

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

	Quarter Ended October 31,	
	<u>2000</u>	<u>2001</u>
Net revenue:		
Products	\$ 119,823	\$ 114,583
Services	47,540	76,794
Other	<u>20,159</u>	<u>17,389</u>
Total net revenue	187,522	208,766
Costs and expenses:		
Cost of revenue:		
Products, services and other	66,894	72,352
Amortization of purchased software and other	2,987	1,706
Customer service and technical support	32,396	38,953
Selling and marketing	61,100	71,895
Research and development	47,878	49,940
General and administrative	27,783	28,593
Acquisition-related charges	39,679	41,087
Loss on impairment of long-lived asset	<u>-</u>	<u>27,000</u>
Total costs and expenses	<u>278,717</u>	<u>331,526</u>
Loss from operations	(91,195)	(122,760)
Interest and other income and expense, net	16,118	11,797
Loss on marketable securities and other investments, net	<u>(3,868)</u>	<u>(12,254)</u>
Loss before income tax benefit, minority interest and cumulative effect of accounting change	(78,945)	(123,217)
Income tax benefit	(30,916)	(30,790)
Minority interest	<u>50</u>	<u>-</u>
Loss before cumulative effect of accounting change	(48,079)	(92,427)
Cumulative effect of accounting change, net of taxes of \$9,543	14,314	-
Net loss	<u>\$ (33,765)</u>	<u>\$ (92,427)</u>
Basic and diluted net loss per share before cumulative effect of accounting change	\$ (0.23)	\$ (0.44)
Cumulative effect of accounting change	<u>0.07</u>	<u>-</u>
Basic and diluted net loss per share	<u>\$ (0.16)</u>	<u>\$ (0.44)</u>
Shares used in per share amounts	<u>205,727</u>	<u>211,039</u>

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

	Quarter Ended	
	October 31,	
	<u>2000</u>	<u>2001</u>
Net revenue	\$ 187,522	\$ 208,766
Costs and expenses:		
Cost of revenue:		
Products, services and other	66,894	72,352
Customer service and technical support	32,396	38,953
Selling and marketing	61,100	71,895
Research and development	47,878	49,940
General and administrative	27,783	28,593
Total costs and expenses	<u>236,051</u>	<u>261,733</u>
Loss from operations	(48,529)	(52,967)
Interest and other income and expense, net	<u>16,118</u>	<u>11,797</u>
Loss before income tax benefit and minority interest	(32,411)	(41,170)
Income tax benefit	(11,020)	(13,586)
Minority interest	<u>50</u>	<u>-</u>
Net loss	<u>\$ (21,441)</u>	<u>\$ (27,584)</u>
Basic and diluted net loss per share	<u>\$ (0.10)</u>	<u>\$ (0.13)</u>
Shares used in per share amounts	<u>205,727</u>	<u>211,039</u>

- (i) This statement of operations information for the quarters ended October 31, 2000 and 2001 is for illustrative purposes only and is not prepared in accordance with generally accepted accounting principles. The following table reconciles our GAAP net loss from Table A to our pro forma net loss in Table B:

	Quarter Ended	
	October 31,	
	<u>2000</u>	<u>2001</u>
GAAP net loss	\$ (33,765)	\$ (92,427)
Pro forma adjustments:		
Amortization of purchased software and other	2,987	1,706
Acquisition-related charges	39,679	41,087
Loss on impairment of long-lived asset	-	27,000
Loss on marketable securities and other investments, net	3,868	12,254
Income tax benefit	(19,896)	(17,204)
Cumulative effect of accounting change, net of taxes of \$9,543	(14,314)	-
Pro forma net loss	<u>\$ (21,441)</u>	<u>\$ (27,584)</u>

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

	July 31,	October 31,
	<u>2001</u>	<u>2001</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 450,104	\$ 415,044
Short-term investments	1,119,305	1,049,281
Marketable securities	85,307	41,484
Customer deposits	230,410	225,004
Accounts receivable, net	27,990	43,024
Mortgage loans	123,241	216,844
Deferred income taxes	77,948	92,300
Prepaid expenses and other current assets	<u>33,617</u>	<u>37,353</u>
Total current assets	2,147,922	2,120,334
Property and equipment, net	185,969	184,973
Goodwill and intangibles, net	415,334	374,770
Long-term deferred income taxes	145,905	145,815
Investments	24,107	14,108
Other assets	<u>42,499</u>	<u>14,000</u>
Total assets	<u><u>\$ 2,961,736</u></u>	<u><u>\$ 2,854,000</u></u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 66,400	\$ 83,540
Payroll tax obligations	205,067	199,529
Escrow liabilities	23,373	25,408
Deferred revenue	137,305	139,510
Income tax payable	82,661	44,514
Short-term note payable	38,672	39,532
Other current liabilities	<u>234,484</u>	<u>254,804</u>
Total current liabilities	787,962	786,837
Long-term obligations	12,413	12,153
Minority interest	35	35
Stockholders' equity	<u>2,161,326</u>	<u>2,054,975</u>
Total liabilities and stockholders' equity	<u><u>\$ 2,961,736</u></u>	<u><u>\$ 2,854,000</u></u>