

Financial Outlook <sup>[A]</sup>						
(millions)	ACTUAL Q1 FY04	ACTUAL Q2 FY04	GUIDANCE Q3 FY04	(in future) Q4 FY04	GUIDANCE FY04	ACTUAL FY03
QuickBooks	\$42.8	<b>\$101.3</b>	\$55-\$65			\$242.8
% of change YOY	11%	<b>8%</b>	(1%)-17%		<b>0%-10%</b>	24%
Small Business Products & Services	\$123.1	<b>\$145.3</b>	\$125-\$140			\$454.9
% of change YOY	22%	<b>20%</b>	9%-22%		<b>15%-25%</b>	35%
TurboTax	\$5.2	<b>\$130.0</b>	\$320-\$350			\$422.9
% of change YOY	(15%)	<b>36%</b>	2%-12%		<b>10%-20%</b>	20%
Vertical Businesses	\$26.3	<b>\$26.1</b>	\$26-\$30			\$94.8
% of change YOY	40%	<b>9%</b>	1%-17%		<b>15%-25%</b>	New
Prof. Accounting Solutions	\$6.9	<b>\$156.8</b>	\$85-\$95			\$243.4
% of change YOY	7%	<b>4%</b>	6%-18%		<b>7%-12%</b>	8%
All Other	\$38.2	<b>\$76.8</b>	\$50-\$60			\$191.9
% of change YOY	(9%)	<b>4%</b>	12%-34%		<b>5%-15%</b>	2%
Total Revenue	\$242.5	<b>\$636.3</b>	\$685-\$725		<b>\$1850-\$1950</b>	\$1,650.7
% of change YOY	14%	<b>14%</b>	8%-14%		<b>12%-18%</b>	26%
Operating Income <sup>[B]</sup>	(\$80.1)	<b>\$228.7</b>	\$335-\$355		<b>\$480-\$510</b>	\$399.8
% of change YOY	NA	<b>24%</b>	4%-11%		<b>20%-28%</b>	46%
Interest & Other Income	\$7.5	<b>\$7.2</b>	\$3-\$5		<b>\$20-\$25</b>	\$38.7
% of change YOY	NA	<b>-8%</b>	(63%)-(39%)		<b>(48%)-(35%)</b>	42%
EPS <sup>[B]</sup> not in millions	(\$0.24)	<b>\$0.77</b>	\$1.12-\$1.16		<b>\$1.60-\$1.70</b>	\$1.39
% of change YOY	NA	<b>26%</b>	7%-10%		<b>15%-22%</b>	51%
Weighted Shares	198.7	<b>203.4</b>	200-205		<b>202-207</b>	211
Tax Rate	34%	<b>34%</b>	34%		<b>34%</b>	33%

Corporate Metrics			
	FYE/03	Q2/03	Q2/04
Capital expenditure	\$84.7M	\$27.2M	\$28.1M
Depreciation	\$73.8M	\$17.7M	\$19.4M
Common Stock Outst.	199.5M	205.7M	197.2M
Full Time Employees	6,624	7,195	7,499

Segment Composition
<b>QuickBooks</b>
Core (Basic, Pro, 5-Pack, Mac)
Premier (incl. POS)
Enterprise
Online Edition
OEM and Royalties
<b>Small Business Products &amp; Services</b>
Payroll (DIY, OSP)
IT Solutions
Support Programs
Supplies
Merchant Account Services
Customer Manager
Financial Statement Reporter
<b>TurboTax</b>
Basic, Deluxe, Premier
<b>Professional Accounting Solutions</b>
ProSeries, Lacerte
EasyACCT
PAP
Client Manager
<b>Vertical Businesses</b>
Intuit Construction Business Solutions
Intuit Public Sector Solutions
Intuit Real Estate Solutions (MRI)
Intuit Distribution Management Solutions (Eclipse)

<sup>[A]</sup>As of February 18, 2004, 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 18, 2004 earnings press release and SEC filings and at [www.intuit.com/company/investors/considerations.html](http://www.intuit.com/company/investors/considerations.html).

<sup>[B]</sup>These are pro forma, or non-GAAP, financial measures. They exclude acquisition related costs, pre-tax gains and losses related to marketable securities and other investments, and other similar items. See Tables D1 and D2 of accompanying press release.

<b>Business Metrics</b>									
	Q2/FY02	Q3/FY02	Q4/FY02	Q1/FY03	Q2/FY03	Q3/FY03	Q4/FY03	Q1/FY04	Q2/FY04
<b>QuickBooks</b>									
Basic & Pro units (thousands)	302	325	217	195	308	285	217	163	262
Premier units	16	23	17	15	37	35	35	26	62
Enterprise units	0	0	1	1	1	1	1	1	1
Total QuickBooks units sold <sup>[D]</sup>	318	348	235	211	346	321	253	190	325
Average Sales Price	\$207	\$203	\$223	\$217	\$238	\$241	\$255	\$253	\$249
Sell Thru Channel Mix <sup>[E]</sup>									
% of units at retail	65%	60%	64%	65%	56%	56%	49%	64%	54%
% of dollars at retail	61%	63%	64%	63%	54%	55%	47%	59%	49%
QuickBooks Retail Share <sup>[C]</sup>									
Unit share FYTD	82%	83%	84%	76%	80%	82%	82%	78%	82%
Dollar share FYTD	87%	89%	89%	83%	87%	89%	89%	85%	89%
<b>Small Business Products &amp; Services (selected)</b>									
Payroll Customers (thousands)									
DIY (Basic)	619	661	675	665	681	711	739	753	776
Outsourced	47	48	60	63	66	66	67	69	71
<b>Consumer Tax</b>									
Federal TurboTax (millions)									
Desktop units retail	1.7	2.4	NM	NM	2.1	2.1	NM	NM	2.4
Desktop units direct	1.2	0.2	NM	NM	1.0	0.9	NM	NM	1.2
Web units paid	0.2	2.0	NM	NM	0.3	2.1	0.1	NM	0.4
Web units unpaid	0.1	0.9	NM	NM	0.1	1.2	NM	NM	0.1
Total TurboTax units <sup>[D]</sup>	3.2	5.5	NM	NM	3.5	6.3	0.1	NM	4.1
TurboTax Efile returns (millions)	0.6	11.0	NM	NM	1.1	11.0	0.2	NM	1.3
Sell Thru Channel Mix <sup>[E]</sup>									
% of dollars at retail	54%	37%	NM	NM	50%	32%	NM	NM	51%
Federal TurboTax Retail Share <sup>[C]</sup>									
Unit share FYTD	72%	71%	71%	NM	72%	71%	71%	NM	70%
Dollar share FYTD	81%	81%	81%	NM	80%	79%	79%	NM	79%
<b>Professional Accounting Solutions</b>									
Professional Accounting Tax units (thousands)	86	9	NM	NM	89	7	NM	NM	90
Efile returns (millions)	0.3	6.0	NM	NM	0.5	7.8	NM	NM	0.7

<sup>[C]</sup>Source: NPD Group NPD Techworld Monthly Retail Software Report through July 2003 for FY02 and FY03. NPD Group Monthly Retail Software Report through December plus the NPD Group NPD Techworld weekly Retail Software Report for the month of January through 1/24/04 for FY04

<sup>[D]</sup>End-user purchases -- or products customers have acquired and/or paid for at both retail and direct.

<sup>[E]</sup>Estimate based on subset of retailers reporting

NM: Not Meaningful