

Intuit Facts ...Q4/FY03 & FY04

Intuit Inc.

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NASDAQ: INTU

Financial Outlook^(A)

(millions)	(actual) Q4 FY03	(actual) FY03	(guidance) Q1 FY04	(in future) Q2 FY04	(in future) Q3 FY04	(in future) Q4 FY04	(guidance) FY04
QuickBooks	\$54.7	\$242.8	\$42-\$47				
% of change YOY	48%	24%					15%-25%
Small Business Services	\$117.7	\$454.9	\$110-\$125				
% of change YOY	34%	35%					15%-25%
TurboTax	\$8.5	\$422.9	\$3-\$5				
% of change YOY	(46%)	20%					10%-20%
Vertical Businesses	\$26.3	\$94.8	\$20-\$25				
% of change YOY	New	New					15%-25%
Prof. Accounting Solutions	\$6.2	\$243.4	\$6-\$8				
% of change YOY	(17%)	8%					7%-12%
All Other	\$31.7	\$191.9	\$32-\$35				
% of change YOY	(1%)	2%					0%-5%
Total Revenue	\$245.1	\$1,650.7	\$225-\$235				\$1850-\$1950
% of change YOY	31%	26%					12%-18%
Operating Income ^(B)	(\$29.9)	\$399.8	(\$95)-(\$85)				\$480-\$510
% of change YOY	n/a	46%					20%-28%
Interest & Other Income	\$13.9	\$38.7	\$4-\$5				\$20-\$25
% of change YOY	430%	42%					(48%)-(35%)
EPS ^(B) not in millions	(\$0.05)	\$1.39	(\$0.30)-(\$0.26)				\$1.57-\$1.67
% of change YOY	n/a	51%					13%-20%
Weighted Shares	202	211	200-203				210-215
Tax Rate	33%	33%	34%				34%

Business Metrics

QuickBooks FY03

QuickBooks retail unit share: 81.2%^(C)
 QuickBooks retail dollar share: 88.6%^(C)
 QuickBooks units sold: 1.1M^(D)
 Basic & Pro units: 1M^(D)
 Premier & Enterprise: 54K^(D)
 Flavors units: 71K^(D)
 IDN applications (cumulative): 293
 Direct units sold: 43% vs. 33% in FY 02

Tax FY03

TurboTax retail unit share: 70.6%^(C)
 TurboTax retail dollar share: 79.2%^(C)
 TurboTax Fed desktop units: 6.1M, up 12% YOY^(D)
 TurboTax Fed web units paid: 2.5M, up 13% YOY
 TurboTax Fed web units unpaid: 1.3M, up 18% YOY
 Professional Accounting Tax customers: 103K
 Efile returns: 20.7M, up 20% YOY

Small Business Services

Payroll Cust. @	FY02	FY03
DIY (Basic)	675K	739K
Outsourced	60K	67K

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 Real Estate Solutions (MRI)
 Intuit Distribution Management Solutions (Eclipse)

Corporate Metrics

	Q4 FY03	FY03		Q4 FY03	Q4 FY02		Q4 FY03
Capital expenditures	\$14.1M	\$84.7M	F/T Employees	6,624	6,088	Common Stock Outstanding	199M
Depreciation	\$18.7M	\$73.8M					
Organic Revenue Growth†		15%					

^(A)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 19, 2003 earnings press release and SEC filings and at www.intuit.com/company/investors/considerations.html.

^(B)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 B1, B2 and D of accompanying press release. FY02 adjusted for sale of Quicken Loans and Intuit KK.

^(C)Source: QuickBooks - NPD Group NPD Techworld Monthly Retail Software Report through June 2003 based on Intuit's categorization of accounting.

Tax (Federal) - NPD Group NPD Techworld Monthly Retail Software Report through May 2003.

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