

## Financial Outlook<sup>(A)</sup>

Pro forma <sup>(B)</sup> (millions)	(actual)	(actual)	(guidance)	(guidance)	(guidance)	(actual)
	Q1 FY03	Q2 FY03	Q3 FY03	Q4 FY03	FY03	FY02
Revenue	\$212.9	<b>\$558.1</b>	\$685 - \$725	\$255 - \$275	<b>\$1,711 - \$1,771</b>	\$1,312.2
% change YOY	34%	<b>17%</b>	40% - 48%	37% - 47%	<b>30% - 35%</b>	20%
Op Income	\$(75.2)	<b>\$184.4</b>	\$340 - \$350	\$(30) - \$(25)	<b>\$419 - \$434</b>	\$273.5
% change YOY	NA	<b>12%</b>	56% - 61%	NA	<b>53% - 59%</b>	51%
EPS	\$(0.21)	<b>\$0.61</b>	\$1.06 - \$1.09	\$(0.08) - \$(0.07)	<b>\$1.38 - \$1.42</b>	\$0.92
% change YOY	NA	<b>15%</b>	53% - 58%	NA	<b>50% - 54%</b>	26%

Seasonality can create large quarter-to-quarter variations.

## Business Revenue Mix

(millions)	Q1 FY03	Q2 FY03	Q3 FY03	Q4 FY03	6 Months YOY Growth	Q2 FY02	YOY Growth	
QuickBooks	\$38.1	\$93.5			\$131.6	21%	\$84.1	11%
Small Business Services	\$100.8	\$120.7			\$221.5	31%	\$90.5	33%
TurboTax	\$6.1	\$95.3			\$101.4	12%	\$86.1	11%
Prof. Accounting Solutions	\$7.3	\$151.2			\$158.5	9%	\$139.2	9%
Business Verticals	\$18.8	\$24.0			\$42.8	NA	\$2.7	NA
All Other	\$41.8	\$73.4			\$115.2	-2%	\$73.3	0%
<b>TOTAL</b>	<b>\$212.9</b>	<b>\$558.1</b>			<b>\$771.0</b>	<b>22%</b>	<b>\$475.9</b>	<b>17%</b>

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## Business Metrics

### QuickBooks

QuickBooks retail unit share YTD: 78.2%<sup>(C)</sup>  
 QuickBooks retail dollar share YTD: 85.9%<sup>(C)</sup>  
 QuickBooks units sold Q2: 346K<sup>(D)</sup>  
 High End Products Q2: 38K<sup>(D)</sup>  
 IDN applications as of Jan 03: 224

### Small Business Services

Payroll	Jan FY02	Jan FY03
DIY (Basic)	619K	681K
Outsourced	47K	66K

### Tax

TurboTax retail unit share YTD: 69.3%<sup>(C)</sup>  
 TurboTax retail dollar share YTD: 77.9%<sup>(C)</sup>  
 TurboTax desktop units Q2: 2.9M, 0% YOY<sup>(D)</sup>  
 TurboTax Fed web units paid Q2: 299K, up 49% YOY  
 TurboTax Fed web units unpaid Q2: 144K, up 23% YOY

## Segment Composition

### Small Business Services includes:

QuickBooks Support Services  
 Financial Supplies Group  
 Information Technology Solutions  
 Intuit Developer Network (IDN)  
 Payroll

### Verticals includes:

Intuit Construction Business Solutions  
 Intuit Public Sector Solutions  
 Intuit MRI Real Estate Solutions  
 Intuit Eclipse Distribution Management Solutions

## Corporate Metrics

(millions)	Q1	Q2	FY03YTD	Jan 03
Capital expenditures	\$27.8	\$27.2	\$55.0	Common stock outstanding
Depreciation	\$18.5	\$17.6	\$36.1	205.7M
Full time employees	<u>Jan FY03</u> 7,191	<u>Jan FY02</u> 6,088		

<sup>(A)</sup>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 13, 2003 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).

<sup>(B)</sup>Excludes acquisition related costs, pre-tax gains and losses related to marketable securities and other investments, and other similar items. See Tables B1 and B2 of accompanying press release.

<sup>(C)</sup>Source: NPD Group/NPD Techworld Weekly Retail Software Report [Fiscal YTD (and Tax season YTD) through week beginning 1/26/03].

<sup>(D)</sup>End-user purchases -- or products customers have bought and paid for at both retail and direct.