

Financial Outlook*

Pro forma** (millions)	% of Change		% of Change		% of Change	
	FY01	FY00-FY01	FY02 (est.)	FY01-FY02	FY03 (est.)	FY02-FY03
Revenue	\$1,261.5	15%	\$1501-\$1511	19%-20%	\$1756-\$1843	17%-22%
Op Income	\$219.8	42%	\$323-\$326	47%-48%	\$420-\$440	30%-35%
EPS	\$0.86	34%	\$1.09-\$1.10	27%-28%	\$1.36-\$1.43	25%-30%

Seasonality can create large quarter-to-quarter variations

Financial Performance Q3 Pro forma**

(millions)	30-Apr-02	30-Apr-02
	QTR	FYTD
Net Revenue	\$545.2	\$1,301.2
After COS	\$464.7	\$1,027.3
Income from Oper.	\$233.6	\$373.4
% of Revenue	43%	29%
Net Income	\$162.1	\$269.30
EPS (sum)	\$0.75	\$1.23
EPS (calc)	\$0.75	\$1.24
First Call Consensus	\$0.72	\$1.20

Financial Performance Q3 GAAP

(millions)	30-Apr-02	30-Apr-02
	QTR	FYTD
Net Revenue	\$545.2	\$1,301.2
After COS	\$463.1	\$1,016.9
Income from Oper.	\$194.5	\$195.2
% of Revenue	36%	15%
Net Income	\$144.5	\$171.9
EPS (sum)	\$0.67	\$0.78
EPS (calc)	\$0.67	\$0.79
First Call Consensus	NA	NA

Business Revenue Mix

(millions)	Q1 FY02	Q2 FY02	Q3 FY02	Q4 FY02	FY02 TD	FY01 TD	FY01
QBooks Related	\$37.4	\$98.2	\$63.5		\$199.0	\$182.8	\$216.6
Financial Supplies	\$30.3	\$35.6	\$29.4		\$95.3	\$91.3	\$119.5
Employer Services	\$34.1	\$40.0	\$36.9		\$111.0	\$83.8	\$118.2
Business Verticals	-	\$2.7	\$4.6		\$7.3	-	-
Tax - Consumer	\$4.2	\$86.1	\$244.9		\$335.2	\$261.5	\$272.2
Tax - Professional	\$6.7	\$139.2	\$72.3		\$218.2	\$175.3	\$181.0
Quicken Loans	\$40.0	\$56.5	\$43.5		\$140.0	\$72.3	\$113.1
Quicken Related	\$39.8	\$47.1	\$24.0		\$110.9	\$123.0	\$143.0
Japan	\$10.4	\$14.8	\$10.6		\$35.8	\$40.9	\$52.3
Canada	\$3.9	\$21.5	\$12.1		\$37.6	\$32.6	\$34.6
Other	\$2.0	\$5.5	\$3.4		\$10.9	\$6.8	\$11.0
TOTAL	\$208.8	\$547.2	\$545.2		\$1,301.2	\$1,070.3	\$1,261.5

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Key Metrics

<u>Tax Stats FY02 YTD</u>	<u>Payroll Stats</u>	<u>FY01 YTD</u>	<u>FY02 YTD</u>	<u>Company Revenue (millions)</u>		
TurboTax units: Fed 5.5M, up 5%	Basic cust.	563K	661k	Q3	FYTD	
TurboTax retail unit share: 71.3%***	Deluxe cust.	20K	22K	Products	\$332.5	\$869.9
TurboTax retail dollar share: 80.4%***	Premier cust.	26K	26K	Services	\$198.3	\$381.8
TurboTax web units paid: 2.2M, up 85%	Q3 Basic & Deluxe rev. growth: up 38%		Other	\$14.4	\$49.5	
TurboTax web units unpaid: 1M, down 17%	Q3 revenue for Premier: Flat		Total	\$545.2	\$1,301.2	
Efile returns: 17.1M, up 44%	<u>Quicken Stats FY02 YTD</u>		Cap Exp.	\$16.7	\$48.2	
Pro products customers: 104K, up 24%	Retail unit share: 70.8%***		Deprec.	\$18.6	\$50.6	
Small Business Stats FY02 YTD	Retail dollar share: 74.1%***		Com. O/S	211.6	211.6	
QuickBooks retail unit share: 81.8%***	Customers: 15.8M		<u>Employees (includes temps):</u>			
QuickBooks retail dollar share: 87.4%***	<u>Quicken Loans Stats Q3</u>		Current Qtr.	FYE 01		
QuickBooks customers: 2.5M	Closed loans unit growth: 23%		6,918	6,018		
QuickBooks units sold: 824K	Loans generated: 1.2B					
Q3 QuickBooks Premier unit mix: 7%						
IDN applications: 93; units sold 40K						

*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 May 15, 2002 earnings press release, its fiscal 2001 Form 10-K and other SEC filings, and at www.intuit.com/company/investors/considerations.html.

**Excludes acquisition related costs, pre-tax gains and losses related to marketable securities and other investments, and other similar items. See Tables B1 and B2 of accompanying press release.

***Source: Weekly Retail Software Report by NPD Intellect through 4/20/2002. Tax numbers adjusted by Intuit for major account not included in NPD report.