

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.