

<b>Financial Performance</b>			
(millions excl. EPS)	31-Jul-01	31-Jul-01	
	QTR	FYTD	
<b>Continuing Operations (Pro Forma) *</b>			
Net Revenue	\$191.2	\$1,261.5	
After COGs	\$127.4	\$949.5	
% of Revenue	66.6%	75.3%	
Operating Income	(\$38.2)	\$219.8	
% of Revenue	-20%	17%	
Net Income	(\$17.1)	\$184.1	
Earnings Per Share (sum)	(\$0.08)	\$0.86	
Earnings Per Share (calc)	(\$0.08)	\$0.86	
First Call Consensus	(\$0.10)	\$0.83	
<b>Reported According To GAAP</b>			
Net Revenue	\$191.2	\$1,261.5	
Earnings Per Share	(\$0.29)	(\$0.40)	
Cash and Short-term Investments	\$1,569.4	\$1,569.4	
Capital Expenditures	\$18.1	\$84.7	
Depreciation	\$13.2	\$60.3	
Common Stock Outstanding	210.5	210.5	

<b>Revenue Metrics</b>			
(millions)	31-Jul-01	31-Jul-01	
	QTR	FYTD	
<b>Internet Revenue By Type</b>			
Advertising	\$7.5	\$45.6	
Transaction	\$35.4	\$188.8	
Electronic Distribution	\$24.4	\$166.5	
Total Internet Revenue	\$67.3	\$400.9	
<b>Internet Revenue By Source</b>			
Consumer, Mortgage, Insurance	\$34.4	\$118.1	
Tax	\$2.8	\$170.2	
Small Business, Payroll, Supplies	\$30.1	\$112.6	
Total Internet Revenue	\$67.3	\$400.9	

<b>Highlights - Q4 and FY01</b>	
*Beat the Street EPS consensus estimate by 2 cents for the quarter	
*Impressive growth of 42% in pro forma operating income and 15% revenue growth for full fiscal year	
*FY01 pro forma operating margin up 330 basis points from 14.1 to 17.4%	

<b>Business Operations (Revenue Mix)</b>							
Seasonality can create large quarter-to-quarter variations							
(millions)	Q1 FY01	Q2 FY01	Q3 FY01	Q4 FY01	FY01	FY00	
Japan	\$10.9	\$17.2	\$12.8	\$11.4	\$52.3	\$55.6	
Canada	\$5.0	\$19.9	\$7.7	\$2.0	\$34.6	\$24.8	
Int'l Other	\$2.1	\$1.6	\$3.4	\$3.9	\$11.0	\$13.9	
Small Business	\$41.0	\$96.2	\$47.4	\$34.7	\$219.3	\$208.2	
Financial Supplies	\$28.8	\$33.7	\$26.6	\$28.0	\$117.1	\$110.7	
Payroll Services	\$23.9	\$30.2	\$29.5	\$34.6	\$118.2	\$75.4	
Tax - Consumer	\$7.0	\$83.2	\$171.3	\$10.7	\$272.2	\$216.1	
Tax -Professional	\$5.4	\$109.1	\$61.2	\$4.9	\$180.6	\$163.1	
QuickenLoans	\$17.0	\$20.1	\$35.2	\$40.9	\$113.2	\$56.5	
*** Personal Finance	\$46.6	\$46.4	\$30.0	\$20.1	\$143.1	\$169.5	

<b>Financial Outlook **</b>							
Seasonality can create large quarter-to-quarter variations							
(millions)	Q1 FY02 (est)	Q2 FY02 (est)	Q3 FY02 (est)	Q4 FY02 (est)	FY02 (est)	FY01	FY00
Revenue	\$200-\$210	\$530-\$550	\$520-\$540	\$200-\$210	\$1450-\$1510	\$1,261.5	\$1,093.8
Pro Forma Op Income	(\$63) - (\$60)	\$178-\$180	\$208-\$210	(\$48) - (\$45)	\$275-\$285	\$219.8	\$154.7
Interest Income	\$11.5-\$12.2	\$11.2-\$12.0	\$12.5-\$13.5	\$13.0-\$14.5	\$48.2-\$52.2	\$60.4	\$48.4
EPS Shares	211-213	220-223	223-225	218-221	222-224	215.3	211.3

<b>Key Metrics</b>		
<b>Tax Stats FY01</b>	<b>Small Business Stats FY01</b>	<b>Mortgage Stats FY01</b>
TurboTax units: Fed 5.2 M	New QuickBooks Users: 427,700	Closed loans unit growth: 76%
TurboTax web: Fed 2.4M	QuickBooks unit retail share: 85.4%	Q4 loans generated \$1.05 billion, up 168%
(incl. 1.2M free QTFP units)	QuickBooks retail dollar share: 87.5%	FY01 loans generated \$3.1 billion, up \$110%
TurboTax unit retail share: 69.6%	<b>Payroll Stats FY01</b>	<b>Other Facts</b>
TurboTax retail dollar share: 82.3%	Basic Customers: 644,154	Tax rate for FY02: 33%
Pro Tax Customers: 83,879	Deluxe Customers: 20,003	Tax related businesses include: Consumer Tax, Pro Tax, Canada Tax, Payroll, and Tax Forms
Efile Returns: 13.8M	Premiere Customers: 25,737	<b>Employees (includes temps):</b>
ATR Customers: >150K	<b>Quicken Stats FY01</b>	Current Qtr. FYE 00
	Quicken unit retail share: 75.5%	6018 4917
	Quicken retail dollar share: 78.9%	

\* Excludes acquisition and reorganization costs, pre-tax gains and losses related to marketable securities and other investments, and other similar items

\*\* This contains forward looking information that is subject to risks and uncertainties. Actual results may differ materially due to the factors included in Intuit's August 21, 2001 earnings press release, its fiscal 2000 Form 10K and other recent SEC filings, and at [www.intuit.com/company/investors/considerations.html](http://www.intuit.com/company/investors/considerations.html).

\*\*\* Includes Insurance