

Table B
INTUIT INC.
PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (i)
(In thousands, except per share data)
(Unaudited)

	Quarter Ended July 31,		Year Ended July 31,	
	2000	2001	2000	2001
Net revenue	\$ 162,259	\$ 191,169	\$ 1,093,825	\$ 1,261,461
Costs and expenses:				
Cost of products and services	57,347	63,814	282,385	312,040
Customer service and technical support	25,996	33,285	139,550	149,353
Selling and marketing	48,179	55,070	264,367	270,216
Research and development	42,554	51,911	169,083	207,085
General and administrative	18,899	25,304	83,745	102,918
Total costs and expenses	<u>192,975</u>	<u>229,384</u>	<u>939,130</u>	<u>1,041,612</u>
Income (loss) from operations	(30,716)	(38,215)	154,695	219,849
Interest and other income and expense, net	18,462	12,630	48,443	60,366
Income (loss) before income tax and minority interest	<u>(12,254)</u>	<u>(25,585)</u>	<u>203,138</u>	<u>280,215</u>
Income tax (benefit) provision	(4,166)	(8,699)	69,067	95,273
Minority interest	68	196	(135)	794
Net income (loss)	<u>\$ (8,156)</u>	<u>\$ (17,082)</u>	<u>\$ 134,206</u>	<u>\$ 184,148</u>
Basic net income (loss) per share	<u>\$ (0.04)</u>	<u>\$ (0.08)</u>	<u>\$ 0.67</u>	<u>\$ 0.89</u>
Shares used in per share amounts	<u>203,721</u>	<u>209,800</u>	<u>200,770</u>	<u>207,959</u>
Diluted net income (loss) per share	<u>\$ (0.04)</u>	<u>\$ (0.08)</u>	<u>\$ 0.64</u>	<u>\$ 0.86</u>
Shares used in per share amounts	<u>203,721</u>	<u>209,800</u>	<u>211,271</u>	<u>215,355</u>

- (i) This statement of operations information for the quarters and years ended July 31, 2000 and 2001 is for illustrative purposes only and is not prepared in accordance with generally accepted accounting principles. The following table reconciles our GAAP net income from Table A to our Pro forma net income in Table B:

	Quarter Ended July 31,		Year Ended July 31,	
	2000	2001	2000	2001
GAAP net income (loss)	\$ 17,145	\$ (61,289)	\$ 305,661	\$ (82,793)
Pro Forma adjustments:				
Less:				
Gain (loss) on marketable securities and other investments, net	79,034	(10,746)	481,130	(98,053)
Cumulative effect of accounting change, net of taxes \$9,543	--	--	--	14,314
Net loss of divestitures	--	(16,954)	--	(15,315)
	<u>(61,889)</u>	<u>(33,589)</u>	<u>(175,469)</u>	<u>16,261</u>
Add:				
Amortization of purchased software and other	1,762	3,729	8,798	14,949
Acquisition related costs	36,238	42,874	159,260	248,440
Income tax provision (benefit)	15,733	(30,096)	138,117	(95,502)
Reorganization costs	--	--	3,500	--
Pro forma net income (loss)	<u>\$ (8,156)</u>	<u>\$ (17,082)</u>	<u>\$ 134,206</u>	<u>\$ 184,148</u>