

Financial Outlook						
(millions)	ACTUAL Q1 FY04	ACTUAL Q2 FY04	ACTUAL Q3 FY04	ACTUAL Q4 FY04	ACTUAL FY04	ACTUAL FY03
QuickBooks	\$42.8	\$101.3	\$73.0	\$55.5	\$272.6	\$242.8
% of change YOY	11%	8%	31%	1%	12%	24%
Small Business Products & Services	\$123.1	\$145.3	\$137.6	\$138.5	\$544.6	\$454.9
% of change YOY	22%	20%	20%	18%	20%	35%
TurboTax	\$5.2	\$130.0	\$344.7	\$10.1	\$490.0	\$422.9
% of change YOY	(15%)	36%	10%	19%	16%	20%
Vertical Businesses	\$26.3	\$26.1	\$27.5	\$29.2	\$109.1	\$94.8
% of change YOY	40%	9%	7%	11%	15%	New
Prof. Accounting Solutions	\$6.9	\$156.8	\$82.5	\$5.7	\$251.9	\$243.4
% of change YOY	7%	4%	3%	(9%)	3%	8%
All Other	\$38.2	\$76.8	\$47.6	\$36.9	\$199.5	\$191.9
% of change YOY	(9%)	4%	6%	16%	4%	2%
Total Revenue	\$242.5	\$636.3	\$713.0	\$275.9	\$1,867.7	\$1,650.7
% of change YOY	14%	14%	12%	13%	13%	26%
GAAP Operating Income	(\$89.4)	\$218.6	\$347.1	(\$56.0)	\$420.3	\$343.2
Operating Income ^[A]	(\$80.1)	\$228.7	\$356.9	(\$28.7)	\$476.9	\$399.8
% of change YOY	NA	24%	11%	NA	19%	46%
Interest & Other Income	\$7.5	\$7.2	\$4.8	\$11.4	\$30.8	\$38.7
% of change YOY	(15%)	(8%)	(42%)	(18%)	(20%)	42%
GAAP Diluted EPS	(\$0.27)	\$0.73	\$1.33	(\$0.22)	\$1.58	\$1.63
Diluted EPS ^[A] <small>not in millions</small>	(\$0.24)	\$0.77	\$1.20	(\$0.06)	\$1.67	\$1.39
% of change YOY	NA	26%	14%	NA	20%	51%
Weighted Shares	198.7	203.4	198.7	190.9	200.1	211
Tax Rate ^[A]	34%	34%	34%	34%	34%	33%

Corporate Metrics				
	FYE/04	FYE/03	Q4/04	Q4/03
Capital Expenditure	\$118.1M	\$84.7M	\$31.9M	\$14.1M
Depreciation	\$77.6M	\$73.8M	\$20.3M	\$18.7M
Common Stock Outst.	190.1M	199.5M	190.1M	199.5M
Full Time Employees	6,698	6,624	6,698	6,624

FY04 Segment Composition
QuickBooks
Core (Basic, Pro, 5-Pack, Mac)
Premier
Point of Sale
Enterprise
Online Edition
OEM and Royalties
Small Business Products & Services
Payroll (Do It Yourself, Outsourced Payroll)
IT Solutions
QuickBooks Support Programs
Financial Supplier
Merchant Account Services
Consumer Tax (TurboTax)
ProTax
ProSeries
Lacerte
Vertical Businesses
Intuit Construction Business Solutions
Intuit Public Sector Solutions
Intuit Real Estate Solutions (MRI)
Intuit Distribution Management Solutions (Eclipse)

[A]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 B1, B2 and D2 for further explanation and GAAP reconciliation.

Business Metrics									
	Q4/FY02	Q1/FY03	Q2/FY03	Q3/FY03	Q4/FY03	Q1/FY04	Q2/FY04	Q3/FY04	Q4/FY04
QuickBooks									
Basic & Pro units (thousands)	217	195	308	285	217	163	262	312	205
Premier units	17	15	37	35	35	26	62	60	44
Enterprise units	1	1	1	1	1	1	1	1	2
Total QuickBooks units sold[C]	235	211	346	321	253	190	325	373	251
Average Sales Price	\$223	\$217	\$238	\$241	\$255	\$256	\$254	\$256	\$269
Sell Thru Channel Mix[D]									
% of units at retail	64%	65%	56%	56%	49%	64%	54%	50%	60%
% of dollars at retail	64%	63%	54%	55%	47%	59%	49%	48%	53%
QuickBooks Retail Share[B]									
Unit share FYTD	84%	76%	80%	82%	82%	78%	82%	83%	83%
Dollar share FYTD	89%	83%	87%	89%	89%	85%	89%	90%	90%
Small Business Products & Services (selected)									
Payroll Customers (thousands)									
Do It Yourself (standard)	675	665	681	711	739	753	776	806	807
Premier	26	26	25	25	24	24	23	22	21
Branded Outsourced	35	36	41	41	43	45	48	50	51
Total Payroll Customers	736	727	747	777	806	822	847	878	879
Consumer Tax									
Federal TurboTax (millions)									
Desktop units retail	NM	NM	2.1	2.1	NM	NM	2.4	2.3	NM
Desktop units direct	NM	NM	1.0	0.9	NM	NM	1.2	0.5	NM
Web units paid	NM	NM	0.3	2.1	0.1	NM	0.4	2.4	NM
Web units unpaid	NM	NM	0.1	1.2	NM	NM	0.1	0.6	NM
Total TurboTax units[C]	NM	NM	3.5	6.3	0.1	NM	4.1	5.8	NM
TurboTax Efile returns (millions)	NM	NM	1.1	11.0	0.2	NM	1.3	11.6	0.1
Sell Thru Channel Mix[D]									
% of dollars at retail	NM	NM	50%	32%	NM	NM	51%	30%	NM
Federal TurboTax Retail Share[B]									
Unit share FYTD	71%	NM	72%	71%	71%	NM	71%	72%	72%
Dollar share FYTD	81%	NM	80%	79%	79%	NM	81%	82%	82%
Professional Accounting Solutions									
Professional Accounting Tax units (thousands)	NM	NM	89	7	NM	NM	90	7	NM
Efile returns (millions)	NM	0.1	0.5	8.0	0.2	0.2	0.6	12.7	0.4

[B]Source: NPD Group NPD Techworld Monthly Retail Software Report through July 2003 for FY02 and FY03. NPD Group Monthly Retail Software report through June.

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

[D]Estimate based on subset of retailers reporting

NM: Not Meaningful

Intuit Facts ...

Intuit Inc.

FY05 Financial Outlook^[E]

Investor Relations (650) 944-5401

NASDAQ: INTU

Guidance (Excludes Intuit Public Sector Solutions)			
(millions)	Q1 FY05 E	FY05 E	FY04A
<u>Small Business</u>			
QuickBooks Related			\$653.9
% of change YOY		5%-10%	18%
Other Small Business			259.6*
% of change YOY		6%-12%	14%
<u>Tax</u>			
Consumer Tax			\$490.0
% of change YOY		5%-10%	16%
Professional Tax			\$251.9
% of change YOY		0%-5%	3%
<u>Other Business</u>			
% of change YOY		0%-5%	4%
Total Revenue	\$251-\$263	\$1,966 - \$2,022	1854.9*
% of change YOY	5%-10%	6%-9%	13%
Pro forma Operating Income ^(A)	(\$85)-(\$75)	\$535-\$559	\$476.9
Operating Margin %	NA	26%-28%	25.5%
GAAP Operating Income	(\$93)-(\$83)	\$503-\$527	440.9*
Other Interest & Expense	\$2.0-\$3.0	\$17-\$20	\$30.8
Pro forma EPS^(A)	(\$0.29)-(\$0.25)	\$1.93-\$2.01	\$1.67
% of change YOY	NA	15%-20%	20%
GAAP EPS	(\$0.32)-(\$0.28)	\$1.82-\$1.90	\$1.58
Basic Share Count	189-191	185-190	195.5
Fully Diluted Share Count	NA	189-194	200.1
Pro forma Tax Rate ^(A)	35%	34%	34%

Segment Composition

Small Business

QuickBooks Related

QuickBooks Software
 Financial Supplies
 Do It Yourself Payroll
 Point of Sale
 QuickBooks Support Programs
 Merchant Account Services

Other Small Business

Outsourced Payroll
 IT Solutions
 Intuit Construction Business
 Intuit Real Estate Solutions (MRI)
 Intuit Distribution Management Solutions (Eclipse)

Tax

Consumer Tax (TurboTax)

Professional Tax

ProSeries
 Lacerte

Other

Other Business

Quicken
 Non-US

* FY04 revenue excludes IPSS revenue of \$12.8 million where noted. FY04 GAAP Operating Income excludes IPSS operating loss of \$20.6 million. All other FY04 results include IPSS.

[E] All of the information provided in the tables entitled "Detailed Guidance" that is not located under a column with a heading "FY04 A" pages accompanying the fact sheet for important information related to these statements. See tables D1 and D2 for GAAP reconciliation.

Cautions About Forward-Looking Statements

These Fact Sheets contain forward-looking statements regarding our forecasts of expected financial results. All of the information provided in the tables entitled "Detailed Guidance" that is not located under a column with a heading "FY04 A" is forward-looking information. A number of risks and uncertainties may cause our actual results to differ materially from our expressed expectations. Some of the important factors that could cause our results to differ include the following: product introductions and price competition from our competitors, including competition from Microsoft in our software businesses and governmental encroachment in our tax businesses, can have unpredictable negative effects on our revenue, profitability and market position; we are implementing new information systems and problems with the design or implementation of these new systems could interfere with our ability to ship and deliver products and gather information to effectively manage our business; revenue growth for some of our products is slowing and we must successfully introduce new products and services to meet our growth and profitability objectives; our new product offerings may not succeed or they may negatively impact our profitability if customers elect to purchase lower-priced simplified offerings; our revenue and earnings are highly seasonal and may cause significant quarterly fluctuations in our financial results; litigation involving intellectual property, antitrust, shareholder and other matters may increase our costs; and our failure to maintain reliable and responsive service levels for our offerings could cause us to lose customers and negatively impact our revenues and profitability. More details about these and other risks that may impact our business are included in our Form 10-K for fiscal 2003 and in subsequent Form 10-Q, and other SEC filings. You can locate these reports through our website at http://www.intuit.com/about_intuit/investors. We do not undertake any duty to update the information in this press release except as otherwise required by law.