

## Financial Outlook\*

Seasonality can create large quarter-to-quarter variations

<b>Pro forma**</b> (millions)	(act) Q1 FY03	(est) Q2 FY03	(est) Q3 FY03	(est) Q4 FY03	(est) FY03	(act) FY02
Revenue	\$223.3	\$555 - \$580	\$685 - \$725	\$255 - \$275	\$1,720 - \$1,800	\$1,358.3
% change	32%	13% - 18%	37% - 45%	29% - 40%	27% -33%	18%
Op Income	\$(74.4)	\$175 - \$180	\$340 - \$350	\$(30) - \$(25)	\$411-\$431	\$282.4
% change	NA	4% - 7%	55% - 60%	NA	45%-53%	50%
EPS	\$(0.21)	\$0.56 - \$0.57	\$1.06 - \$1.09	\$(0.08) - \$(0.07)	\$1.33-\$1.38	\$0.97
% change	NA	4% - 6%	51% - 56%	NA	37%-42%	29%

## Business Revenue Mix

(millions)	Q1 FY03	Q2 FY03	Q3 FY03	Q4 FY03	FY03	FY02 YTD	Q/Q Growth
QuickBooks	\$38.1					\$24.6	55%
Business Verticals	\$18.8					N/A	Favorable
Sm. Biz. Services	\$100.8					\$78.2	29%
Supplies	\$30.6					\$30.3	1%
Employer Services	\$47.6					\$34.1	39%
Other	\$22.6					\$13.8	64%
Prof. Accountants Sol.	\$7.3					\$6.7	9%
TurboTax	\$6.1					\$4.2	45%
All Other	\$52.2					\$55.0	-5%
Quicken	\$37.2					\$38.7	-4%
Japan	\$10.4					\$10.4	0%
Canada	\$2.1					\$3.9	-46%
Other	\$2.5					\$2.0	25%
<b>TOTAL</b>	<b>\$223.3</b>					<b>\$168.7</b>	<b>32%</b>

Seasonality can create large quarter-to-quarter variations

## FY03 & Q1 Business Metrics

<u>QuickBooks</u>	<u>Small Business Services</u>	<u>All Other</u>
QuickBooks retail unit share: 78.7%***	<u>Customers</u>	<u>Quicken Stats FY03</u>
QuickBooks retail dollar share: 84.4%***	<u>FY02 YTD</u>	Retail unit share: 71.7%***
QuickBooks customers: 2.6 M	Branded Payroll	Retail dollar share: 74.5%***
QuickBooks units sold: 211K, up 32%	DIY (Basic)	Customers: 15.8M
Q1 High End Products: 15.8K	Assisted (Dlx)	
High End Products LTD:	Complete (CBS)	
QuickBooks Premier units sold: 67K	Premier	
Enterprise units sold: 2K		
POS units sold: 4K	<u>Revenue Growth</u>	
IDN applications: 156	Payroll branded: Up 50%	
	Payroll Premier: Flat	
	QuickBooks Support Svc: Up 36%	

## FY03 & Q1 Corporate Metrics

<u>Company Revenue (millions)</u>	<u>Q1</u>	<u>FYTD</u>	<u>% of Rev. Growth</u>	<u>Q1</u>	<u>FYE02</u>
Product	\$147.0	\$147.0	Organic	1/3	1/3
Services	\$61.0	\$61.0	Acquisition	2/3	2/3
Other	\$15.3	\$15.3			
<b>Total</b>	<b>\$223.3</b>	<b>\$223.3</b>	Cap Exp. (est)	\$28.1	\$28.1
			Deprec. (est)	\$18.5	\$18.5
			FT Employees	6,934	6,251
			Common Stock O/S	206.4M	211.2M

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

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

\*\*\*Source: NPD Techworld Monthly & Weekly Retail Software Report (8/2/02-10/26/02).