

# Intuit Facts

Q2 FY06

Intuit Inc.

Investor Relations (650) 944-6165

NASDAQ: INTU

Financial Summary								Guidance <sup>[D]</sup>		
(\$ millions)	Q1 FY05	Q2 FY05	Q3 FY05	Q4 FY05	FY05	Q1 FY06	Q2 FY06	Q3 FY06	Q4 FY06	FY06
<b>Revenue:</b>										
<b>Small &amp; Medium Business</b>										
QuickBooks Related	\$145.6	\$222.3	\$196.6	\$188.4	\$753.0	\$178.1	\$259.0			\$843-\$858
% change YOY	12%	10%	16%	23%	15%	22%	16%			12%-14%
Intuit-Branded Small Business	\$53.5	\$60.7	\$56.4	\$60.2	\$230.7	\$58.2	\$69.6			\$242-\$254
% change YOY	14%	9%	9%	14%	11%	9%	15%			5%-10%
<b>Tax</b>										
Consumer Tax	\$5.0	\$141.1	\$419.0	\$5.6	\$570.7	\$7.9	\$190.3			\$628-\$639
% change YOY	-3%	9%	22%	-45%	16%	57%	35%			10%-12%
Professional Tax	\$7.4	\$150.6	\$99.8	\$7.2	\$265.0	\$8.9	\$150.5			\$265-\$278
% change YOY	7%	-4%	21%	27%	5%	20%	0%			0%-5%
Other Businesses	\$41.2	\$73.5	\$63.1	\$40.5	\$218.3	\$51.0	\$73.3			\$229-\$240
% change YOY	8%	-4%	32%	10%	9%	24%	0%			5%-10%
<b>Total Revenue</b>	<b>\$252.8</b>	<b>\$648.2</b>	<b>\$834.9</b>	<b>\$301.8</b>	<b>\$2,037.7</b>	<b>\$304.1</b>	<b>\$742.7</b>	<b>\$860-\$880</b>	<b>\$310-\$330</b>	<b>\$2,220-\$2,260</b>
% change YOY	11%	4%	20%	17%	13%	20%	15%	3%-5%	3%-9%	9%-11%
GAAP Operating Income (Loss)	(\$82.2)	\$218.2	\$422.2	(\$34.2)	\$524.1	(\$102.6)	\$242.2	\$416-\$426		\$501-\$521
Non-GAAP Operating Income (Loss) <sup>[A]</sup>	(\$73.5)	\$226.6	\$429.8	(\$26.5)	\$556.4	(\$75.5)	\$266.3	\$440-\$450		\$600-\$620
Non-GAAP Operating Margin % <sup>[A]</sup>	NA	35%	51%	NA	27%	NA	36%			27%-28%
Interest and Other Income <sup>[C]</sup>	\$3.9	\$3.0	\$5.7	\$14.2	\$26.7	\$6.3	\$5.3			
GAAP Share Based Compensation Expense <sup>[B]</sup>	\$1.6	\$1.6	\$1.1	\$1.1	\$5.5	\$20.4	\$17.7			
GAAP EPS Share Based Compensation Expense <sup>[B]</sup>	(\$0.01)	(\$0.01)	\$0.00	\$0.00	(\$0.02)	(\$0.07)	(\$0.06)			
<b>GAAP Diluted EPS<sup>[E]</sup></b>	<b>(\$0.24)</b>	<b>\$0.77</b>	<b>\$1.61</b>	<b>(\$0.11)</b>	<b>\$2.03</b>	<b>(\$0.26)</b>	<b>\$1.02</b>	<b>\$1.54-\$1.58</b>	<b>(\$0.17)-(\$0.15)</b>	<b>\$2.16-\$2.21</b>
<b>Non-GAAP Diluted EPS<sup>[A]</sup></b>	<b>(\$0.24)</b>	<b>\$0.80</b>	<b>\$1.54</b>	<b>(\$0.08)</b>	<b>\$2.01</b>	<b>(\$0.25)</b>	<b>\$0.97</b>	<b>\$1.62-\$1.66</b>	<b>(\$0.09)-(\$0.07)</b>	<b>\$2.27-\$2.32</b>
Basic Share Count	188.3	186.3	183.4	180.3	184.6	177.4	175.1			174-176
Diluted Share Count	188.3	190.1	186.9	180.3	188.4	177.4	181.8	179-180		180-182
GAAP Tax Rate <sup>[E]</sup>	42%	34%	30%	NA	33%	37%	37%			35%
Non-GAAP Tax Rate <sup>[A]</sup>	34%	34%	34%	NA	35%	35%	35%			35%
Capital Expenditures					\$69.5M					
Depreciation					\$100.0M					

Note: All amounts except GAAP EPS exclude information related to Intuit Information Technology Solutions, which we sold in the second quarter of fiscal 2006.

<sup>[A]</sup>These are non-GAAP financial measures. See tables B1, B2, E1 and E2 of the accompanying press release for reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures.

<sup>[B]</sup>Beginning in the quarter ended January 31, 2006, we have begun excluding compensation expense related to restricted stock and restricted stock units from our non-GAAP results, consistent with our historical treatment of compensation expense related to employee stock options. All historical non-GAAP results and forward-looking guidance reflect this change.

<sup>[C]</sup>Interest and other income includes \$7.5 million in variable royalty income from the purchaser of our former Quicken Loans business in Q4 FY05.

<sup>[D]</sup>All of the numbers provided in the table entitled "Guidance," are forward-looking statements. Please see "Cautions About Forward-Looking Statements"

in the pages accompanying this press release for important information to assess when evaluating these statements. Actual future results may differ materially due to a number of risks and uncertainties.

<sup>[E]</sup>In accordance with GAAP, diluted EPS includes ITS results for all periods presented. The GAAP tax rate and GAAP diluted EPS for fiscal 2005 also include the reversal of reserves related to potential income tax exposures that have been resolved. The non-GAAP tax rate and Non-GAAP EPS do not reflect the benefit of those reserve reversals.

Segments: QuickBooks Related - QuickBooks Software, QuickBooks Payroll, Financial Supplies, Innovative Merchant Solutions; Intuit-Branded Small Business - Outsourced Payroll, Intuit Real Estate Solutions, Intuit Distribution Management Solutions, Intuit Construction Business Solutions; Consumer Tax - TurboTax; Professional Tax - ProSeries, Lacerte; Other Businesses - Quicken, Canada/UK

<b>Business Metrics</b>											
Units in thousands, except where noted	Q2/FY04	Q3/FY04	Q4/FY04	FY04	Q1/FY05	Q2/FY05	Q3/FY05	Q4/FY05	FY05	Q1/FY06	Q2/FY06
<b>QuickBooks Related<sup>[F]</sup></b>											
Simple Start, Basic, and Pro	262	312	205	942	152	351	353	241	1,097	213	414
Premier	62	60	44	192	32	80	63	46	221	36	107
Enterprise	1	1	2	5	2	3	3	2	10	3	3
QuickBooks Online Edition	3	4	2	10	5	8	7	8	28	7	12
Total QuickBooks software units sold	328	377	253	1,149	191	442	426	297	1,356	259	536
QuickBooks Desktop subscriptions	0	0	0	0	0	46	84	109	109	124	142
QuickBooks Online Edition subscriptions	15	19	21	21	26	34	41	49	49	56	68
Total QuickBooks Software subscriptions <sup>[G]</sup>	15	19	21	21	26	80	125	158	158	180	210
<b>QuickBooks Retail Share<sup>[H]</sup></b>											
Unit share FYTD	82%	83%	83%	83%	83%	86%	88%	88%	88%	85%	89%
Dollar share FYTD	89%	90%	91%	91%	89%	90%	92%	91%	91%	89%	91%
Merchant Account Services customers	92	101	106	106	114	120	123	127	127	139	148
Quickbooks Do-It-Yourself Payroll customers	776	806	807	807	816	837	844	837	837	853	881
<b>Intuit-Branded Small Business (selected)</b>											
<b>Outsourced Payroll Customers</b>											
Premier	23	22	21	21	20	19	17	15	15	15	14
Branded Outsourced (Assisted & Complete)	48	50	51	51	51	53	54	54	54	55	59
Total Outsourced Payroll Customers	71	72	72	72	71	72	71	69	69	70	73
<b>Consumer Tax<sup>[H]</sup></b>											
<b>Federal TurboTax (millions)</b>											
Desktop units retail	2.4	2.3	NM	4.7	NM	2.6	2.7	NM	5.3	NM	2.5
Desktop units direct	1.2	0.5	NM	1.7	NM	1.1	0.6	NM	1.7	NM	1.0
Web units paid	0.4	2.4	NM	2.8	NM	0.6	2.7	NM	3.4	NM	0.9
Free File Alliance	0.1	0.6	NM	0.7	NM	0.4	1.8	NM	2.2	NM	0.2
Total TurboTax federal units	4.1	5.8	NM	9.9	NM	4.7	7.8	NM	12.6	NM	4.7
<b>Federal TurboTax retail share<sup>[H]</sup></b>											
Unit share FYTD	71%	72%	72%	72%	NM	80%	79%	79%	79%	NM	80%
Dollar share FYTD	81%	82%	82%	82%	NM	85%	85%	85%	85%	NM	85%
<b>Professional Tax</b>											
Professional Tax units	90	7	NM	97	NM	94	12	NM	106	NM	100

<sup>[F]</sup> Sales to end users (sell-through) by Intuit and via retailers and distributors for which Intuit relies on reports from these merchants. These numbers include estimates, including estimates of sales by merchants who do not report sales to Intuit. These numbers reflect total QuickBooks purchases for the period, including subscription purchases.

<sup>[G]</sup> Includes QuickBooks Online Edition, QuickBooks Pro and QuickBooks Premier from Enhanced Payroll Plus subscription units. This represents the cumulative base of QuickBooks subscribers. Subscription units sold in any particular period are a subset of total QuickBooks software units sold in that period.

<sup>[H]</sup> Sources: NPD Group Monthly Retail Software Report through December 2005 and NPD Group Weekly Retail Software Report through January 28, 2006. Q1 FY06 has been true up to the October 2005 NPD monthly reports.

<sup>[I]</sup> Sources: NPD Group Monthly Retail Software Report through December 2005 and NPD Group Weekly Retail Software Report through January 28, 2006, as adjusted by Intuit estimates for Q2 FY06. Intuit's estimates for Q2 FY05 have been true up to the January 2005 NPD monthly reports.