

| Financial Performance | | | |
|---|-----------|-----------|--|
| millions (excl. EPS) | 31-Jan-01 | 31-Jan-01 | |
| | QTR | FYTD | |
| Continuing Operations (Pro Forma*) | | | |
| Net Revenue | \$457.6 | \$645.1 | |
| After COGs | \$353.7 | \$474.4 | |
| % of Revenue | 77% | 74% | |
| Operating Income | \$141.5 | \$92.9 | |
| % of Revenue | 31% | 14% | |
| Net Income | \$104.2 | \$82.8 | |
| Earnings Per Share (sum) | \$0.48 | \$0.38 | |
| Earnings Per Share (calc) | \$0.48 | \$0.38 | |
| First Call Consensus | \$0.45 | \$0.35 | |
| Reported According To GAAP | | | |
| Net Revenue | \$457.6 | \$645.1 | |
| Earnings Per Share | \$0.12 | (\$0.03) | |
| Capital Expenditures | \$17.4 | \$53.8 | |
| Depreciation | \$15.9 | \$31.5 | |
| Common Stock Outstanding | 207.5 | 207.5 | |

| Internet Metrics | | | |
|-----------------------------------|----------------|----------------|--|
| millions | 31-Jan-01 | 31-Jan-01 | |
| | QTR | FYTD | |
| Internet Revenue By Type | | | |
| Advertising | \$8.1 | \$19.9 | |
| Transaction | \$32.3 | \$54.0 | |
| Electronic Distribution | \$72.8 | \$90.4 | |
| Total Internet Revenue | \$113.2 | \$164.3 | |
| Internet Revenue By Source | | | |
| Consumer, Mortgage, Insurance | \$28.0 | \$55.5 | |
| Tax | \$55.1 | \$57.3 | |
| Small Business, Payroll, Supplies | \$30.1 | \$51.5 | |
| Total Internet Revenue | \$113.2 | \$164.3 | |

| Highlights Q2 FY01 | |
|---|--|
| Pro forma EPS beat consensus estimates by 3 cents | |
| Solid start on tax season | |
| Quicken Loans and payroll: strong growth | |

| Business Operations (Revenue Mix) | | | | | | | |
|--|---------|---------|---------|---------|---------|---------|---------|
| Seasonality can create large quarter-to-quarter variations | | | | | | | |
| millions | Q1 FY01 | Q2 FY01 | Q3 FY01 | Q4 FY01 | FY01 TD | FY00 TD | FY00 |
| Japan | \$10.7 | \$17.2 | | | \$27.9 | \$26.1 | \$55.6 |
| Canada | \$5.1 | \$19.9 | | | \$25.0 | \$15.3 | \$24.8 |
| ROW | \$2.1 | \$1.6 | | | \$3.7 | \$6.5 | \$13.9 |
| Small Business | \$41.0 | \$96.2 | | | \$137.2 | \$124.1 | \$208.2 |
| Financial Supplies | \$28.8 | \$33.7 | | | \$62.5 | \$57.5 | \$110.7 |
| Payroll Services | \$23.9 | \$30.2 | | | \$54.1 | \$35.3 | \$75.4 |
| Tax - Consumer | \$7.0 | \$83.2 | | | \$90.2 | \$89.4 | \$216.1 |
| Tax -Professional | \$5.4 | \$108.8 | | | \$114.2 | \$107.5 | \$163.1 |
| Insurance | \$1.5 | \$0.9 | | | \$2.4 | \$2.4 | \$5.3 |
| Mortgage | \$17.0 | \$20.1 | | | \$37.1 | \$31.7 | \$56.5 |
| Consumer Finance | \$45.1 | \$45.5 | | | \$90.6 | \$106.6 | \$164.1 |

| Financial Outlook ** | | | | | | |
|--|---------------|---------------|---------------|---------------|---------------|-----------|
| Seasonality can create large quarter-to-quarter variations | | | | | | |
| millions | Q1 FY01 (act) | Q2 FY01 (act) | Q3 FY01 (est) | Q4 FY01 (est) | FY01 (est) | FY00 |
| Revenue | \$187.5 | \$457.5 | \$455-\$470 | \$200-\$210 | \$1320-\$1340 | \$1,093.8 |
| Pro forma Op Income | (\$48.5) | \$141.5 | \$165-\$170 | (\$52-\$47) | \$205-\$213 | \$154.7 |
| Interest Income | \$16.1 | \$16.5 | \$14-\$15 | \$14-\$15 | \$60-\$64 | \$48.4 |
| EPS Shares | 205.7 | 215.9 | 221-224 | 214-217 | 219-220 | 211.3 |

| Metrics For The Quarter | |
|--|--|
| New QuickBooks Users: 120,000 | Gross mortgage loans closed \$575.8M |
| Total Basic Payroll customers: 550,000 | Mix of mortgage: 34% Web-based; Web revenue up 44% |
| Total Online Payroll customers: 17,800 | 780,000 returns using web tax |
| Payroll revenue up 57% | 850 financial institutions promoting web tax |

* Excludes acquisition and reorganization costs, pre-tax losses related to marketable securities and other investments, and other similar items

** 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 fiscal 2000 Form 10K and other recent SEC filings.

