

Financial Outlook*

Seasonality can create large quarter-to-quarter variations

Pro forma** (millions)	(est)		(est)		(est)		FY03 TD	FY02 TD	FY02
	Q1 FY03	Q2 FY03	Q3 FY03	Q4 FY03	FY03				
Revenue	\$205 - \$220	\$555 - \$580	\$685 - \$725	\$255 - \$275	\$1,700 - \$1,800				\$1,358.3
% change	21.5% - 30.4%	13.1% - 18.2%	36.5% - 44.5%	29.3% - 39.5%	25.2% - 32.5%				18%
Op Income	\$(85) - \$(80)	\$175 - \$180	\$340 - \$350	\$(30) - \$(25)	\$400 - \$425				\$282.4
% change	28% - 20.5%	4.4% - 7.4%	55% - 59.6%	NA	41.6% - 50.5%				50%
EPS	\$(0.24) - \$(0.23)	\$0.56 - \$0.57	\$1.06 - \$1.09	\$(0.08) - \$(0.07)	\$1.30 - \$1.36				\$0.97
% change	NA	4% - 6%	51% - 56%	NA	34% - 40%				29%

Financial Performance Q4/FY02 Pro forma**

(millions)	31-Jul-02	31-Jul-02
	QTR	FY02
Net Revenue	\$197.2	\$1,358.3
After COS	\$140.5	\$1,061.5
Income from Oper.	\$(38.2)	\$282.4
% of Revenue	NA	21%
Net Income	\$(19.9)	\$211.3
EPS (sum)	\$(0.09)	\$0.97
EPS (calc)	\$(0.09)	\$0.97
First Call Cons.	\$(0.12)	\$0.96

Financial Performance Q4/FY02 GAAP

(millions)	31-Jul-02	31-Jul-02
	QTR	FY02
Net Revenue	\$197.2	\$1,358.3
After COS	\$138.5	\$1,049.1
Income from Oper.	\$(83.2)	\$59.2
% of Revenue	NA	4%
Net Income	\$(31.8)	\$140.2
EPS (sum)	\$(0.15)	\$0.64
EPS (calc)	\$(0.15)	\$0.64

Business Revenue Mix

(millions)	Q1 FY02	Q2 FY02	Q3 FY02	Q4 FY02	FY02	YOY	
						FY01	Growth %
QBooks Related	\$37.4	\$98.2	\$63.5	\$51.9	\$250.9	\$216.7	16%
Financial Supplies	\$30.3	\$35.6	\$29.4	\$28.7	\$124.0	\$119.4	4%
Employer Services	\$34.1	\$40.0	\$36.9	\$43.2	\$154.3	\$118.2	31%
Business Verticals	-	\$2.7	\$4.6	\$6.9	\$14.2	-	
Tax - Consumer	\$4.2	\$86.1	\$244.9	\$15.9	\$351.0	\$272.2	29%
Tax - Professional	\$6.7	\$139.2	\$72.3	\$7.5	\$225.7	\$180.9	25%
Quicken Related	\$39.8	\$47.1	\$24.0	\$19.4	\$130.3	\$143.1	-9%
Japan	\$10.4	\$14.8	\$10.6	\$10.3	\$46.1	\$52.3	-12%
Canada	\$3.9	\$21.5	\$12.1	\$7.1	\$44.6	\$34.6	29%
Other Int'l	\$2.0	\$5.5	\$3.4	\$6.3	\$17.1	\$11.0	56%
TOTAL	\$168.7	\$490.8	\$501.7	\$197.2	\$1,358.3	\$1,148.4	18%

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Key Metrics
Tax Stats FY02

TurboTax desktop units: Fed 5.4M, up 4%
 TurboTax retail unit share: 71.2%***
 TurboTax retail dollar share: 80.5%***
 TurboTax web units paid: 2.2M, up 85%
 TurboTax web units unpaid: 1M, down 15%
 Efile returns: 17.5M, up 47%
 Pro products customers: 102K, up 22%

Payroll Stats

	FY01	FY02
Basic cust.	600K	675K
Deluxe cust.	20K	22K
Premier cust.	26K	26K
Basic & Deluxe rev. growth:	up 39%	
Revenue for Premier:	Flat	

Company Revenue (millions)

	Q4	FY02
Product	\$131.9	\$1,001.8
Services	\$51.7	\$293.4
Other	\$13.6	\$63.1
Total	\$197.2	\$1,358.3

Small Business Stats FY02

QuickBooks retail unit share: 83.5%***
 QuickBooks retail dollar share: 88.4%***
 QuickBooks customers: 2.5M
 QuickBooks units sold: 1.1M
 QuickBooks Premier unit mix: 5.1%
 IDN applications: 120
 POS unit mix: .2%

Quicken Stats FY02

Retail unit share: 72.5%***
 Retail dollar share: 76.2%***
 Customers: 15.8M

	FYE01	FYE02
Cap Exp. (est)	\$18.0	\$66.2
Deprec. (est)	\$18.3	\$68.9
Com. O/S	211.2	211.2

Employees (includes temps)

	FYE01	FYE02
	6,018	6,700

*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 August 14, 2002 earnings press release, its fiscal 2001 Form 10-K and other SEC filings, and at 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 Tables B1 and B2 of accompanying press release.

***Source: NPD Techworld Monthly Retail Software Report (8/01-6/02). Tax share for tax season only (9/01-4/02).