

**Lawson Software, Inc.**  
**Q4 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	441.2	104.7	114.4	103.5	117.2	439.9
APAC	6.6	7.9	8.7	9.2	32.4	7.7	9.0	6.9	7.5	31.1
EMEA	76.8	97.0	97.1	107.4	378.3	78.5	83.0	63.5	61.5	286.4
<b>Total (1)</b>	<b>187.4</b>	<b>218.6</b>	<b>212.9</b>	<b>233.0</b>	<b>851.9</b>	<b>190.9</b>	<b>206.4</b>	<b>173.8</b>	<b>186.2</b>	<b>757.3</b>
<b>Deferred Revenue</b>										
License	35.3	36.1	45.3	54.6	54.6	57.8	50.1	50.3	55.7	55.7
Maintenance	185.7	126.9	155.5	240.7	240.7	200.6	130.8	137.0	224.1	224.1
Services	15.2	13.6	15.2	17.3	17.3	16.7	16.6	13.7	12.7	12.7
<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>292.5</b>	<b>292.5</b>
<b>Cash Metrics</b>										
Cash, Cash Equivalents & Investments (2)	490.1	431.6	390.0	488.6	488.6	363.8	312.7	319.6	425.8	425.8
Cash from Operations	(20.6)	(49.9)	24.3	127.8	81.6	(14.6)	(43.3)	15.9	113.3	71.3
Capital Expenditures	2.9	7.9	5.0	7.1	23.0	6.9	9.1	4.5	8.8	29.3
Free Cash Flow (3)	(23.5)	(57.8)	19.3	120.7	58.6	(21.5)	(52.4)	11.4	104.5	42.0
Cash paid for acquisitions	-	-	-	20.3	20.3	-	-	-	-	-
<b>Share Repurchase</b>										
Share Repurchase - number of shares in thousands	5,794	332	5,458	-	11,584	11,477	-	-	2,216	13,693
Share Repurchase - \$	53.7	3.0	48.9	-	105.6	100.0	(9.1)	-	12.0	103.0
<b>Days Sales Outstanding (DSO)</b>										
DSO	65	65	85	71	71	68	59	74	74	74
<b>Deal Metrics</b>										
Average Selling Price (ASP) - New Customer Deals	308	373	646	391	422	296	292	408	656	397
Average Selling Price (ASP) - Existing Customer Deals	67	72	60	65	66	92	83	60	66	73
Average Selling Price (ASP) - Total Deals	89	107	133	86	101	123	96	93	87	97
# of Deals - New Customers	27	37	27	38	129	32	16	22	18	88
# of Deals - Existing Customers	267	294	290	565	1,416	184	240	212	484	1,120
# of Deals - Total	294	331	317	603	1,545	216	256	234	502	1,208
# Deals > \$1M	6	2	2	4	14	1	2	1	5	9
# Deals between \$500K and \$1M	4	8	13	8	33	9	9	9	10	37

(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.