



M&A for the
digital markets

DATAPPOINT:

Analysis of Lawson Software, Inc. IPO

COMMUNICATIONS

IT SERVICES

SOFTWARE

DecisionPoint International

www.DecisionPointInt.com

Corporate Headquarters – Charlotte, NC

13777 Ballantyne Corporate Place – Suite 400 – Charlotte, NC 28277

704.248.1111

Regional Office – St. Louis, MO

400 Chesterfield Center – Suite 400 – St. Louis, MO 63017

636.537.7825

Lawson Software, Inc.

Initial Public Offering – NASDAQ: LWSN

Company Description

Lawson Software, Inc. is a provider of enterprise software solutions that enhance financial, human resources and supply chain management by facilitating collaboration among customers, partners, buyers and employees. Lawson's solutions help organizations analyze and improve their businesses in the healthcare, retail, professional services, financial services, public sector and other strategic markets. The company also provides professional services that optimize and support the selection and implementation of customers' e-business technology infrastructures. The lawson.insight 8 Series offers end-to-end fully automated, fully integrated business management solutions for: financials, human resources, procurement, distribution, customer relationship management (CRM), professional services automation (PSA) and services automation.

The Offering

Pricing Date:	December 7, 2001
Exchange:	NASDAQ
Ticker:	LWSN
Share Price:	\$14.00
Total Shares Offered:	14.00M
Total Shares Outstanding:	90.94M
% of Company Offered:	15.40%
Market Cap. (at pricing):	\$1.27B
Enterprise Value (at pricing):	\$1.24B

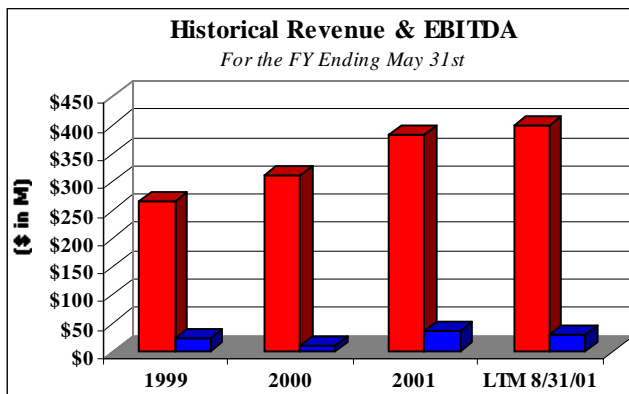
Use of Proceeds

The company will receive net proceeds from the sale of common stock in this offering of approximately \$189.25M (325k shares sold by insiders, approx. 2.25M in underwriting expenses). LWSN will use the IPO to:

- ⊙ Obtain additional capital;
- ⊙ Create a public market for the company's stock;
- ⊙ Acquire other business, products or technologies;
- ⊙ Facilitate future access to equity markets;
- ⊙ Repay outstanding senior subordinated convertible notes due in 2006 (\$10.2M); and
- ⊙ The balance of the proceeds will be allocated for working capital, general and corporate purposes and possible acquisitions.

Timeline of Events

- 12/07/01 -- The company began trading and closed at \$15.82, up 13% for the day.
- 12/06/01 -- The company priced 14M shares at \$14 for next day trading.
- 11/14/01 -- The company decreased its price to \$13-\$15 and increased its number of shares to 14.0M.
- 08/13/01 -- The company set its price to \$15-\$17 and set its number of shares to be offered at 12.7M.
- 06/20/01 -- The company filed for IPO.



Enterprise Value at Pricing /	
LTM Revenue at 08/31/01	LTM EBITDA at 08/31/01
3.1x	42.1x

Enterprise Value at Pricing /	
LQA Revenue at 08/31/01	LQA EBITDA at 08/31/01
3.1x	55.3x

Note:
 *LTM = Latest Twelve Months.
 *LQA = Latest Quarter Annualized.
 *Enterprise Value = Market Capitalization + Net Debt.

The information contained herein was obtained from public sources and should not be relied upon without independent verification.