

<b>Financial Summary</b>										
(\$ millions), except per share data										
	Q1 FY06	Q2 FY06	Q3 FY06	Q4 FY06	FY06	Q1 FY07	Q2 FY07	Q3 FY07	Q4 FY07	FY07
<b>Revenue:</b>										
<b>Small Business</b>										
<b>QuickBooks<sup>(A)</sup></b>	\$104.7	\$180.1	\$129.2	\$125.0	\$539.0	\$135.2	\$166.5	\$156.9	\$139.6	\$598.2
% change YOY	14%	10%	-1%	7%	7%	29%	-8%	21%	12%	11%
<b>Payroll &amp; Payments</b>	\$103.6	\$119.9	\$116.5	\$122.0	\$462.0	\$125.5	\$138.2	\$124.5	\$128.6	\$516.7
% change YOY	27%	29%	21%	21%	24%	21%	15%	7%	5%	12%
<b>Total Small Business<sup>(B)</sup></b>	\$208.3	\$300.0	\$245.6	\$247.0	\$1,001.0	\$260.8	\$304.6	\$281.3	\$268.2	\$1,114.9
% change YOY	20%	17%	8%	14%	14%	25%	2%	15%	9%	11%
<b>Tax</b>										
<b>Consumer Tax<sup>(A)</sup></b>	\$7.9	\$189.1	\$497.4	\$11.7	\$706.1	\$11.2	\$223.4	\$565.1	\$13.1	\$812.9
% change YOY	57%	34%	19%	110%	24%	43%	18%	14%	12%	15%
<b>Professional Tax</b>	\$8.9	\$150.5	\$104.7	\$8.7	\$272.9	\$9.7	\$130.7	\$138.5	\$12.9	\$291.8
% change YOY	20%	0%	5%	22%	3%	9%	-13%	32%	47%	7%
<b>Financial Institutions</b>	\$4.1	\$5.1	\$6.0	\$9.3	\$24.4	\$5.5	\$6.4	\$65.0	\$73.4	\$150.4
% change YOY					27%					Fav
<b>Other Businesses</b>	\$62.8	\$86.8	\$86.2	\$52.7	\$288.6	\$63.3	\$85.5	\$89.1	\$65.1	\$303.0
% change YOY	19%	2%	17%	2%	10%	1%	-2%	3%	23%	5%
<b>Total Revenue</b>	<b>\$292.0</b>	<b>\$731.5</b>	<b>\$940.0</b>	<b>\$329.5</b>	<b>\$2,293.0</b>	<b>\$350.5</b>	<b>\$750.6</b>	<b>\$1,139.1</b>	<b>\$432.7</b>	<b>\$2,672.9</b>
% change YOY	<b>21%</b>	<b>15%</b>	<b>14%</b>	<b>14%</b>	<b>15%</b>	<b>20%</b>	<b>3%</b>	<b>21%</b>	<b>31%</b>	<b>17%</b>
GAAP Operating Income (Loss)	(\$99.8)	\$242.0	\$480.3	(\$56.9)	\$565.6	(\$98.5)	\$214.7	\$578.1	(\$56.7)	\$637.6
Non-GAAP Operating Income (Loss) <sup>(C)</sup>	(\$74.2)	\$264.6	\$501.5	(\$37.8)	\$654.2	(\$76.0)	\$237.4	\$620.6	(\$17.3)	\$764.8
Non-GAAP Operating Margin % <sup>(C)</sup>	NA	36%	53%	NA	29%	NA	32%	54%	NA	29%
Interest and Other Income <sup>(D)</sup>	\$6.3	\$5.6	\$9.1	\$19.7	\$40.7	\$10.3	\$11.0	\$10.6	\$20.8	\$52.7
Interest Expense					\$0.0			(\$12.8)	(\$14.3)	(\$27.1)
GAAP Share Based Compensation Expense	\$20.2	\$17.5	\$16.9	\$15.7	\$70.3	\$18.6	\$19.0	\$20.3	\$18.3	\$76.3
GAAP EPS Share Based Compensation Expense	(\$0.04)	(\$0.03)	(\$0.03)	(\$0.02)	(\$0.12)	(\$0.03)	(\$0.03)	(\$0.04)	(\$0.04)	(\$0.14)
<b>GAAP Diluted EPS<sup>(E)</sup></b>	<b>(\$0.13)</b>	<b>\$0.50</b>	<b>\$0.84</b>	<b>(\$0.06)</b>	<b>\$1.16</b>	<b>(\$0.17)</b>	<b>\$0.40</b>	<b>\$1.04</b>	<b>(\$0.04)</b>	<b>\$1.24</b>
<b>Non-GAAP Diluted EPS<sup>(E)</sup></b>	<b>(\$0.12)</b>	<b>\$0.48</b>	<b>\$0.89</b>	<b>(\$0.03)</b>	<b>\$1.21</b>	<b>(\$0.12)</b>	<b>\$0.44</b>	<b>\$1.13</b>	<b>(\$0.02)</b>	<b>\$1.43</b>
Basic Share Count	354.8	350.3	343.7	342.5	347.9	346.2	347.2	339.5	337.6	342.6
Diluted Share Count	354.8	363.6	355.9	342.5	360.5	346.2	360.6	351.7	337.6	355.8
GAAP Tax Rate <sup>(E)</sup>	37%	37%	39%	46%	38%	35%	35%	36%	35%	36%
Capital Expenditures					\$82.1M					\$153.4M
Depreciation					\$93.7M					\$92.8M

Note: All amounts except GAAP EPS exclude amounts related to Intuit Information Technology Solutions (ITS), which we sold in the second quarter of fiscal 2006, and Intuit Distribution Management Software (IDMS), which we sold in the first quarter of fiscal 2008.

<sup>(A)</sup>Beginning in Q4 FY07 results for the MyCorp product line have been reflected in the QuickBooks segment. Historical results have been reclassified from Consumer Tax to QuickBooks for all periods presented. Quarterly MyCorp reclass: Q2 FY06 \$1.2M, Q3 FY06 \$1.9M, Q4 FY06 \$1.3M, Q1 FY07 \$1.6M, Q2 FY07 \$2.1M, Q3 FY07 \$2.1M, Q4 FY07 \$2.1M

<sup>(B)</sup>The QuickBooks and Payroll & Payments segments have been summed to facilitate the calculation of total Small Business results and growth rates for investors.

<sup>(C)</sup>These are non-GAAP financial measures. See tables B1, B2, E1 and E2 of the accompanying sections for reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures and the reasons management uses each measure.

<sup>(D)</sup>Interest and other income includes \$7.5 million in variable royalty income from the purchaser of our former Quicken Loans business in Q4 FY06 & FY07; excludes \$2.4M gain on disposal of Intuit Construction Business assets in FY06 and \$31.7M gain on disposal of outsourced payroll assets in FY07.

<sup>(E)</sup>The effective tax rates used to calculate non-GAAP EPS were as follows:

35% for Q1 FY06 and Q2 FY06; 38% for Q3 FY06; 37% for Q4 FY06 and for full FY06; 37% for Q1 FY07; 36% for Q2 FY07 to Q4 FY07 and 36% for full year in FY07.

Business Segments: QuickBooks - QuickBooks Software, Financial Supplies; Payroll & Payments - QuickBooks Payroll, Assisted/Outsourced Payroll, Innovative Merchant Solutions; Consumer Tax - TurboTax Professional Tax - ProSeries, Lacerte; Financial Institutions - Intuit Financial Institutions Group, Digital Insight (starting Q3 FY07); Other Businesses - IRES, Quicken, Canada/UK

<b>Business Metrics</b>															
Units in thousands, except where noted	Q1/FY05	Q2/FY05	Q3/FY05	Q4/FY05	FY05	Q1/FY06	Q2/FY06	Q3/FY06	Q4/FY06	FY06	Q1/FY07	Q2/FY07	Q3/FY07	Q4/FY07	FY07
<b>QuickBooks<sup>[F]</sup></b>															
Simple Start, Basic, and Pro	152	351	353	241	1,097	213	414	370	232	1,229	208	382	439	276	1,304
Premier	32	80	63	46	221	36	107	79	55	277	62	118	97	70	346
Enterprise	2	3	3	2	10	3	3	3	3	12	3	4	3	4	13
QuickBooks Online Edition	5	8	7	8	28	7	8	8	6	29	7	10	14	7	39
Total QuickBooks software units sold	191	442	426	297	1,356	259	532	460	295	1,546	280	513	553	357	1,702
QuickBooks Desktop subscriptions	0	46	84	109	109	124	142	151	155	155	160	161	162	163	163
QuickBooks Online Edition subscriptions	26	34	41	49	49	56	64	72	78	78	85	96	109	117	117
Total QuickBooks software subscriptions <sup>[G]</sup>	26	80	125	158	158	180	206	223	233	233	245	256	271	280	280
<b>QuickBooks Retail Share<sup>[H]</sup></b>															
Unit share FYTD	83%	86%	88%	88%	88%	85%	90%	90%	89%	89%	86%	87%	89%	89%	89%
Dollar share FYTD	89%	90%	92%	91%	91%	89%	92%	92%	92%	92%	91%	92%	94%	94%	94%
<b>Payroll &amp; Payments</b>															
Standard & Enhanced customers <sup>[I]</sup>	816	837	844	837	837	853	881	890	892	892	912	937	953	952	952
Assisted & Complete customers	51	53	54	54	54	55	59	61	62	62	64	67	55	55	55
Premier customers	20	19	17	15	15	15	14	13	13	13	13	12	0	0	0
Total payroll customers	887	909	915	906	906	923	954	964	967	967	989	1016	1008	1008	1008
Merchant Account Services customers	114	120	123	127	127	139	148	159	167	167	175	185	195	203	203
<b>Consumer Tax</b>															
<b>Federal TurboTax (millions)</b>															
Desktop units	NM	3.7	3.3	NM	7.0	NM	3.5	3.6	NM	7.1	NM	3.7	3.3	NM	7.0
Web units	NM	0.6	2.7	NM	3.4	NM	0.9	4.3	0.1	5.3	NM	0.8	5.2	0.1	6.1
Free File Alliance	NM	0.4	1.8	NM	2.2	NM	0.2	1.2	NM	1.4	NM	0.3	1.2	NM	1.4
Total TurboTax federal units	NM	4.7	7.8	NM	12.6	NM	4.7	9.0	0.1	13.8	NM	4.8	9.7	0.1	14.6
<b>Federal TurboTax retail share<sup>[J]</sup></b>															
Unit share FYTD	NM	80%	79%	79%	79%	NM	80%	79%	79%	79%	NM	82%	79%	79%	79%
Dollar share FYTD	NM	85%	85%	85%	85%	NM	86%	85%	85%	85%	NM	87%	85%	85%	85%
<b>Financial Institutions</b>															
Number of Internet Banking End-Users <sup>[K]</sup>	5,148	5,356	5,575	5,722	5,722	6,164	6,333	6,673	6,918	6,918	7,119	7,508	7,800	7,906	7,906
Number of Bill Pay End-Users <sup>[K]</sup>	962	1,057	1,140	1,250	1,250	1,396	1,506	1,621	1,687	1,687	1,793	1,915	2,040	2,140	2,140
<b>Professional Tax</b>															
Professional Tax units	NM	94	12	NM	106	NM	100	11	1	112	NM	102	10	NM	112

<sup>[F]</sup>Sales to end users (sell-through) by Intuit and via retailers and distributors for which Intuit relies on reports from these merchants. These numbers include estimates, including estimates of sales by merchants who do not report sales to Intuit.

These numbers reflect total QuickBooks purchases for the period, including subscription purchases.

<sup>[G]</sup>Includes QuickBooks Online Edition, QuickBooks Pro and QuickBooks Premier from Enhanced Payroll Plus subscription units. This represents the cumulative base of QuickBooks subscribers. Subscription units sold in any particular period are a subset of total QuickBooks software units sold in that period.

<sup>[H]</sup>Sources: NPD Group Monthly Retail Software Report through June 2007 excluding MS Office Suites bundled with Accounting Express.

Note: NPD began reporting Avanquest Bookeeper starting April 2006. FYTD unit share excluding Avanquest is 93%.

<sup>[I]</sup>Includes Standard Payroll, Enhanced Payroll, Online Payroll, Basic Payroll, and QuickPayroll

<sup>[J]</sup>Sources: NPD Group Monthly Retail Software Report through April 2007.

<sup>[K]</sup>Number of Internet Banking end-users and Bill Pay end-users prior to Q3 FY07 are those of pre-acquisition Digital Insight. All figures exclude Quicken Bill Pay customers.

# Intuit Facts

## FY08 Financial Outlook

<b>Guidance<sup>[P]</sup></b>						
(\$ millions), except per share data	Q1 FY08	Q2 FY08	Q3 FY08	Q4 FY08	FY08	Historical FY07
<b>Revenue:</b>						
<b>Small Business</b>						
<b>QuickBooks<sup>[L]</sup></b>					\$646-\$667	\$598.2
% change YOY					8%-12%	11%
<b>Payroll &amp; Payments</b>					\$543-\$563	\$516.7
% change YOY					5%-9%	12%
<b>Total Small Business</b>						\$1,114.9
% change YOY						11%
<b>Tax</b>						
<b>Consumer Tax<sup>[L]</sup></b>					\$880-\$910	\$812.9
% change YOY					8%-12%	15%
<b>Professional Tax</b>					\$289-\$295	\$291.8
% change YOY					(1%)-1%	7%
<b>Financial Institutions</b>					\$300-\$311	\$150.4
% change YOY					100%-107%	Fav
<b>Other Businesses</b>					\$339-\$351	\$303.0
% change YOY					12%-16%	5%
<b>Total Revenue</b>	<b>\$426-\$441</b>	<b>\$833-\$848</b>	<b>\$1,268-\$1,293</b>	<b>\$466-\$471</b>	<b>\$3,000-\$3,050</b>	<b>\$2,672.9</b>
% change YOY	<b>22%-26%</b>	<b>11%-13%</b>	<b>11%-14%</b>	<b>8%-9%</b>	<b>12%-14%</b>	<b>17%</b>
GAAP Operating Income (Loss)	(\$116)-(\$105)				\$660-\$675	\$637.6
Non-GAAP Operating Income (Loss) <sup>[M]</sup>	(\$67)-(\$56)				\$855-\$870	\$764.8
Non-GAAP Operating Margin % <sup>[M]</sup>	NA				28%-29%	29%
Interest and Other Income <sup>[N]</sup>						\$52.7
Interest Expense						(\$27.1)
GAAP Share Based Compensation Expense						\$76.3
GAAP EPS Share Based Compensation Expense						(\$0.14)
<b>GAAP Diluted EPS<sup>[O]</sup></b>	<b>(\$.09)-(\$.07)</b>	<b>\$.28-\$.30</b>	<b>\$1.25-\$1.28</b>	<b>(\$.13)-(\$.11)</b>	<b>\$1.41-\$1.43</b>	<b>\$1.24</b>
<b>Non-GAAP Diluted EPS<sup>[M]</sup>[O]</b>	<b>(\$.14)-(\$.12)</b>	<b>\$.34-\$.36</b>	<b>\$1.33-\$1.36</b>	<b>(\$.04)-(\$.02)</b>	<b>\$1.59-\$1.61</b>	<b>\$1.43</b>
Basic Share Count	<b>338-340</b>				333-335	342.6
Diluted Share Count	<b>NA</b>				345-348	355.8
GAAP Tax Rate <sup>[O]</sup>	<b>36%</b>				36%	36%
Capital Expenditures					\$300M	\$153.4M

Note: All amounts except GAAP EPS exclude amounts related to Intuit Information Technology Solutions (ITS), which we sold in the second quarter of fiscal 2006, and Intuit Distribution Management Software (IDMS), which we sold in the first quarter of fiscal 2008.

<sup>[L]</sup>Beginning in Q4 FY07 results for the MyCorp product line have been reflected in the QuickBooks segment. Historical results have been reclassified from Consumer Tax to QuickBooks for all periods presented.

<sup>[M]</sup>These are non-GAAP financial measures. See tables B1, B2, E1 and E2 of the accompanying sections for reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures and the reasons management uses each measure.

<sup>[N]</sup>Interest and other income includes \$7.5 million in variable royalty income from the purchaser of our former Quicken Loans business in Q4 FY07.

<sup>[O]</sup>The effective tax rates used to calculate non-GAAP EPS were as follows: 36% full year FY07 and 36% full year FY08

<sup>[P]</sup>All of the numbers provided in the table entitled "Guidance," are forward-looking statements. Please see the accompanying section entitled "Cautions About Forward-Looking Statements" for important information to assess when evaluating these statements. Actual future results may differ materially due to a number of risks and uncertainties.

Business Segments: QuickBooks - QuickBooks Software, Financial Supplies; Payroll & Payments - QuickBooks Payroll, Assisted/Outsourced Payroll, Innovative Merchant Solutions; Consumer Tax - TurboTax Professional Tax - ProSeries, Lacerte; Financial Institutions - Intuit Financial Institutions Group, Digital Insight (starting Q3 FY07); Other Businesses - IRES, Quicken, Canada/UK

**Table A1**  
**INTUIT INC.**  
**GAAP CONSOLIDATED STATEMENTS OF OPERATIONS**  
(In thousands, except per share amounts)  
(Unaudited)

	<u>Three Months Ended</u>		<u>Twelve Months Ended</u>	
	<u>July 31,</u> <u>2007</u>	<u>July 31,</u> <u>2006</u>	<u>July 31,</u> <u>2007</u>	<u>July 31,</u> <u>2006</u>
Net revenue:				
Product	\$ 207,160	\$ 188,085	\$ 1,447,392	\$ 1,335,430
Service and other	225,512	141,371	1,225,555	957,580
Total net revenue	<u>432,672</u>	<u>329,456</u>	<u>2,672,947</u>	<u>2,293,010</u>
Costs and expenses:				
Cost of revenue:				
Cost of product revenue	27,026	26,600	169,101	165,949
Cost of service and other revenue	90,851	57,319	309,419	232,588
Amortization of purchased intangible assets	13,055	1,622	30,926	8,785
Selling and marketing	154,665	130,713	742,368	657,588
Research and development	125,902	101,513	472,516	385,795
General and administrative	69,859	66,845	291,083	267,233
Acquisition-related charges	8,022	1,782	19,964	9,478
Total costs and expenses [A]	<u>489,380</u>	<u>386,394</u>	<u>2,035,377</u>	<u>1,727,416</u>
Operating income (loss) from continuing operations	(56,708)	(56,938)	637,570	565,594
Interest expense	(14,268)	-	(27,091)	-
Interest and other income	20,822	22,097	52,689	43,023
Gains on marketable equity securities and other investments, net	-	256	1,568	7,629
Gain on sale of outsourced payroll assets	31,270	-	31,676	-
Income (loss) from continuing operations before income taxes	(18,884)	(34,585)	696,412	616,246
Income tax provision (benefit) [B]	(6,541)	(15,784)	251,607	234,592
Minority interest expense, net of tax	516	68	1,337	691
Net income (loss) from continuing operations	(12,859)	(18,869)	443,468	380,963
Net income (loss) from discontinued operations [C]	(781)	15	(3,465)	36,000
Net income (loss)	<u>\$ (13,640)</u>	<u>\$ (18,854)</u>	<u>\$ 440,003</u>	<u>\$ 416,963</u>
Basic net income (loss) per share from continuing operations	\$ (0.04)	\$ (0.06)	\$ 1.29	\$ 1.10
Basic net income (loss) per share from discontinued operations	-	-	(0.01)	0.10
Basic net income (loss) per share	<u>\$ (0.04)</u>	<u>\$ (0.06)</u>	<u>\$ 1.28</u>	<u>\$ 1.20</u>
Shares used in basic per share amounts	<u>337,550</u>	<u>342,505</u>	<u>342,637</u>	<u>347,854</u>
Diluted net income (loss) per share from continuing operations	\$ (0.04)	\$ (0.06)	\$ 1.25	\$ 1.06
Diluted net income (loss) per share from discontinued operations	-	-	(0.01)	0.10
Diluted net income (loss) per share	<u>\$ (0.04)</u>	<u>\$ (0.06)</u>	<u>\$ 1.24</u>	<u>\$ 1.16</u>
Shares used in diluted per share amounts	<u>337,550</u>	<u>342,505</u>	<u>355,815</u>	<u>360,471</u>

See accompanying Notes.

INTUIT INC.  
NOTES TO TABLE A1

- [A] The following table summarizes the total share-based compensation expense included in operating expenses for stock options, restricted stock awards, RSUs and our Employee Stock Purchase Plan that we recorded for continuing operations for the periods shown. The impact of our adoption of SFAS 123(R) on discontinued operations was nominal for these periods.

	<b>Three Months Ended</b>		<b>Twelve Months Ended</b>	
	<b>July 31, 2007</b>	<b>July 31, 2006</b>	<b>July 31, 2007</b>	<b>July 31, 2006</b>
Cost of product revenue	\$ 129	\$ 197	\$ 743	\$ 941
Cost of service and other revenue	1,200	379	3,283	1,727
Selling and marketing	5,205	4,757	23,518	21,710
Research and development	5,305	4,303	21,511	18,896
General and administrative	6,489	6,107	27,258	27,066
<b>Total</b>	<b>\$ 18,328</b>	<b>\$ 15,743</b>	<b>\$ 76,313</b>	<b>\$ 70,340</b>

- [B] Our effective tax rate for the twelve months ended July 31, 2007 was approximately 36% and differed from the federal statutory rate of 35% primarily due to state income taxes, which were partially offset by the benefit we received from federal and state research and experimental credits and tax exempt interest income. In addition, in fiscal 2007 we benefited from the retroactive extension of the federal research and experimental credit as it related to fiscal 2006. Our effective tax rate for the twelve months ended July 31, 2006 was approximately 38% and differed from the federal statutory rate of 35% primarily due to state income taxes, which were partially offset by the benefit we received from federal and state research and experimental credits and tax exempt interest income.
- [C] In July 2007 we signed a definitive agreement to sell our Intuit Distribution Management Solutions (IDMS) business for approximately \$100 million in cash. The sale was completed in August 2007. The decision to sell IDMS was a result of management's desire to focus resources on Intuit's core products and services. IDMS was part of our Other Businesses segment.

In accordance with the provisions of Statement of Financial Accounting Standards 144, "Accounting for the Impairment or Disposal of Long-lived Assets," we determined that IDMS became a long-lived asset held for sale in the fourth quarter of fiscal 2007. SFAS 144 provides that a long-lived asset classified as held for sale should be measured at the lower of its carrying amount or fair value less cost to sell. Since the carrying value of IDMS at July 31, 2007 was less than the estimated fair value less cost to sell, no adjustment to the carrying value of this long-lived asset was necessary during the twelve months ended July 31, 2007. In accordance with the provisions of SFAS 144, we discontinued the amortization of IDMS intangible assets and the depreciation of IDMS property and equipment in the fourth quarter of fiscal 2007.

Also in accordance with the provisions of SFAS 144 we determined that IDMS became a discontinued operation in the fourth quarter of fiscal 2007. We have therefore segregated the net assets and operating results of IDMS from continuing operations on our balance sheets and statements of operations for all periods presented. Revenue for IDMS was \$52.0 million and \$49.3 million for the twelve months ended July 31, 2007 and 2006. Net loss for IDMS was \$2.4 million and \$3.5 million for the twelve months ended July 31, 2007 and 2006.

In December 2005 we sold our Intuit Information Technology Solutions (ITS) business for approximately \$200 million in cash. In accordance with SFAS 144 we accounted for the sale of ITS as discontinued operations. Consequently, we have segregated the operating results and cash flows of ITS from continuing operations in our financial statements for all periods prior to the sale. Revenue for ITS was \$20.2 million and net income was \$5.2 million for the twelve months ended July 31, 2006. We also recorded a net gain on the disposal of ITS of \$34.3 million in the twelve months ended July 31, 2006. We recorded a net loss of \$1.1 million for certain contingent liabilities that became payable to the purchaser of ITS during the twelve months ended July 31, 2007.

INTUIT INC.  
ABOUT NON-GAAP FINANCIAL MEASURES

The accompanying financial information contains non-GAAP financial measures. Tables B1, B2, E1 and E2 reconcile the non-GAAP financial measures in that financial information to the most directly comparable financial measures prepared in accordance with Generally Accepted Accounting Principles (GAAP). These non-GAAP financial measures include non-GAAP operating income (loss) and related operating margin as a percentage of revenue, non-GAAP net income (loss) and non-GAAP net income (loss) per share.

Non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. These non-GAAP financial measures do not reflect a comprehensive system of accounting, differ from GAAP measures with the same names and may differ from non-GAAP financial measures with the same or similar names that are used by other companies.

We believe that these non-GAAP financial measures provide meaningful supplemental information regarding Intuit's operating results primarily because they exclude amounts that we do not consider part of ongoing operating results when assessing the performance of the organization, our operating segments or our senior management. Segment managers are not held accountable for share-based compensation expenses, acquisition-related costs, or the other excluded items that may impact their business units' operating income (loss) and, accordingly, we exclude these amounts from our measures of segment performance. We also exclude these amounts from our budget and planning process. We believe that our non-GAAP financial measures also facilitate the comparison of results for current periods and guidance for future periods with results for past periods. We exclude the following items from our non-GAAP financial measures:

- *Share-based compensation expenses.* Our non-GAAP financial measures exclude share-based compensation expenses, which consist of expenses for stock options, restricted stock, restricted stock units and purchases of common stock under our Employee Stock Purchase Plan. Segment managers are not held accountable for share-based compensation expenses impacting their business units' operating income (loss) and, accordingly, we exclude share-based compensation expenses from our measures of segment performance. While share-based compensation is a significant expense affecting our results of operations, management excludes share-based compensation from our budget and planning process. We exclude share-based compensation expenses from our non-GAAP financial measures for these reasons and the other reasons stated above. We compute weighted average dilutive shares using the method required by SFAS 123(R) for both GAAP and non-GAAP diluted net income per share.
- *Amortization of purchased intangible assets and acquisition-related charges.* In accordance with GAAP, amortization of purchased intangible assets in cost of revenue includes amortization of software and other technology assets related to acquisitions and acquisition-related charges in operating expenses includes amortization of other purchased intangible assets such as customer lists, covenants not to compete and trade names. Acquisition activities are managed on a corporate-wide basis and segment managers are not held accountable for the acquisition-related costs impacting their business units' operating income (loss). We exclude these amounts from our measures of segment performance and from our budget and planning process. We exclude these items from our non-GAAP financial measures for these reasons, the other reasons stated above and because we believe that excluding these items facilitates comparisons to the results of other companies in our industry, which have their own unique acquisition histories.
- *Gains and losses on disposals of businesses and assets.* We exclude these amounts from our non-GAAP financial measures for the reasons stated above and because they are unrelated to our ongoing business operating results.
- *Gains and losses on marketable equity securities and other investments.* We exclude these amounts from our non-GAAP financial measures for the reasons stated above and because they are unrelated to our ongoing business operating results.
- *Income tax effects of excluded items.* Our non-GAAP financial measures exclude the income tax effects of the adjustments described above that relate to the current period as well as adjustments for similar items that relate to prior periods. We exclude the impact of these tax items for the reasons stated above and because management believes that they are not indicative of our ongoing business operations.
- *Operating results and gains and losses on the sale of discontinued operations.* From time to time, we sell or otherwise dispose of selected operations as we adjust our portfolio of businesses to meet our strategic goals. In accordance with GAAP, we segregate the operating results of discontinued operations as well as gains and losses on the sale of these discontinued operations from continuing operations on our GAAP statements of operations but continue to include them in GAAP net income or loss and net income or loss per share. We exclude these amounts from our non-GAAP financial measures for the reasons stated above and because they are unrelated to our ongoing business operations.

The following describes each non-GAAP financial measure, the items excluded from the most directly comparable GAAP measure in arriving at each non-GAAP financial measure, and the reasons management uses each measure and excludes the specified amounts in arriving at each non-GAAP financial measure.

- (A) Operating income (loss) and related operating margin as a percentage of revenue. We exclude share-based compensation expenses, amortization of purchased intangible assets and acquisition-related charges from our GAAP operating income (loss) from continuing operations and related operating margin in arriving at our non-GAAP operating income (loss) and related operating margin primarily because we do not consider them part of ongoing operating results when assessing the performance of the organization, our operating segments and senior

management or when undertaking our budget and planning process. We believe that the exclusion of these expenses from our non-GAAP financial measures also facilitates the comparison of results for current periods and guidance for future periods with results for prior periods. In addition, we exclude amortization of purchased intangible assets and acquisition-related charges from non-GAAP operating income (loss) and operating margin because we believe that excluding these items facilitates comparisons to the results of other companies in our industry, which have their own unique acquisition histories.

- (B) Net income (loss) and net income (loss) per share (or earnings per share). We exclude share-based compensation expenses, amortization of purchased intangible assets, acquisition-related charges, net gains on marketable equity securities and other investments, gains and losses on disposals of businesses, certain tax items as described above, and amounts related to discontinued operations from our GAAP net income (loss) and net income (loss) per share in arriving at our non-GAAP net income (loss) and net income (loss) per share. We exclude all of these items from our non-GAAP net income (loss) and net income (loss) per share primarily because we do not consider them part of ongoing operating results when assessing the performance of the organization, our operating segments and senior management or when undertaking our budget and planning process. We believe that the exclusion of these items from our non-GAAP financial measures also facilitates the comparison of results for current periods and guidance for future periods with results for prior periods.

In addition, we exclude amortization of purchased intangible assets and acquisition-related charges from our non-GAAP net income (loss) and net income (loss) per share because we believe that excluding these items facilitates comparisons to the results of other companies in our industry, which have their own unique acquisition histories. We exclude gains on marketable equity securities and other investments, net from our non-GAAP net income (loss) and net income (loss) per share because they are unrelated to our ongoing business operating results. Our non-GAAP financial measures exclude the income tax effects of the adjustments described above that relate to the current period as well as adjustments for similar items that relate to prior periods. We exclude the impact of these tax items because management believes that they are not indicative of our ongoing business operations. The effective tax rates used to calculate non-GAAP net income (loss) and net income (loss) per share were as follows: 35% for the first and second quarters of fiscal 2006; 38% for the third quarter of fiscal 2006; 37% for the fourth quarter of fiscal 2006 and full fiscal 2006; 37% for the first quarter of fiscal 2007; 36% for the second, third and fourth quarters of fiscal 2007, and for full fiscal 2007; and 36% for fiscal 2008 guidance. Finally, we exclude amounts related to discontinued operations from our non-GAAP net income (loss) and net income (loss) per share because they are unrelated to our ongoing business operations.

We refer to these non-GAAP financial measures in assessing the performance of Intuit's ongoing operations and for planning and forecasting in future periods. These non-GAAP financial measures also facilitate our internal comparisons to Intuit's historical operating results. We have historically reported similar non-GAAP financial measures and believe that the inclusion of comparative numbers provides consistency in our financial reporting. We compute non-GAAP financial measures using the same consistent method from quarter to quarter and year to year.

The reconciliations of the forward-looking non-GAAP financial measures to the most directly comparable GAAP financial measures in Table E1 include all information reasonably available to Intuit at August 22, 2007. These tables include adjustments that we can reasonably predict. Events that could cause the reconciliation to change include acquisitions and divestitures of businesses, goodwill and other asset impairments and sales of marketable equity securities and other investments.

**Table A2**  
**INTUIT INC.**  
**NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS DATA**  
(In thousands, except per share amounts)  
(Unaudited)

	Three Months Ended		Twelve Months Ended	
	July 31, 2007	July 31, 2006	July 31, 2007	July 31, 2006
Net revenue:				
Product	\$ 207,160	\$ 188,085	\$ 1,447,392	\$ 1,335,430
Service and other	225,512	141,371	1,225,555	957,580
Total net revenue	432,672	329,456	2,672,947	2,293,010
Costs and expenses:				
Cost of revenue:				
Cost of product revenue	26,897	26,403	168,358	165,008
Cost of service and other revenue	89,651	56,940	306,136	230,861
Selling and marketing	149,460	125,956	718,850	635,878
Research and development	120,597	97,210	451,005	366,899
General and administrative	63,370	60,738	263,825	240,167
Total costs and expenses	449,975	367,247	1,908,174	1,638,813
Income (loss) from operations	(17,303)	(37,791)	764,773	654,197
Interest expense	(14,268)	-	(27,091)	-
Interest and other income	20,822	19,733	52,689	40,659
Income (loss) before income taxes	(10,749)	(18,058)	790,371	694,856
Income tax provision (benefit)	(3,816)	(6,681)	280,582	257,097
Minority interest expense, net of tax	516	68	1,337	691
Net income (loss)	\$ (7,449)	\$ (11,445)	\$ 508,452	\$ 437,068
Basic net income (loss) per share	\$ (0.02)	\$ (0.03)	\$ 1.48	\$ 1.26
Shares used in basic per share amounts	337,550	342,505	342,637	347,854
Diluted net income (loss) per share	\$ (0.02)	\$ (0.03)	\$ 1.43	\$ 1.21
Shares used in diluted per share amounts	337,550	342,505	355,815	360,471

See "About Non-GAAP Financial Measures" immediately preceding this Table A2 for information on these measures, the items excluded from the most directly comparable GAAP measures in arriving at non-GAAP financial measures, and the reasons management uses each measure and excludes the specified amounts in arriving at each non-GAAP financial measure.



**Table B1**  
**INTUIT INC.**  
**RECONCILIATION OF NON-GAAP STATEMENTS OF OPERATIONS DATA**  
**TO GAAP CONSOLIDATED STATEMENTS OF OPERATIONS**  
(In thousands, except per share amounts)  
(Unaudited)

	Three Months Ended July 31, 2007			Three Months Ended July 31, 2006		
	Non- GAAP	Adjmts	GAAP	Non- GAAP	Adjmts	GAAP
Net revenue:						
Product	\$ 207,160	\$ -	\$ 207,160	\$ 188,085	\$ -	\$ 188,085
Service and other	225,512	-	225,512	141,371	-	141,371
Total net revenue	<u>432,672</u>	<u>-</u>	<u>432,672</u>	<u>329,456</u>	<u>-</u>	<u>329,456</u>
Costs and expenses:						
Cost of revenue:						
Cost of product revenue	26,897	129 [a]	27,026	26,403	197 [a]	26,600
Cost of service and other revenue	89,651	1,200 [a]	90,851	56,940	379 [a]	57,319
Amortization of purchased intangible assets	-	13,055 [b]	13,055	-	1,622 [b]	1,622
Selling and marketing	149,460	5,205 [a]	154,665	125,956	4,757 [a]	130,713
Research and development	120,597	5,305 [a]	125,902	97,210	4,303 [a]	101,513
General and administrative	63,370	6,489 [a]	69,859	60,738	6,107 [a]	66,845
Acquisition-related charges	-	8,022 [c]	8,022	-	1,782 [c]	1,782
Total costs and expenses	<u>449,975</u>	<u>39,405</u>	<u>489,380</u>	<u>367,247</u>	<u>19,147</u>	<u>386,394</u>
Operating income (loss) from continuing operations	(17,303)	(39,405)	(56,708)	(37,791)	(19,147)	(56,938)
Interest expense	(14,268)	-	(14,268)	-	-	-
Interest and other income	20,822	-	20,822	19,733	2,364 [d]	22,097
Gains on marketable equity securities and other investments, net	-	-	-	-	256 [e]	256
Gain on sale of outsourced payroll assets	-	31,270 [f]	31,270	-	-	-
Income (loss) from continuing operations before income taxes	(10,749)	(8,135)	(18,884)	(18,058)	(16,527)	(34,585)
Income tax provision (benefit)	(3,816)	(2,725) [g]	(6,541)	(6,681)	(9,103) [g]	(15,784)
Minority interest expense, net of tax	516	-	516	68	-	68
Net income (loss) from continuing operations	(7,449)	(5,410)	(12,859)	(11,445)	(7,424)	(18,869)
Net income (loss) from discontinued operations	-	(781) [h]	(781)	-	15 [h]	15
Net income (loss)	<u>\$ (7,449)</u>	<u>\$ (6,191)</u>	<u>\$ (13,640)</u>	<u>\$ (11,445)</u>	<u>\$ (7,409)</u>	<u>\$ (18,854)</u>
Basic net income (loss) per share from continuing operations	\$ (0.02)		\$ (0.04)	\$ (0.03)		\$ (0.06)
Basic net income (loss) per share from discontinued operations	-		-	-		-
Basic net income (loss) per share	<u>\$ (0.02)</u>		<u>\$ (0.04)</u>	<u>\$ (0.03)</u>		<u>\$ (0.06)</u>
Shares used in basic per share amounts	<u>337,550</u>		<u>337,550</u>	<u>342,505</u>		<u>342,505</u>
Diluted net income (loss) per share from continuing operations	\$ (0.02)		\$ (0.04)	\$ (0.03)		\$ (0.06)
Diluted net income (loss) per share from discontinued operations	-		-	-		-
Diluted net income (loss) per share	<u>\$ (0.02)</u>		<u>\$ (0.04)</u>	<u>\$ (0.03)</u>		<u>\$ (0.06)</u>
Shares used in diluted per share amounts	<u>337,550</u>		<u>337,550</u>	<u>342,505</u>		<u>342,505</u>

See "About Non-GAAP Financial Measures" immediately preceding Table A2 for more information on these non-GAAP adjustments.

- [a] Adjustment to exclude share-based compensation expense for stock options, restricted stock, restricted stock units and purchases under our Employee Stock Purchase Plan from non-GAAP financial measures.
- [b] Adjustment to exclude amortization of purchased intangible assets from non-GAAP financial measures.
- [c] Adjustment to exclude acquisition-related charges from non-GAAP financial measures.
- [d] Adjustment to exclude pre-tax gain on sale of certain assets of our Intuit Construction Business Solutions business.
- [e] Adjustment to exclude net gains on marketable equity securities and other investments from non-GAAP financial measures.
- [f] Adjustment to exclude pre-tax gain on sale of outsourced payroll assets from non-GAAP financial measures.
- [g] Adjustment to reflect the tax effects of items [a] through [f] and to exclude certain GAAP discrete tax items from non-GAAP financial measures.
- [h] Adjustment to exclude net income (loss) from discontinued operations from non-GAAP financial measures.

**Table B2**  
**INTUIT INC.**  
**RECONCILIATION OF NON-GAAP STATEMENTS OF OPERATIONS DATA**  
**TO GAAP CONSOLIDATED STATEMENTS OF OPERATIONS**  
(In thousands, except per share amounts)  
(Unaudited)

	Twelve Months Ended July 31, 2007			Twelve Months Ended July 31, 2006		
	Non- GAAP	Adjmts	GAAP	Non- GAAP	Adjmts	GAAP
Net revenue:						
Product	\$ 1,447,392	\$ -	\$ 1,447,392	\$ 1,335,430	\$ -	\$ 1,335,430
Service and other	1,225,555	-	1,225,555	957,580	-	957,580
Total net revenue	<u>2,672,947</u>	<u>-</u>	<u>2,672,947</u>	<u>2,293,010</u>	<u>-</u>	<u>2,293,010</u>
Costs and expenses:						
Cost of revenue:						
Cost of product revenue	168,358	743 [a]	169,101	165,008	941 [a]	165,949
Cost of service and other revenue	306,136	3,283 [a]	309,419	230,861	1,727 [a]	232,588
Amortization of purchased intangible assets	-	30,926 [b]	30,926	-	8,785 [b]	8,785
Selling and marketing	718,850	23,518 [a]	742,368	635,878	21,710 [a]	657,588
Research and development	451,005	21,511 [a]	472,516	366,899	18,896 [a]	385,795
General and administrative	263,825	27,258 [a]	291,083	240,167	27,066 [a]	267,233
Acquisition-related charges	-	19,964 [c]	19,964	-	9,478 [c]	9,478
Total costs and expenses	<u>1,908,174</u>	<u>127,203</u>	<u>2,035,377</u>	<u>1,638,813</u>	<u>88,603</u>	<u>1,727,416</u>
Operating income from continuing operations	764,773	(127,203)	637,570	654,197	(88,603)	565,594
Interest expense	(27,091)	-	(27,091)	-	-	-
Interest and other income	52,689	-	52,689	40,659	2,364 [d]	43,023
Gains on marketable equity securities and other investments, net	-	1,568 [e]	1,568	-	7,629 [e]	7,629
Gain on sale of outsourced payroll assets	-	31,676 [f]	31,676	-	-	-
Income from continuing operations before income taxes	790,371	(93,959)	696,412	694,856	(78,610)	616,246
Income tax provision	280,582	(28,975) [g]	251,607	257,097	(22,505) [g]	234,592
Minority interest expense, net of tax	1,337	-	1,337	691	-	691
Net income from continuing operations	<u>508,452</u>	<u>(64,984)</u>	<u>443,468</u>	<u>437,068</u>	<u>(56,105)</u>	<u>380,963</u>
Net income (loss) from discontinued operations	-	(3,465) [h]	(3,465)	-	36,000 [h]	36,000
Net income	<u>\$ 508,452</u>	<u>\$ (68,449)</u>	<u>\$ 440,003</u>	<u>\$ 437,068</u>	<u>\$ (20,105)</u>	<u>\$ 416,963</u>
Basic net income per share from continuing operations	\$ 1.48		\$ 1.29	\$ 1.26		\$ 1.10
Basic net income (loss) per share from discontinued operations	-		(0.01)	-		0.10
Basic net income per share	<u>\$ 1.48</u>		<u>\$ 1.28</u>	<u>\$ 1.26</u>		<u>\$ 1.20</u>
Shares used in basic per share amounts	<u>342,637</u>		<u>342,637</u>	<u>347,854</u>		<u>347,854</u>
Diluted net income per share from continuing operations	\$ 1.43		\$ 1.25	\$ 1.21		\$ 1.06
Diluted net income (loss) per share from discontinued operations	-		(0.01)	-		0.10
Diluted net income per share	<u>\$ 1.43</u>		<u>\$ 1.24</u>	<u>\$ 1.21</u>		<u>\$ 1.16</u>
Shares used in diluted per share amounts	<u>355,815</u>		<u>355,815</u>	<u>360,471</u>		<u>360,471</u>

See "About Non-GAAP Financial Measures" immediately preceding Table A2 for more information on these non-GAAP adjustments.

- [a] Adjustment to exclude share-based compensation expense for stock options, restricted stock, restricted stock units and purchases under our Employee Stock Purchase Plan from non-GAAP financial measures.
- [b] Adjustment to exclude amortization of purchased intangible assets from non-GAAP financial measures.
- [c] Adjustment to exclude acquisition-related charges from non-GAAP financial measures.
- [d] Adjustment to exclude pre-tax gain on sale of certain assets of our Intuit Construction Business Solutions business.
- [e] Adjustment to exclude net gains on marketable equity securities and other investments from non-GAAP financial measures.
- [f] Adjustment to exclude pre-tax gain on sale of outsourced payroll assets from non-GAAP financial measures.
- [g] Adjustment to reflect the tax effects of items [a] through [f] and to exclude certain GAAP discrete tax items from non-GAAP financial measures.
- [h] Adjustment to exclude net income (loss) from discontinued operations from non-GAAP financial measures.

**Table E1**  
**INTUIT INC.**  
**RECONCILIATION OF FORWARD-LOOKING GUIDANCE FOR NON-GAAP FINANCIAL MEASURES**  
**TO PROJECTED GAAP REVENUE, OPERATING INCOME (LOSS), AND EPS**  
(In thousands, except per share amounts)  
(Unaudited)

	<b>Forward-Looking Guidance</b>				
	<b>GAAP</b>		<b>Adjustments</b>	<b>Non-GAAP</b>	
	<b>Range of Estimate</b>			<b>Range of Estimate</b>	
	<b>From</b>	<b>To</b>		<b>From</b>	<b>To</b>
<b>Three Months Ending</b>					
<b>October 31, 2007</b>					
Revenue	\$ 426,000	\$ 441,000	\$ -	\$ 426,000	\$ 441,000
Operating loss	\$ (116,000)	\$ (105,000)	\$ 49,000 [a]	\$ (67,000)	\$ (56,000)
Diluted loss per share	\$ (0.09)	\$ (0.07)	\$ (0.05) [b]	\$ (0.14)	\$ (0.12)
Shares	338,000	340,000		338,000	340,000
<b>Three Months Ending</b>					
<b>January 31, 2008</b>					
Revenue	\$ 833,000	\$ 848,000	\$ -	\$ 833,000	\$ 848,000
Diluted earnings per share	\$ 0.28	\$ 0.30	\$ 0.06 [c]	\$ 0.34	\$ 0.36
<b>Three Months Ending</b>					
<b>April 30, 2008</b>					
Revenue	\$ 1,268,000	\$ 1,293,000	\$ -	\$ 1,268,000	\$ 1,293,000
Diluted earnings per share	\$ 1.25	\$ 1.28	\$ 0.08 [d]	\$ 1.33	\$ 1.36
<b>Three Months Ending</b>					
<b>July 31, 2008</b>					
Revenue	\$ 466,000	\$ 471,000	\$ -	\$ 466,000	\$ 471,000
Diluted loss per share	\$ (0.13)	\$ (0.11)	\$ 0.09 [e]	\$ (0.04)	\$ (0.02)
<b>Twelve Months Ending</b>					
<b>July 31, 2008</b>					
Revenue	\$ 3,000,000	\$ 3,050,000	\$ -	\$ 3,000,000	\$ 3,050,000
Operating income	\$ 660,000	\$ 675,000	\$ 195,000 [f]	\$ 855,000	\$ 870,000
Operating margin	21%	22%	7% [f]	28%	29%
Diluted earnings per share	\$ 1.41	\$ 1.43	\$ 0.18 [g]	\$ 1.59	\$ 1.61
Shares	345,000	348,000		345,000	348,000

See "About Non-GAAP Financial Measures" immediately preceding Table A2 for more information on these measures, the items excluded from the most directly comparable GAAP measures in arriving at non-GAAP financial measures, and the reasons management uses each measure and excludes the specified amounts in arriving at each non-GAAP financial measure.

- [a] Reflects estimated adjustments for share-based compensation expense of approximately \$28 million; amortization of purchased intangible assets of approximately \$11 million; and acquisition-related charges of approximately \$10 million.
- [b] Reflects the estimated adjustments in item [a]; an adjustment for an expected pre-tax gain on the sale of certain assets related to our Complete Payroll and Premier Payroll Service businesses of approximately \$35 million; income taxes related to these adjustments; and an adjustment for an estimated net gain from discontinued operations of approximately \$26 million.
- [c] Reflects estimated adjustments for share-based compensation expense of approximately \$28 million; amortization of purchased intangible assets of approximately \$11 million; acquisition-related charges of approximately \$10 million; an adjustment for an expected pre-tax gain on the sale of certain assets related to our Complete Payroll and Premier Payroll Service businesses of approximately \$18 million; and income taxes related to these adjustments.
- [d] Reflects adjustments for share-based compensation expense of approximately \$27 million; amortization of purchased intangible assets of approximately \$11 million; acquisition-related charges of approximately \$10 million; an adjustment for an expected pre-tax gain on the sale of certain assets related to our Complete Payroll and Premier Payroll Service businesses of approximately \$8 million; and income taxes related to these adjustments.
- [e] Reflects adjustments for share-based compensation expense of approximately \$28 million; amortization of purchased intangible assets of approximately \$11 million; acquisition-related charges of approximately \$10 million; and income taxes related to these adjustments.

- [f] Reflects estimated adjustments for share-based compensation expense of approximately \$111 million; amortization of purchased intangible assets of approximately \$44 million; and acquisition-related charges of approximately \$40 million.
- [g] Reflects the estimated adjustments in item [f]; an adjustment for an expected pre-tax gain on the sale of certain assets related to our Complete Payroll and Premier Payroll Service businesses of approximately \$61 million; income taxes related to these adjustments; and an adjustment for an estimated net gain from discontinued operations of approximately \$26 million.

**TABLE E2**  
**INTUIT INC.**  
**RECONCILIATION OF HISTORICAL NON-GAAP FINANCIAL MEASURES**  
**TO MOST DIRECTLY COMPARABLE GAAP FINANCIAL MEASURES**  
(In thousands, except per share amounts)  
(Unaudited)

	<u>GAAP</u>	<u>Adjustments</u>	<u>Non- GAAP</u>
<b>Three months ended October 31, 2005</b>			
Operating loss	\$ (99,782)	\$ 25,631 [a]	\$ (74,151)
Diluted loss per share	\$ (0.13)	\$ 0.01 [b]	\$ (0.12)
<b>Three months ended January 31, 2006</b>			
Operating income	\$ 242,030	\$ 22,565 [c]	\$ 264,595
Operating margin	33%	3% [c]	36%
Diluted earnings per share	\$ 0.50	\$ (0.02) [d]	\$ 0.48
<b>Three months ended April 30, 2006</b>			
Operating income	\$ 480,284	\$ 21,260 [e]	\$ 501,544
Operating margin	51%	2% [e]	53%
Diluted earnings per share	\$ 0.84	\$ 0.05 [f]	\$ 0.89
<b>Three months ended July 31, 2006</b>			
Operating loss	\$ (56,938)	\$ 19,147 [g]	\$ (37,791)
Diluted loss per share	\$ (0.06)	\$ 0.03 [h]	\$ (0.03)
<b>Twelve months ended July 31, 2006</b>			
Operating income	\$ 565,594	\$ 88,603 [i]	\$ 654,197
Operating margin	25%	4% [i]	29%
Diluted earnings per share	\$ 1.16	\$ 0.05 [j]	\$ 1.21
<b>Three months ended October 31, 2006</b>			
Operating loss	\$ (98,519)	\$ 22,526 [k]	\$ (75,993)
Diluted loss per share	\$ (0.17)	\$ 0.05 [l]	\$ (0.12)
<b>Three months ended January 31, 2007</b>			
Operating income	\$ 214,717	\$ 22,707 [m]	\$ 237,424
Operating margin	29%	3% [m]	32%
Diluted income per share	\$ 0.40	\$ 0.04 [n]	\$ 0.44
<b>Three months ended April 30, 2007</b>			
Operating income	\$ 578,080	\$ 42,565 [o]	\$ 620,645
Operating margin	51%	3% [o]	54%
Diluted income per share	\$ 1.04	\$ 0.09 [p]	\$ 1.13
<b>Three months ended July 31, 2007</b>			
Operating loss	\$ (56,708)	\$ 39,405 [q]	\$ (17,303)
Diluted loss per share	\$ (0.04)	\$ 0.02 [r]	\$ (0.02)
<b>Twelve months ended July 31, 2007</b>			
Operating income	\$ 637,570	\$ 127,203 [s]	\$ 764,773
Operating margin	24%	5% [s]	29%
Diluted income per share	\$ 1.24	\$ 0.19 [t]	\$ 1.43

See “About Non-GAAP Financial Measures” immediately preceding Table A2 for more information on these measures, the items excluded from the most directly comparable GAAP measures in arriving at non-GAAP financial measures, and the reasons management uses each measure and excludes the specified amounts in arriving at each non-GAAP financial measure.

- [a] Reflects adjustments for share-based compensation expense of \$20.2 million; amortization of purchased intangible assets of \$2.7 million; and acquisition-related charges of \$2.8 million.
- [b] Reflects the adjustments in item [a]; an adjustment for net gains on marketable equity securities and other investments of \$4.3 million; and income taxes related to these adjustments. Also reflects adjustments for certain GAAP tax benefits and for net income from discontinued operations of \$10.1 million.
- [c] Reflects adjustments for share-based compensation expense of \$17.5 million; amortization of purchased intangible assets of \$2.5 million; and acquisition-related charges of \$2.6 million.
- [d] Reflects the adjustments in item [c]; an adjustment for net gains on marketable equity securities and other investments of \$3.0 million; and income taxes related to these adjustments. Also reflects adjustments for certain GAAP tax benefits and for net income from discontinued operations of \$25.9 million.
- [e] Reflects adjustments for share-based compensation expense of \$16.9 million; amortization of purchased intangible assets of \$2.0 million; and acquisition-related charges of \$2.3 million.
- [f] Reflects the adjustments in item [e]; an adjustment for net gains on marketable equity securities and other investments of \$0.1 million; and income taxes related to these adjustments. Also reflects adjustments for certain GAAP tax benefits and for net loss from discontinued operations of \$0.1 million.
- [g] Reflects adjustments for share-based compensation expense of \$15.7 million; amortization of purchased intangible assets of \$1.6 million; and acquisition-related charges of \$1.8 million.
- [h] Reflects the adjustments in item [g]; an adjustment for net gains on marketable equity securities and other investments of \$0.3 million; a \$2.4 million adjustment for a pre-tax gain on the sale of certain assets of our Intuit Construction Business Solutions (ICBS) business; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items, including the tax on the gain on the sale of certain assets of our ICBS business.
- [i] Reflects adjustments for share-based compensation expense of \$70.3 million; amortization of purchased intangible assets of \$8.8 million; and acquisition-related charges of \$9.5 million.
- [j] Reflects the adjustments in item [i]; an adjustment for net gains on marketable equity securities and other investments of \$7.6 million; a \$2.4 million adjustment for a pre-tax gain on the sale of certain assets of our ICBS business; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items, including the tax on the gain on the sale certain assets of our ICBS business, and for net income from discontinued operations of \$36.0 million.
- [k] Reflects adjustments for share-based compensation expense of \$18.6 million; amortization of purchased intangible assets of \$2.0 million; and acquisition-related charges of \$1.9 million.
- [l] Reflects the adjustments in item [k]; an adjustment for net gains on marketable equity securities and other investments of \$1.2 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for net loss from discontinued operations of \$1.7 million.
- [m] Reflects adjustments for share-based compensation expense of \$19.0 million; amortization of purchased intangible assets of \$2.3 million; and acquisition-related charges of \$1.4 million.
- [n] Reflects the adjustments in item [m] and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for net loss from discontinued operations of \$0.2 million.
- [o] Reflects adjustments for share-based compensation expense of \$20.3 million; amortization of purchased intangible assets of \$13.5 million; and acquisition-related charges of \$8.7 million.
- [p] Reflects the adjustments in item [o]; an adjustment for net gains on marketable equity securities and other investments of \$0.3 million; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$0.4 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for a net loss from discontinued operations of \$0.7 million.
- [q] Reflects adjustments for share-based compensation expense of \$18.3 million; amortization of purchased intangible assets of \$13.1 million; and acquisition-related charges of \$8.0 million.
- [r] Reflects the adjustments in item [q]; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$31.3 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for a net loss from discontinued operations of \$0.8 million.
- [s] Reflects adjustments for share-based compensation expense of \$76.3 million; amortization of purchased intangible assets of \$30.9 million; and acquisition-related charges of \$20.0 million.
- [t] Reflects the adjustments in item [s]; an adjustment for net gains on marketable equity securities and other investments of \$1.6 million; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$31.7 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for a net loss from discontinued operations of \$3.5 million.

INTUIT INC.  
CAUTIONS ABOUT FORWARD-LOOKING STATEMENTS

The accompanying financial information contains forward-looking statements, including forecasts of Intuit's expected financial results and its prospects for the business in fiscal 2008 and beyond.

Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause our actual results to differ materially from the expectations expressed in the forward-looking statements. These factors include, without limitation, the following: product introductions and price competition from our competitors can have unpredictable negative effects on our revenue, profitability and market position; governmental encroachment in our tax businesses or other governmental activities regulating the filing of tax returns could negatively affect our operating results and market position; we may not be able to successfully introduce new products and services to meet our growth and profitability objectives, and current and future products and services may not adequately address customer needs and may not achieve broad market acceptance, which could harm our operating results and financial condition; any failure to maintain reliable and responsive service levels for our offerings could cause us to lose customers and negatively impact our revenues and profitability; any significant product quality problems or delays in our products could harm our revenue, earnings and reputation; our participation in the Free File Alliance may result in lost revenue opportunities and cannibalization of our traditional paid franchise; any failure to properly use and protect personal customer information could harm our revenue, earnings and reputation; our acquisition activities may be disruptive to Intuit and may not result in expected benefits; our use of significant amounts of debt to finance acquisitions or other activities could harm our financial condition and results of operations; our revenue and earnings are highly seasonal and the timing of our revenue between quarters is difficult to predict, which may cause significant quarterly fluctuations in our financial results; predicting tax-related revenues is challenging due to the heavy concentration of activity in a short time period; we have implemented, and are continuing to upgrade, new information systems and any problems with these new systems could interfere with our ability to ship and deliver products and gather information to effectively manage our business; our financial position may not make repurchasing shares advisable or we may issue additional shares in an acquisition causing our number of outstanding shares to grow; and litigation involving intellectual property, antitrust, shareholder and other matters may increase our costs. More details about these and other risks that may impact our business are included in our Form 10-K for fiscal 2006 and in our other SEC filings. You can locate these reports through our website at [http://www.intuit.com/about\\_intuit/investors](http://www.intuit.com/about_intuit/investors). Forward-looking statements are based on information as of August 22, 2007, and we do not undertake any duty to update any forward-looking statement or other information.