

Financial Performance		
(millions excl. EPS)	31-Jan-02 QTR	31-Jan-02 FYTD
<b>Continuing Operations (Pro Forma) *</b>		
Net Revenue	\$547.2	\$756.0
After COS	\$426.2	\$562.6
Income from Operations	\$192.7	\$139.8
% of Revenue	35%	18%
Net Income	134.8	\$107.3
Earnings Per Share (sum)	\$0.61	\$0.48
Earnings Per Share (calc)	\$0.61	\$0.49
First Call Consensus	\$0.57	\$0.42
<b>Reported According To GAAP</b>		
Net Revenue	\$547.2	\$756.0
Earnings Per Share	\$0.55	\$0.13
<b>Cash and Short-term Investments</b>	\$1,493.4	\$1,493.4
<b>Capital Expenditures</b>	\$15.1	\$31.6
<b>Depreciation</b>	\$15.9	\$32.0
<b>Common Stock Outstanding</b>	212.7	212.7

Revenue Metrics		
(millions)	31-Jan-02 QTR	31-Jan-02 FYTD
<b>Company Revenue</b>		
Products	\$422.8	\$537.4
Services	\$106.6	\$183.4
Other	\$17.8	\$35.2
<b>Total Company Revenue</b>	<b>\$547.2</b>	<b>\$756.0</b>
<b>Internet Revenue By Type</b>		
Advertising	\$7.4	\$15.0
Transactions	\$56.2	\$95.2
Electronic Distribution	\$81.5	\$110.6
<b>Total Internet Revenue</b>	<b>\$145.1</b>	<b>\$220.8</b>

Highlights - Q2 and FY02	
*Revenue up 20% over last year	
*Pro forma operating income increased 36%; raising FY02 pro forma operating income guidance by \$20M	
*Beat the pro forma per share consensus by 4 cents	

Business Operations (Revenue Mix)							
Seasonality can create large quarter-to-quarter variations							
(millions)	Q1 FY02	Q2 FY02	Q3 FY02	Q4 FY02	FY02 TD	FY01 TD	FY01
Japan	\$10.4	\$14.8			\$25.2	\$28.1	\$52.3
Canada	\$3.9	\$21.5			\$25.4	\$24.9	\$34.6
Int'l Other	\$1.9	\$5.4			\$7.4	\$3.7	\$11.0
QuickBooks/Bus. Mgt.	\$37.4	\$98.2			\$135.6	\$136.0	\$216.6
Financial Supplies	\$30.3	\$35.6			\$65.9	\$63.6	\$119.5
Employer Services	\$34.1	\$40.0			\$74.1	\$54.1	\$118.2
Construction Bus Serv.		\$2.7			\$2.7		
Tax - Consumer	\$4.2	\$86.1			\$90.3	\$90.6	\$272.2
Tax - Professional	\$6.7	\$139.2			\$146.0	\$114.1	\$181.0
Quicken Loans	\$40.0	\$56.5			\$96.5	\$37.1	\$113.1
Personal Finance	\$39.8	\$47.1			\$86.9	\$93.0	\$143.0

Financial Outlook ** (Pro forma+)						
Seasonality can create large quarter-to-quarter variations						
(millions)	Q1 FY02 (act)	Q2 FY02 (act)	Q3 FY02 (est)	Q4 FY02 (est)	FY02 (est)	FY01
Revenue	\$208.8	\$547.2	\$520-\$544	\$200-\$210	<b>\$1476-\$1510</b>	\$1,261.5
Operating Income+	(\$53.0)	\$192.7	\$210-\$217	(\$50)-(\$47)	<b>\$300-\$310</b>	\$219.8
Interest Income	\$11.8	\$8.5	\$7-\$8	\$6-\$7	<b>\$33-\$35</b>	\$60.4
Shares Used For EPS+	211.0	219.4	221-223	216-218	<b>219-221</b>	215.3

Key Metrics - Q2 and FY02				
Tax Stats FY02	Payroll Stats Q2	FY01	FY02	Other Facts & Info
TurboTax units: Fed 2.9M	Basic customers:	543K	619K	Intuit Named as one of America's Best Companies to
TurboTax web units: Fed 325K	Deluxe customers:	18K	20K	Work For by Fortune
TurboTax retail unit share: 70%	Premier customers:	25K	26K	<b>Employees (includes temps):</b>
TurboTax retail dollar share: 80%	<b>Quicken Stats FY02</b>			Current Qtr. 7,296 FYE 01 6,018
Pro products customers: 86,723	Quicken retail unit share: 70%			
Efile returns: 568K	Quicken retail dollar share: 74%			
<b>Small Business Stats FY02</b>	<b>Quicken Loans Stats Q2</b>			
QuickBooks retail unit share: 80%	Closed loans unit growth: 147%			
QuickBooks retail dollar share: 85%	Loans generated \$1.5B			

\*Excludes acquisition related costs, pre-tax gains and losses related to marketable securities and other investments, and other similar items. See Table B2 of accompanying press release.

\*\*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 February 13, 2002 earnings press release, its fiscal 2001 Form 10-K and other SEC filings, and at [www.intuit.com/company/investors/considerations.html](http://www.intuit.com/company/investors/considerations.html).