

Table A
INTUIT INC.
GAAP CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(In thousands, except per share data)
(Unaudited)

	Three Months Ended April 30,		Nine Months Ended April 30,	
	2000	2001	2000	2001
Net revenue	\$ 329,139	\$ 425,210	\$ 931,566	\$ 1,070,292
Costs and expenses:				
Cost of revenue				
Products and services	75,532	77,513	225,038	248,226
Amortization of purchased software and other	2,115	4,375	7,036	11,220
Customer service and technical support	31,596	37,538	113,554	116,068
Selling and marketing	60,173	68,479	216,188	215,146
Research and development	40,779	52,697	126,529	155,174
General and administrative	20,027	23,917	64,846	77,614
Charge for purchased research and development	--	238	1,312	238
Acquisition related costs	38,404	122,575	121,710	205,328
Reorganization costs	--	--	3,500	--
Total costs and expenses	<u>268,626</u>	<u>387,332</u>	<u>879,713</u>	<u>1,029,014</u>
Income from operations	60,513	37,878	51,853	41,278
Interest and other income and expense, net	14,516	15,070	29,981	47,736
Gain (loss) on marketable securities and other investments, net	422,206	(11,504)	402,096	(87,307)
Gain on divestiture	--	--	--	1,639
Income before income tax, minority interest and cumulative effect of accounting change	<u>497,235</u>	<u>41,444</u>	<u>483,930</u>	<u>3,346</u>
Income tax provision	200,204	55,294	195,617	38,566
Minority interest (income)	(54)	451	(203)	598
Income (loss) before cumulative effect of accounting change	<u>297,085</u>	<u>(14,301)</u>	<u>288,516</u>	<u>(35,818)</u>
Cumulative effect of accounting change, net of taxes of \$9,543	--	--	--	14,314
Net income (loss)	<u>\$ 297,085</u>	<u>\$ (14,301)</u>	<u>\$ 288,516</u>	<u>\$ (21,504)</u>
Basic net income (loss) per share before cumulative effect of accounting change	\$ 1.47	\$ (0.07)	\$ 1.44	\$ (0.17)
Cumulative effect of accounting change	--	--	--	0.07
Basic net income (loss) per share	<u>\$ 1.47</u>	<u>\$ (0.07)</u>	<u>\$ 1.44</u>	<u>\$ (0.10)</u>
Shares used in per share amounts	<u>202,342</u>	<u>208,715</u>	<u>199,787</u>	<u>207,345</u>
Diluted net income (loss) per share before cumulative effect of accounting change	\$ 1.39	\$ (0.07)	\$ 1.37	\$ (0.17)
Cumulative effect of accounting change	--	--	--	0.07
Diluted net income (loss) per share	<u>\$ 1.39</u>	<u>\$ (0.07)</u>	<u>\$ 1.37</u>	<u>\$ (0.10)</u>
Shares used in per share amounts	<u>214,362</u>	<u>208,715</u>	<u>211,049</u>	<u>207,345</u>

Table B
INTUIT INC.
PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (i)
(In thousands, except per share data)
(Unaudited)

	Three Months Ended April 30,		Nine Months Ended April 30,	
	2000	2001	2000	2001
Net revenue	\$ 329,139	\$ 425,210	\$ 931,566	\$ 1,070,292
Costs and expenses:				
Cost of products and services	75,532	77,513	225,038	248,226
Customer service and technical support	31,596	37,538	113,554	116,068
Selling and marketing	60,173	68,479	216,188	215,146
Research and development	40,779	52,697	126,529	155,174
General and administrative	20,027	23,917	64,846	77,614
Total costs and expenses	<u>228,107</u>	<u>260,144</u>	<u>746,155</u>	<u>812,228</u>
Income from operations	101,032	165,066	185,411	258,064
Interest and other income and expense, net	14,516	15,070	29,981	47,736
Income before income tax and minority interest	115,548	180,136	215,392	305,800
Income tax provision	39,286	61,246	73,233	103,972
Minority interest	(54)	451	(203)	598
Net income	<u>\$ 76,316</u>	<u>\$ 118,439</u>	<u>\$ 142,362</u>	<u>\$ 201,230</u>
Basic net income per share	<u>\$ 0.38</u>	<u>\$ 0.57</u>	<u>\$ 0.71</u>	<u>\$ 0.97</u>
Shares used in per share amounts	<u>202,342</u>	<u>208,715</u>	<u>199,787</u>	<u>207,345</u>
Diluted net income per share	<u>\$ 0.36</u>	<u>\$ 0.55</u>	<u>\$ 0.67</u>	<u>\$ 0.93</u>
Shares used in per share amounts	<u>214,362</u>	<u>214,479</u>	<u>211,049</u>	<u>215,297</u>

(i) This statement of operations information for the three and nine month periods ended April 30, 2000 and 2001 is for illustrative purposes only and is not prepared in accordance with generally accepted accounting principles.

Pro forma results exclude the following items that are included in Table A:

- Acquisition related costs of \$40.5 million and \$130.1 million for the three and nine month periods ended April 30, 2000, respectively, and \$127.2 million and \$216.8 million for the three and nine month periods ended April 30, 2001, respectively. The three and nine month periods ended April 30, 2001 include a \$77.0 million impairment charge for the write down of goodwill.
- Reorganization costs of \$3.5 million for the nine months ended April 30, 2000.
- Gains (losses) on marketable securities and other investments, net, of \$422.2 million and \$402.1 million, for the three and nine month periods ended April 30, 2000 respectively, and \$(11.5) million and \$(87.3) million for the three and nine month periods ended April 30, 2001, respectively.
- A gain on divestiture of \$1.6 million for the nine month period ended April 30, 2001
- A cumulative gain from the effect of an accounting change, net of taxes of \$14.3 million for the nine month period ended April 30, 2001.

Assuming no additional acquisitions and no impairment of value resulting in an acceleration of amortization, pre-tax amortization of acquisition related charges will be approximately \$185.6 million, \$180.5 million, \$156.5 million and \$75.9 million for the years ending July 31, 2001 through 2004, respectively.

Table C
INTUIT INC.
CONDENSED CONSOLIDATED BALANCE SHEET
(In thousands)

	July 31, 2000	April 30, 2001
ASSETS		<i>(unaudited)</i>
Current assets:		
Cash and cash equivalents	\$ 416,953	\$ 437,604
Short-term investments	1,050,220	1,129,929
Marketable securities	225,878	117,494
Customer deposits	181,678	221,944
Accounts receivable, net	67,420	103,310
Mortgage loans	60,330	145,964
Prepaid expenses and other current assets	126,315	134,704
Total current assets	2,128,794	2,290,949
Property and equipment, net	167,707	181,635
Goodwill and intangibles, net	438,878	487,667
Investments	31,160	21,311
Other assets	112,363	110,354
Total assets	\$ 2,878,902	\$ 3,091,916
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 79,145	\$ 74,709
Payroll tax obligations	177,002	197,700
Escrow liabilities	32,077	105,046
Deferred revenue	107,578	82,374
Income tax payable	110,743	66,374
Deferred income taxes	53,934	36,318
Other current liabilities	246,358	323,568
Total current liabilities	806,837	886,089
Long-term obligations	538	15,786
Minority interest	238	836
Stockholders' equity	2,071,289	2,189,205
Total liabilities and stockholders' equity	\$ 2,878,902	\$ 3,091,916