

Financial Summary							Corporate Metrics			
(millions)	Actual Q1 FY04	Actual Q2 FY04	Actual Q3 FY04	Actual Q4 FY04	Actual FY04	Actual Q1 FY05	Q1/04	FYE/04	Q1/05	
Revenue:										
<u>Small Business</u>										
QuickBooks Related	\$129.9	\$201.4	\$169.9	\$152.7	\$653.9	\$145.6				
% of change YOY	19%	16%	27%	13%	18%	12%				
Intuit Branded Small Business	\$59.1	\$68.4	\$65.1	\$66.9	\$259.6	\$66.7				
% of change YOY	29%	10%	10%	12%	14%	13%				
<u>Tax</u>										
Consumer Tax	\$5.2	\$130.0	\$344.7	\$10.1	\$490.0	\$5.0				
% of change YOY	-15%	36%	10%	19%	16%	-3%				
Professional Tax	\$6.9	\$156.8	\$82.5	\$5.7	\$251.9	\$7.4				
% of change YOY	7%	4%	3%	-9%	3%	7%				
<u>Other Business</u>	\$38.2	\$76.8	\$47.6	\$36.9	\$199.5	\$41.2				
% of change YOY	-9%	4%	6%	16%	4%	8%				
Total Revenue	\$239.3	\$633.4	\$709.8	\$272.3	\$1,854.9	\$266.0				
% of change YOY	14%	14%	12%	13%	13%	11%				
GAAP Operating Income	(\$88.7)	\$219.4	\$347.6	(\$37.3)	\$440.9	(\$77.4)				
Pro forma Operating Income ^[A]	(\$79.7)	\$229.2	\$357.1	(\$29.0)	\$477.6	(\$69.6)				
Operating Margin %	NA	36%	50%	NA	26%	NA				
Interest and Other Income	\$7.5	\$7.2	\$4.8	\$11.4	\$30.8	\$4.0				
GAAP EPS	(\$0.27)	\$0.73	\$1.33	(\$0.22)	\$1.58	(\$0.24)				
Pro forma EPS ^[A]	(\$0.24)	\$0.77	\$1.20	(\$0.06)	\$1.68	(\$0.23)				
% of change YOY	NA				20%	NA				
Basic Share Count	198.7	197.7	194.5	190.9	195.5	188.3				
Fully Diluted Share Count	NA	203.4	198.7	NA	200.1	NA				
Pro forma Tax Rate ^[A]	34%	34%	34%	34%	34%	34%				
							Portfolio and Segment Composition			
							<u>Small Business</u>			
							QuickBooks Related			
							QuickBooks Software			
							Financial Supplies			
							QuickBooks do-it-yourself payroll			
							Point of Sale			
							QuickBooks Support Programs			
							Innovative Merchant Solutions			
							Intuit Branded Small Business			
							Outsourced Payroll			
							IT Solutions			
							Intuit Construction Business Solutions			
							Intuit Real Estate Solutions (MRI)			
							Intuit Distribution Management Solutions (Eclipse)			
							<u>Tax</u>			
							Consumer Tax (TurboTax)			
							Professional Tax			
							ProSeries			
							Lacerte			
							<u>Other</u>			
							Other Business			
							Quicken			
							Non-US			

[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 B, D1 and D2 of accompanying press releases for GAAP reconciliations.

Business Metrics											
Units in thousands, except where noted	Q1/FY03	Q2/FY03	Q3/FY03	Q4/FY03	FY03	Q1/FY04	Q2/FY04	Q3/FY04	Q4/FY04	FY04	Q1/FY05
QuickBooks Related											
Basic, Pro and Simple Start	195	308	285	217	1,005	163	262	312	205	942	152
Premier units	15	37	35	35	122	26	62	60	44	192	32
Enterprise units	1	1	1	1	4	1	1	1	2	5	2
Total QuickBooks units sold[C]	211	346	321	253	1,131	190	325	373	251	1,139	186
Average Sales Price	\$225	\$233	\$236	\$246	\$235	\$265	\$268	\$254	\$276	\$265	\$287
Sell Thru Channel Mix[D] % of dollars at retail	63%	54%	55%	47%	54%	59%	49%	48%	53%	51%	62%
QuickBooks Retail Share[B] Unit share FYTD	76%	80%	82%	82%	82%	78%	82%	83%	83%	83%	82%
Dollar share FYTD	83%	87%	89%	89%	89%	85%	89%	90%	91%	91%	88%
QuickBooks do-it-yourself payroll (customers)	665	681	711	739	739	753	776	806	807	807	816
Intuit Branded Small Business (selected)											
Payroll Customers Premier	26	25	25	24	24	24	23	22	21	21	20
Branded Outsourced (Assisted & Complete)	36	41	41	43	43	45	48	50	51	51	51
Total Payroll Customers	62	66	66	67	67	69	71	72	72	72	71
Consumer Tax											
Federal TurboTax (millions) Desktop units retail	NM	2.1	2.1	NM	4.2	NM	2.4	2.3	NM	4.7	NM
Desktop units direct	NM	1.0	0.9	NM	1.9	NM	1.2	0.5	NM	1.7	NM
Web units paid	NM	0.3	2.1	0.1	2.4	NM	0.4	2.4	NM	2.8	NM
Web units unpaid	NM	0.1	1.2	NM	1.3	NM	0.1	0.6	NM	0.7	NM
Total TurboTax units[C]	NM	3.5	6.3	0.1	9.8	NM	4.1	5.8	NM	9.9	NM
TurboTax Efile returns (millions)	NM	1.1	11.0	0.2	12.3	NM	1.3	11.6	0.2	13.1	NM
Sell Thru Channel Mix[D] % of dollars at retail	NM	50%	32%	NM	36%	NM	51%	30%	NM	36%	NM
Federal TurboTax retail share[B] Unit share FYTD	NM	72%	71%	71%	71%	NM	71%	72%	72%	72%	NM
Dollar share FYTD	NM	80%	79%	79%	79%	NM	81%	82%	82%	82%	NM
Revenue per customer											
Professional Tax											
Professional Tax units	NM	89	7	NM	96	NM	90	7	NM	97	NM
Efile returns (millions)	0.1	0.5	8.0	0.2	8.8	0.2	0.6	12.7	0.4	13.9	0.7

[B]Source: NPD Group NPD Techworld Monthly Retail Software Report through July 2004 for FY03 and FY04. NPD Group Monthly Retail Software report through the first 3 weeks of October

[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 ...

FY05 Financial Outlook ^[E]

Intuit Inc.

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Guidance					
	Guidance Q2 FY05	Guidance Q3 FY05	Guidance Q4 FY05	Guidance FY05	Actual FY04
(millions)					
Revenue:					
<u>Small Business</u>					
QuickBooks Related					\$653.9
% of change YOY				5%-10%	18%
Intuit Branded Small Bus.					\$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	\$625 - \$645	\$780 - \$810	\$285 - \$305	\$1,966 - \$2,022	\$1,854.9
% of change YOY	(1%) - 2%	10% - 14%	5% - 12%	6%-9%	13%
Pro forma Operating Income ^[A]	\$200 - \$215			\$535-\$559	\$477.6
Operating Margin %				26%-28%	26%
GAAP Operating Income	\$192 - \$207			\$503-\$527	\$440.9
Interest and Other Income	\$4 - \$5			\$17-\$20	\$30.8
Pro forma EPS^[A]	\$0.72 - \$0.77	\$1.46 - \$1.51	(\$0.08) - (\$0.04)	\$1.93-\$2.01	\$1.68
GAAP EPS	\$0.69 - \$0.74	\$1.43 - \$1.48	(\$0.11) - (\$0.07)	\$1.82-\$1.90	\$1.58
Basic Share Count	NA			185-190	195.5
Fully Diluted Share Count	189 - 192			189-194	200.1
Pro forma Tax Rate ^[A]	34%	34%	34%	34%	34%

Portfolio and Segment Composition	
<u>Small Business</u>	
QuickBooks Related	
QuickBooks Software	
Financial Supplies	
QuickBooks do-it-yourself payroll	
Point of Sale	
QuickBooks Support Programs	
Innovative Merchant Solutions	
<u>Intuit Branded Small Business</u>	
Outsourced Payroll	
IT Solutions	
Intuit Construction Business Solutions	
Intuit Real Estate Solutions (MRI)	
Intuit Distribution Management Solutions (Eclipse)	
<u>Tax</u>	
Consumer Tax (TurboTax)	
Professional Tax	
ProSeries	
Lacerte	
<u>Other</u>	
Other Business	
Quicken	
Non-US	

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[E]All of the numbers provided in the table entitled "Guidance," other than those under the heading "FY04A" are forward-looking statements. Please see the information under the caption "Cautions About Forward-Looking Statements" in the pages accompanying this fact sheet for important information to assess when evaluating these statements.