8	137.0		<b>137.0</b>
Services	15.2	13.6	15.2	17.3	<b>17.3</b>	16.7	16.6	13.7		<b>13.7</b>
<b>Total Deferred Revenue</b>	<b>236.3</b>	<b>176.5</b>	<b>216.0</b>	<b>312.6</b>	<b>312.6</b>	<b>275.1</b>	<b>197.5</b>	<b>201.0</b>		<b>201.0</b>
<b>Cash Metrics</b>										
Cash, Cash Equivalents & Investments (1)	490.1	431.6	390.0	488.6	<b>488.6</b>	363.8	312.7	319.6		<b>319.6</b>
Cash from Operations	(20.6)	(49.9)	24.3	127.8	<b>81.6</b>	(14.6)	(43.3)	15.9		<b>(42.0)</b>
Capital Expenditures (2)	2.9	7.9	5.0	27.4	<b>43.2</b>	6.9	9.1	4.5		<b>20.5</b>
Free Cash Flow (3)	(23.5)	(57.8)	19.3	100.4	<b>58.6</b>	(21.5)	(52.4)	11.4		<b>(62.6)</b>
<b>Share Repurchase</b>										
Share Repurchase - number of shares in thousands	5,794.0	331.8	5,458	-	<b>11,584.4</b>	11,477	-	-		<b>11,477</b>
Share Repurchase - \$	53.7	3.1	48.9	-	<b>105.6</b>	100.0	(9.1)	-		<b>91.0</b>
<b>Days Sales Outstanding (DSO)</b>										
DSO	65	65	85	71	<b>71.1</b>	68	59	74		<b>74.0</b>
<b>Deal Metrics</b>										
Average Selling Price (ASP) - New Customer Deals	308	373	646	391	<b>422</b>	296	292	408		<b>330</b>
Average Selling Price (ASP) - Existing Customer Deals	67	72	60	65	<b>66</b>	92	83	60		<b>78</b>
Average Selling Price (ASP) - Total Deals	89	107	133	86	<b>101</b>	123	96	93		<b>103</b>
# of Deals - New Customers	27	37	27	38	<b>129</b>	32	16	22		<b>70</b>
# of Deals - Existing Customers	267	294	290	565	<b>1,416</b>	184	240	212		<b>636</b>
# of Deals - Total	294	331	317	603	<b>1,545</b>	216	256	234		<b>706</b>
# Deals > \$1M	6	2	2	4	<b>14</b>	1	2	1		<b>4</b>
# Deals between \$500K and \$1M	4	8	13	8	<b>33</b>	9	9	9		<b>27</b>

(1) Cash, cash equivalents and investments includes all short and long-term cash, cash equivalents, restricted cash, marketable securities and investments.

(2) Capital Expenditures includes cash paid for property, plant and equipment, as well as net cash paid for acquisitions.

(3) Free Cash Flow is derived by taking Cash from Operations and subtracting Capital Expenditures.