

# Intuit Facts

## Q2/FY12

Intuit Inc.

Investor Relations (650) 944-2536

NASDAQ: INTU

Financial Summary									Guidance <sup>[C]</sup>	
(\$ millions), except per share data										
	Q1 FY11	Q2 FY11	Q3 FY11	Q4 FY11	FY11	Q1 FY12	Q2 FY12	YTD FY12	Q3 FY12	FY12
<b>Revenue:</b>										
<b>Small Business Group</b>										
Financial Management Solutions	\$154	\$187	\$182	\$177	\$700	\$168	\$199	\$367		
% change YOY	15%	21%	11%	12%	15%	9%	6%	7%		
Employee Management Solutions	\$107	\$116	\$115	\$119	\$458	\$121	\$127	\$249		
% change YOY	11%	11%	12%	5%	10%	13%	9%	11%		
Payment Solutions	\$80	\$85	\$93	\$90	\$348	\$94	\$99	\$194		
% change YOY	7%	7%	17%	12%	11%	19%	17%	18%		
<b>Total Small Business</b>	<b>\$341</b>	<b>\$389</b>	<b>\$391</b>	<b>\$386</b>	<b>\$1,506</b>	<b>\$384</b>	<b>\$425</b>	<b>\$809</b>		\$1,655-\$1,690
% change YOY	12%	15%	13%	10%	12%	13%	9%	11%		10%-12%
<b>Tax</b>										
Consumer Tax	\$29	\$205	\$1,036	\$28	\$1,299	\$41	\$295	\$336		\$1,430-\$1,465
% change YOY	32%	(6%)	18%	11%	13%	39%	44%	43%		10%-13%
Accounting Professionals	\$25	\$122	\$225	\$27	\$399	\$27	\$131	\$158		\$420-\$430
% change YOY	15%	(2%)	10%	22%	7%	6%	8%	8%		5%-8%
<b>Financial Services</b>										
	\$81	\$84	\$89	\$92	\$346	\$89	\$92	\$181		\$370-\$380
% change YOY	1%	3%	5%	8%	4%	9%	9%	9%		7%-10%
<b>Other Businesses</b>										
	\$56	\$78	\$107	\$60	\$301	\$54	\$75	\$129		\$310-\$320
% change YOY	27%	5%	17%	14%	15%	(3%)	(5%)	(4%)		3%-7%
<b>Total Revenue</b>	<b>\$532</b>	<b>\$878</b>	<b>\$1,848</b>	<b>\$593</b>	<b>\$3,851</b>	<b>\$594</b>	<b>\$1,019</b>	<b>\$1,613</b>	<b>\$1,950-\$1,990</b>	<b>\$4,185-\$4,285</b>
% change YOY	12%	5%	15%	10%	11%	12%	16%	14%		9%-11%
GAAP Operating Income (Loss)	(\$104)	\$110	\$1,061	(\$61)	\$1,007	(\$94)	\$192	\$98	\$1,095-\$1,125	\$1,190-\$1,215
Non-GAAP Operating Income (Loss) <sup>[A]</sup>	(\$53)	\$164	\$1,115	\$25	\$1,251	(\$29)	\$249	\$220	\$1,140-\$1,170	\$1,405-\$1,430
Non-GAAP Operating Margin % <sup>[A]</sup>	NA	19%	60%	4%	32.5%	NA	24%	13.6%		
Interest Expense	(\$15)	(\$15)	(\$15)	(\$15)	(\$60)	(\$15)	(\$15)	\$31		
Interest and Other Income	\$7	\$7	\$5	(\$1)	\$19	\$11	\$3	\$14		
GAAP Share Based Compensation Expense	\$35	\$38	\$39	\$41	\$153	\$40	\$44	\$84		
GAAP EPS Share Based Compensation Expense	(\$0.07)	(\$0.08)	(\$0.08)	(\$0.10)	(\$0.33)	(\$0.09)	(\$0.09)	(\$0.18)		
<b>GAAP Diluted EPS</b>	<b>(\$0.22)</b>	<b>\$0.23</b>	<b>\$2.20</b>	<b>(\$0.19)</b>	<b>\$2.00</b>	<b>(\$0.21)</b>	<b>\$0.39</b>	<b>\$0.18</b>	<b>\$2.36-\$2.40</b>	<b>\$2.43-\$2.50</b>
<b>Non-GAAP Diluted EPS<sup>[A][B]</sup></b>	<b>(\$0.12)</b>	<b>\$0.32</b>	<b>\$2.33</b>	<b>\$0.02</b>	<b>\$2.51</b>	<b>(\$0.10)</b>	<b>\$0.51</b>	<b>\$0.41</b>	<b>\$2.47-\$2.51</b>	<b>\$2.90-\$2.97</b>
GAAP Diluted EPS (YTD)	(\$0.22)	\$0.01	\$2.16	\$2.00	\$2.00	(\$0.21)	\$0.18	\$0.18		
Non-GAAP Diluted EPS (YTD) <sup>[A][B]</sup>	(\$0.12)	\$0.19	\$2.48	\$2.51	\$2.51	(\$0.10)	\$0.41	\$0.41		
Basic Share Count	316	308	303	302	307	300	297	298		295-299
Diluted Share Count	316	318	313	312	317	300	306	307		304-308
GAAP Tax Rate <sup>[D]</sup>	37%	28%	35%	26%	34%	35%	34%	33%		34%
Capital Expenditures					\$213					\$190-\$210

Numbers may not agree with the sum of the components, nor with SEC filing(s), due to immaterial rounding adjustments.

<sup>[A]</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>[B]</sup>The annual effective tax rates used to calculate non-GAAP EPS were 36% for Q1 FY11, 35% for Q2 FY11, 34% for Q3 FY11, 34% for Q4 FY11, 34% for Q1 FY12 and 34% for Q2 FY12.

<sup>[C]</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.

<sup>[D]</sup>Our GAAP effective tax rate for the second quarter of fiscal year 2011 was affected by one-time tax benefits related to the retroactive reinstatement of the research and experimentation credit. Excluding those discrete benefits, our GAAP effective tax rate for that period was approximately 36%.

Financial Management Solutions - QuickBooks: QuickBooks Software, Financial Supplies, Websites; Employee Management Solutions - QuickBooks Payroll, Intuit Online Payroll, Intuit Full Service Payroll; Payment Solutions - Merchant Services; Consumer Tax - TurboTax; Accounting Professionals - ProSeries, Lacerte, ProLine Tax Online; Financial Services - Intuit Financial Services Group; Other Businesses - Global, Quicken, Mint, Intuit Health

# Intuit Facts

<b>Business Metrics</b>												
Units in thousands, except where noted	Q1 FY10	Q2 FY10	Q3 FY10	Q4 FY10	FY10	Q1 FY11	Q2 FY11	Q3 FY11	Q4 FY11	FY11	Q1 FY12	Q2 FY12
<b>Small Business</b>												
Total Small Business Customers (millions) <sup>[E]</sup>	4.9	5.0	5.1	5.2	5.2	5.0	5.0	4.9	5.1	5.1	5.0	5.0
<b>Financial Management Solutions</b> <sup>[F]</sup>												
Total QuickBooks Units <sup>[G]</sup>	290	414	497	373	1,574	271	430	493	378	1,572	276	442
QuickBooks Online Subscribers <sup>[H]</sup>	149	159	188	201	201	217	241	267	283	283	303	326
Enterprise Solutions Subscribers	39	41	43	45	45	47	51	54	57	57	60	62
<b>Employee Management Solutions</b>												
Total EMS Customers <sup>[I]</sup>	1,151	1,160	1,162	1,150	1,150	1,153	1,170	1,178	1,168	1,168	1,184	1,194
EMS Online Subscribers	144	156	170	175	175	171	177	189	197	197	205	216
<b>Payment Solutions</b>												
Merchant Account Services customers <sup>[J],[K]</sup>	258	265	282	291	291	297	303	316	322	322	330	335
Yr/Yr Charge Volume/Merchant increase(decrease) <sup>[L]</sup>	-8%	-3%	1%	-2%	-3%	-1%	1%	0%	1%	1%	1%	0%
<b>Consumer Tax</b>												
Federal TurboTax (millions)												
Desktop units	NM	3.4	2.8	NM	6.2	NM	3.4	2.7	NM	6.1	NM	3.3
Web units	NM	3.0	10.4	0.3	13.7	NM	3.3	12.5	0.7	16.5	NM	4.6
Free File Alliance	NM	0.3	1.0	NM	1.4	NM	0.3	1.0	NM	1.3	NM	0.3
Total TurboTax federal units	NM	6.7	14.2	0.3	21.3	NM	7.0	16.3	0.7	23.9	NM	8.2
Federal TurboTax retail share <sup>[L]</sup>												
Unit share FYTD	NM	87%	83%	83%	83%	NM	88%	85%	85%	85%	NM	87%
Dollar share FYTD	NM	90%	87%	87%	87%	NM	91%	89%	89%	89%	NM	91%
<b>Accounting Professionals</b>												
Professional Tax Customers	NM	95	11	NM	106	NM	93	12	NM	105	NM	93
<b>Financial Services</b>												
Number of Internet Banking End-Users	9,044	9,262	9,477	9,756	9,756	9,994	10,186	10,348	10,340	10,340	10,524	10,521
Number of Bill Pay End-Users <sup>[M]</sup>	3,096	3,195	3,300	3,504	3,504	3,673	3,916	4,054	3,961	3,961	4,207	4,274

Numbers may not agree with the sum of the components, nor with SEC filing(s), due to immaterial rounding adjustments.

<sup>[E]</sup>If Small Business Customers are using more than one offering, we count them only once.

<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>Total QuickBooks Units are paid only, and include QB Desktop, QB Online gross new subscribers and QB Enterprise new and renewal units.

<sup>[H]</sup>Includes total QuickBooks Online subscriptions. Subscription units sold in any particular period are a subset of total QuickBooks software units sold in that period.

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

<sup>[J]</sup>Does not include customers from Electronic Clearing House.

<sup>[K]</sup>Includes processing customers only.

<sup>[L]</sup>Sources: NPD Group Retail Software Report through January 2012.

<sup>[M]</sup>Number of Bill Pay end-users are those of Intuit Financial Services and exclude Quicken Bill Pay customers.

**Segment Revenue (YTD)**

(\$ millions)

	Q2 YTD FY12				Q2 YTD FY11			
	Product	Services <sup>[N]</sup>	Total	Svcs as	Product	Services	Total	Svcs as
				% of Total				% of Total
QB Desktop	\$102	\$1	\$103	1%	\$106	\$0	\$106	0%
QB Online and Enterprise	\$21	\$73	\$94	78%	\$17	\$55	\$72	76%
Websites, Support, Supplies, & Other Conn. Svcs	\$82	\$87	\$170	51%	\$75	\$87	\$162	53%
<b>Financial Management Solutions</b>	<b>\$205</b>	<b>\$161</b>	<b>\$367</b>	<b>44%</b>	<b>\$199</b>	<b>\$142</b>	<b>\$341</b>	<b>42%</b>
<b>Employee Management Solutions</b>	<b>\$136</b>	<b>\$112</b>	<b>\$249</b>	<b>45%</b>	<b>\$127</b>	<b>\$96</b>	<b>\$224</b>	<b>43%</b>
<b>Payment Solutions</b>	<b>\$12</b>	<b>\$182</b>	<b>\$194</b>	<b>94%</b>	<b>\$16</b>	<b>\$149</b>	<b>\$165</b>	<b>90%</b>
<b>Total Small Business</b>	<b>\$354</b>	<b>\$455</b>	<b>\$809</b>	<b>56%</b>	<b>\$342</b>	<b>\$387</b>	<b>\$729</b>	<b>53%</b>
Consumer Tax	\$74	\$263	\$336	78%	\$86	\$149	\$235	63%
Accounting Professionals	\$149	\$9	\$158	5%	\$137	\$10	\$147	6%
Financial Services	\$0	\$181	\$181	100%	\$0	\$165	\$165	100%
Other Businesses	\$64	\$64	\$129	50%	\$80	\$54	\$134	40%
<b>Total Segment Revenue</b>	<b>\$641</b>	<b>\$972</b>	<b>\$1,613</b>	<b>60%</b>	<b>\$645</b>	<b>\$765</b>	<b>\$1,410</b>	<b>54%</b>

**Segment Operating Income**

	Q2				YTD				Full Year	
	FY12	% Related	FY11	% Related	FY12	% Related	FY11	% Related	FY11	% Related
		Revenue		Revenue		Revenue		Revenue		Revenue
Financial Management Solutions	\$67	34%	\$60	32%	\$109	30%	\$93	27%	\$220	31%
Employee Management Solutions	\$72	57%	\$63	54%	\$147	59%	\$127	57%	\$271	59%
Payment Solutions	\$23	23%	\$12	15%	\$46	24%	\$25	15%	\$65	19%
<b>Total Small Business</b>	<b>\$162</b>	<b>38%</b>	<b>\$136</b>	<b>35%</b>	<b>\$303</b>	<b>37%</b>	<b>\$245</b>	<b>34%</b>	<b>\$556</b>	<b>37%</b>
Consumer Tax	\$113	38%	\$53	26%	\$85	25%	\$24	10%	\$849	65%
Accounting Professionals	\$81	61%	\$70	57%	\$67	42%	\$54	37%	\$228	57%
Financial Services	\$25	28%	\$22	26%	\$44	24%	\$37	22%	\$83	24%
Other Businesses	\$12	16%	\$16	20%	\$9	7%	\$17	12%	\$67	22%
<b>Total Segment Op Income</b>	<b>\$394</b>	<b>39%</b>	<b>\$296</b>	<b>34%</b>	<b>\$508</b>	<b>31%</b>	<b>\$376</b>	<b>27%</b>	<b>\$1,783</b>	<b>46%</b>

Numbers may not agree with the sum of the components, nor with SEC filing(s), due to immaterial rounding adjustments.

<sup>[N]</sup>Services revenue includes service and other revenue as reported in SEC filing(s).

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

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>January 31, 2012</b>	<b>January 31, 2011</b>	<b>January 31, 2012</b>	<b>January 31, 2011</b>
Net revenue:				
Product	\$ 419	\$ 430	\$ 641	\$ 646
Service and other	600	448	972	764
Total net revenue	<u>1,019</u>	<u>878</u>	<u>1,613</u>	<u>1,410</u>
Costs and expenses:				
Cost of revenue:				
Cost of product revenue	52	46	84	78
Cost of service and other revenue	154	129	290	252
Amortization of acquired technology	4	5	8	9
Selling and marketing	344	330	580	550
Research and development	168	158	335	314
General and administrative	95	88	187	178
Amortization of other acquired intangible assets	10	11	31	22
Total costs and expenses [A]	<u>827</u>	<u>767</u>	<u>1,515</u>	<u>1,403</u>
Operating income	192	111	98	7
Interest expense	(16)	(15)	(31)	(30)
Interest and other income, net	3	6	14	14
Income (loss) before income taxes	<u>179</u>	<u>102</u>	<u>81</u>	<u>(9)</u>
Income tax provision (benefit) [B]	61	29	27	(12)
Net income	<u>\$ 118</u>	<u>\$ 73</u>	<u>\$ 54</u>	<u>\$ 3</u>
Basic net income per share	<u>\$ 0.40</u>	<u>\$ 0.24</u>	<u>\$ 0.18</u>	<u>\$ 0.01</u>
Shares used in basic per share calculations	<u>297</u>	<u>308</u>	<u>298</u>	<u>312</u>
Diluted net income per share	<u>\$ 0.39</u>	<u>\$ 0.23</u>	<u>\$ 0.18</u>	<u>\$ 0.01</u>
Shares used in diluted per share calculations	<u>306</u>	<u>318</u>	<u>307</u>	<u>322</u>
Dividends declared per common share	<u>\$ 0.15</u>	<u>\$ —</u>	<u>\$ 0.30</u>	<u>\$ —</u>

See accompanying Notes.

**INTUIT INC.**  
**NOTES TO TABLE A1**

[A] The following table summarizes the total share-based compensation expense that we recorded for the periods shown.

<i>(in millions)</i>	Three Months Ended		Six Months Ended	
	January 31, 2012	January 31, 2011	January 31, 2012	January 31, 2011
Cost of revenue	\$ 2	\$ 2	\$ 3	\$ 3
Selling and marketing	15	12	29	21
Research and development	14	12	26	25
General and administrative	12	12	25	24
Total share-based compensation expense	\$ 43	\$ 38	\$ 83	\$ 73

[B] We compute our provision for or benefit from income taxes by applying the estimated annual effective tax rate to income or loss from recurring operations and adding the effects of any discrete income tax items specific to the period. Our effective tax rates for the three and six months ended January 31, 2012 were approximately 34% and 33% and did not differ significantly from the federal statutory rate of 35%. Excluding discrete tax benefits primarily related to the retroactive reinstatement of the federal research and experimentation credit, our effective tax rate for the three and six months ended January 31, 2011 was approximately 36% and did not differ significantly from the federal statutory rate of 35%. In December 2010 the federal research and development credit was reinstated through December 31, 2011 retroactive to January 1, 2010. We recorded a discrete tax benefit of approximately \$9 million for the retroactive amount related to fiscal 2010 and the first quarter of fiscal 2011 during the three months ended January 31, 2011.

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

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>January 31, 2012</b>	<b>January 31, 2011</b>	<b>January 31, 2012</b>	<b>January 31, 2011</b>
Net revenue:				
Product	\$ 419	\$ 430	\$ 641	\$ 646
Service and other	600	448	972	764
Total net revenue	<u>1,019</u>	<u>878</u>	<u>1,613</u>	<u>1,410</u>
Costs and expenses:				
Cost of revenue:				
Cost of product revenue	52	46	84	78
Cost of service and other revenue	152	127	287	249
Selling and marketing	329	318	551	529
Research and development	154	146	309	289
General and administrative	83	77	162	154
Total costs and expenses	<u>770</u>	<u>714</u>	<u>1,393</u>	<u>1,299</u>
Operating income	<u>249</u>	<u>164</u>	<u>220</u>	<u>111</u>
Interest expense	(16)	(15)	(31)	(30)
Interest and other income, net	3	6	3	13
Income before income taxes	<u>236</u>	<u>155</u>	<u>192</u>	<u>94</u>
Income tax provision	80	54	65	32
Net income	<u>\$ 156</u>	<u>\$ 101</u>	<u>\$ 127</u>	<u>\$ 62</u>
Basic net income per share	<u>\$ 0.53</u>	<u>\$ 0.33</u>	<u>\$ 0.42</u>	<u>\$ 0.20</u>
Shares used in basic per share calculations	<u>297</u>	<u>308</u>	<u>298</u>	<u>312</u>
Diluted net income per share	<u>\$ 0.51</u>	<u>\$ 0.32</u>	<u>\$ 0.41</u>	<u>\$ 0.19</u>
Shares used in diluted per share calculations	<u>306</u>	<u>318</u>	<u>307</u>	<u>322</u>

See "About Non-GAAP Financial Measures" immediately following Table E2 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 millions, except per share amounts)  
(Unaudited)

	Three Months Ended January 31, 2012			Three Months Ended January 31, 2011		
	GAAP	Adjmts	Non- GAAP	GAAP	Adjmts	Non- GAAP
Net revenue:						
Product	\$ 419	\$ —	\$ 419	\$ 430	\$ —	\$ 430
Service and other	600	—	600	448	—	448
Total net revenue	<u>1,019</u>	<u>—</u>	<u>1,019</u>	<u>878</u>	<u>—</u>	<u>878</u>
Costs and expenses:						
Cost of revenue:						
Cost of product revenue	52	—	52	46	—	46
Cost of service and other revenue	154	(2) [a]	152	129	(2) [a]	127
Amortization of acquired technology	4	(4) [b]	—	5	(5) [b]	—
Selling and marketing	344	(15) [a]	329	330	(12) [a]	318
Research and development	168	(14) [a]	154	158	(12) [a]	146
General and administrative	95	(12) [a]	83	88	(11) [a] [c]	77
Amortization of other acquired intangible assets	10	(10) [b]	—	11	(11) [b]	—
Total costs and expenses	<u>827</u>	<u>(57)</u>	<u>770</u>	<u>767</u>	<u>(53)</u>	<u>714</u>
Operating income	192	57	249	111	53	164
Interest expense	(16)	—	(16)	(15)	—	(15)
Interest and other income, net	3	— [d]	3	6	— [d]	6
Income before income taxes	179	57	236	102	53	155
Income tax provision	61	19 [e]	80	29	25 [e]	54
Net income	<u>\$ 118</u>	<u>\$ 38</u>	<u>\$ 156</u>	<u>\$ 73</u>	<u>\$ 28</u>	<u>\$ 101</u>
Basic net income per share	<u>\$ 0.40</u>		<u>\$ 0.53</u>	<u>\$ 0.24</u>		<u>\$ 0.33</u>
Shares used in basic per share calculations	<u>297</u>		<u>297</u>	<u>308</u>		<u>308</u>
Diluted net income per share	<u>\$ 0.39</u>		<u>\$ 0.51</u>	<u>\$ 0.23</u>		<u>\$ 0.32</u>
Shares used in diluted per share calculations	<u>306</u>		<u>306</u>	<u>318</u>		<u>318</u>

See “About Non-GAAP Financial Measures” immediately following Table E2 for more information on these non-GAAP adjustments.

- [a] Adjustments to exclude share-based compensation expense from non-GAAP financial measures. See footnote A to Table A1.  
[b] Adjustments to exclude amortization of acquired technology and amortization of other acquired intangible assets from non-GAAP financial measures.  
[c] Adjustment to exclude professional fees for business combinations of approximately \$1 million from non-GAAP financial measures.  
[d] Adjustment to exclude net gains on debt securities and other investments from non-GAAP financial measures.  
[e] Adjustments to reflect the tax effects of items [a] through [d].

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

	Six Months Ended January 31, 2012			Six Months Ended January 31, 2011		
	GAAP	Adjmts	Non- GAAP	GAAP	Adjmts	Non- GAAP
Net revenue:						
Product	\$ 641	\$ —	\$ 641	\$ 646	\$ —	\$ 646
Service and other	972	—	972	764	—	764
Total net revenue	<u>1,613</u>	<u>—</u>	<u>1,613</u>	<u>1,410</u>	<u>—</u>	<u>1,410</u>
Costs and expenses:						
Cost of revenue:						
Cost of product revenue	84	—	84	78	—	78
Cost of service and other revenue	290	(3) [a]	287	252	(3) [a]	249
Amortization of acquired technology	8	(8) [b]	—	9	(9) [b]	—
Selling and marketing	580	(29) [a]	551	550	(21) [a]	529
Research and development	335	(26) [a]	309	314	(25) [a]	289
General and administrative	187	(25) [a]	162	178	(24) [a]	154
Amortization of other acquired intangible assets	31	(31) [b]	—	22	(22) [b]	—
Total costs and expenses	<u>1,515</u>	<u>(122)</u>	<u>1,393</u>	<u>1,403</u>	<u>(104)</u>	<u>1,299</u>
Operating income	98	122	220	7	104	111
Interest expense	(31)	—	(31)	(30)	—	(30)
Interest and other income, net	14	(11) [c]	3	14	(1) [c]	13
Income (loss) before income taxes	81	111	192	(9)	103	94
Income tax provision (benefit)	27	38 [d]	65	(12)	44 [d]	32
Net income	<u>\$ 54</u>	<u>\$ 73</u>	<u>\$ 127</u>	<u>\$ 3</u>	<u>\$ 59</u>	<u>\$ 62</u>
Basic net income per share	<u>\$ 0.18</u>		<u>\$ 0.42</u>	<u>\$ 0.01</u>		<u>\$ 0.20</u>
Shares used in basic per share calculations	<u>298</u>		<u>298</u>	<u>312</u>		<u>312</u>
Diluted net income per share	<u>\$ 0.18</u>		<u>\$ 0.41</u>	<u>\$ 0.01</u>		<u>\$ 0.19</u>
Shares used in diluted per share calculations	<u>307</u>		<u>307</u>	<u>322</u>		<u>322</u>

See “About Non-GAAP Financial Measures” immediately following Table E2 for more information on these non-GAAP adjustments.

- [a] Adjustments to exclude share-based compensation expense from non-GAAP financial measures. See footnote A to Table A1.  
[b] Adjustments to exclude amortization of acquired technology and amortization of other acquired intangible assets from non-GAAP financial measures.  
[c] Adjustment to exclude net gains on debt securities and other investments from non-GAAP financial measures.  
[d] Adjustments to reflect the tax effects of items [a] through [c].



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

	Forward-Looking Guidance				
	GAAP Range of Estimate		Adjmts	Non-GAAP Range of Estimate	
	From	To		From	To
<b>Three Months Ending April 30, 2012</b>					
Revenue	\$ 1,950	\$ 1,990	\$ —		\$ 1,950 \$ 1,990
Operating income	\$ 1,095	\$ 1,125	\$ 45	[a]	\$ 1,140 \$ 1,170
Diluted earnings per share	\$ 2.36	\$ 2.40	\$ 0.11	[b]	\$ 2.47 \$ 2.51
<b>Three Months Ending July 31, 2012</b>					
Diluted earnings per share	\$ (0.04)	\$ (0.02)	\$ 0.10	[c]	\$ 0.06 \$ 0.08
<b>Twelve Months Ending July 31, 2012</b>					
Revenue	\$ 4,185	\$ 4,285	\$ —		\$ 4,185 \$ 4,285
Operating income	\$ 1,190	\$ 1,215	\$ 215	[d]	\$ 1,405 \$ 1,430
Diluted earnings per share	\$ 2.43	\$ 2.50	\$ 0.47	[e]	\$ 2.90 \$ 2.97

See “About Non-GAAP Financial Measures” immediately following Table E2 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.

- [a] Reflects estimated adjustments for share-based compensation expense of approximately \$39 million; amortization of acquired technology of approximately \$4 million; and amortization of other acquired intangible assets of approximately \$2 million.
- [b] Reflects the estimated adjustments in item [a] and income taxes related to these adjustments.
- [c] Reflects estimated adjustments for share-based compensation expense of approximately \$43 million; amortization of acquired technology of approximately \$3 million; amortization of other acquired intangible assets of approximately \$2 million; and income taxes related to those adjustments.
- [d] Reflects estimated adjustments for share-based compensation expense of approximately \$165 million; amortization of acquired technology of approximately \$15 million; and amortization of other acquired intangible assets of approximately \$35 million.
- [e] Reflects the estimated adjustments in item [d], an adjustment of \$11 million for net gains on debt securities and other investments, and income taxes related to these adjustments.

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

	Fiscal 2011					Fiscal 2012				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>GAAP operating income (loss)</b>	\$ (104)	\$ 111	\$ 1,061	\$ (61)	\$ 1,007	\$ (94)	\$ 192	\$ —	\$ —	\$ 98
Amortization of acquired technology	4	5	4	4	17	4	4	—	—	8
Amortization of other acquired intangible assets	11	11	11	11	44	21	10	—	—	31
Goodwill and intangible asset impairment charge	—	—	—	30	30	—	—	—	—	—
Professional fees for business combinations	1	(1)	—	—	—	—	—	—	—	—
Share-based compensation expense	35	38	39	41	153	40	43	—	—	83
<b>Non-GAAP operating income (loss)</b>	<u>\$ (53)</u>	<u>\$ 164</u>	<u>\$ 1,115</u>	<u>\$ 25</u>	<u>\$ 1,251</u>	<u>\$ (29)</u>	<u>\$ 249</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 220</u>
<b>GAAP net income (loss)</b>	\$ (70)	\$ 73	\$ 688	\$ (57)	\$ 634	\$ (64)	\$ 118	\$ —	\$ —	\$ 54
Amortization of acquired technology	4	5	4	4	17	4	4	—	—	8
Amortization of other acquired intangible assets	11	11	11	11	44	21	10	—	—	31
Goodwill and intangible asset impairment charge	—	—	—	30	30	—	—	—	—	—
Professional fees for business combinations	1	(1)	—	—	—	—	—	—	—	—
Share-based compensation expense	35	38	39	41	153	40	43	—	—	83
Net gains on debt securities and other investments	(1)	—	(1)	—	(2)	(11)	—	—	—	(11)
Income tax effect of non-GAAP adjustments	(19)	(25)	(11)	(23)	(78)	(19)	(19)	—	—	(38)
<b>Non-GAAP net income (loss)</b>	<u>\$ (39)</u>	<u>\$ 101</u>	<u>\$ 730</u>	<u>\$ 6</u>	<u>\$ 798</u>	<u>\$ (29)</u>	<u>\$ 156</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 127</u>
<b>GAAP diluted net income (loss) per share</b>	<u>\$ (0.22)</u>	<u>\$ 0.23</u>	<u>\$ 2.20</u>	<u>\$(0.19)</u>	<u>\$ 2.00</u>	<u>\$ (0.21)</u>	<u>\$ 0.39</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 0.18</u>
<b>Non-GAAP diluted net income (loss) per share</b>	<u>\$ (0.12)</u>	<u>\$ 0.32</u>	<u>\$ 2.33</u>	<u>\$ 0.02</u>	<u>\$ 2.51</u>	<u>\$ (0.10)</u>	<u>\$ 0.51</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 0.41</u>
<b>Shares used in diluted per share calculation</b>	<u>316</u>	<u>318</u>	<u>313</u>	<u>312</u>	<u>317</u>	<u>300</u>	<u>306</u>	<u>—</u>	<u>—</u>	<u>307</u>
<b>Non-GAAP tax rate</b>	<u>36.0%</u>	<u>35.1%</u>	<u>34.0%</u>	<u>34.0%</u>	<u>34.0%</u>	<u>34.0%</u>	<u>34.0%</u>	<u>—%</u>	<u>—%</u>	<u>34.0%</u>

See “About Non-GAAP Financial Measures” immediately following this Table E2 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.

**INTUIT INC.**  
**ABOUT NON-GAAP FINANCIAL MEASURES**

The accompanying financial information dated February 21, 2012 contains non-GAAP financial measures. Table B1, Table B2, Table E1 and Table 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), 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 compute non-GAAP financial measures using the same consistent method from quarter to quarter and year to year. We may consider whether other significant items that arise in the future should be excluded from our non-GAAP financial measures.

We exclude the following items from all of our non-GAAP financial measures:

- Share-based compensation expense
- Amortization of acquired technology
- Amortization of other acquired intangible assets
- Goodwill and intangible asset impairment charges
- Professional fees for business combinations

We also exclude the following items from non-GAAP net income (loss) and diluted net income (loss) per share:

- Gains and losses on debt securities and other investments
- Income tax effects of excluded items and discrete tax items
- Discontinued operations

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 planning and forecasting and when assessing the performance of the organization, our individual operating segments or our senior management. Segment managers are not held accountable for share-based compensation expenses, acquisition-related charges, or the other excluded items and, accordingly, we exclude these amounts from our measures of segment performance. We believe that our non-GAAP financial measures also facilitate the comparison by management and investors of results for current periods and guidance for future periods with results for past periods.

The following are descriptions of the items we exclude from our non-GAAP financial measures.

*Share-based compensation expenses.* These consist of non-cash expenses for stock options, restricted stock units and our Employee Stock Purchase Plan. When considering the impact of equity awards, we place greater emphasis on overall shareholder dilution rather than the accounting charges associated with those awards.

*Amortization of acquired technology and amortization of other acquired intangible assets.* When we acquire an entity, we are required by GAAP to record the fair values of the intangible assets of the entity and amortize them over their useful lives. Amortization of acquired technology in cost of revenue includes amortization of software and other technology assets of acquired entities. Amortization of other acquired intangible assets in operating expenses includes amortization of assets such as customer lists, covenants not to compete and trade names.

*Goodwill and intangible asset impairment charges.* We exclude from our non-GAAP financial measures non-cash charges to adjust the carrying values of goodwill and other acquired intangible assets to their estimated fair values.

*Professional fees for business combinations.* We exclude from our non-GAAP financial measures the professional fees we incur to complete business combinations. These include investment banking, legal and accounting fees.

*Gains and losses on debt securities and other investments.* We exclude from our non-GAAP financial measures gains and losses that we record when we sell or impair available-for-sale debt securities and other investments.

*Income tax effects of excluded items and discrete tax items.* We exclude from our non-GAAP financial measures the income tax effects of the items described above. In addition, the effects of one-time income tax adjustments recorded in a specific quarter for GAAP purposes are reflected on a forecasted basis in our non-GAAP financial measures. This is consistent with how we plan, forecast and evaluate our operating results.

*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.

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 the date of this financial information. 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 available-for-sale debt securities and other investments.

**INTUIT INC.**  
**CAUTIONS ABOUT FORWARD-LOOKING STATEMENTS**

This financial information contains forward-looking statements, including forecasts of Intuit's future expected financial results. 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: inherent difficulty in predicting consumer behavior; difficulties in receiving, processing, or filing customer tax submissions; consumers may not respond as we expected to our advertising and promotional activities; 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 or public policy affecting the preparation and filing of tax returns could negatively affect our operating results and market position; we may not be able to successfully innovate and introduce new offerings and business models to meet our growth and profitability objectives, and current and future offerings may not adequately address customer needs and may not achieve broad market acceptance, which could harm our operating results and financial condition; business interruption or failure of our information technology and communication systems may impair the availability of our products and services, which may damage our reputation and harm our future financial results; as we upgrade and consolidate our customer facing applications and supporting information technology infrastructure, any problems with these implementations could interfere with our ability to deliver our offerings; any failure to properly use and protect personal customer information and data could harm our revenue, earnings and reputation; if we are unable to develop, manage and maintain critical third party business relationships, our business may be adversely affected; increased government regulation of our businesses may harm our operating results; if we fail to process transactions effectively or fail to adequately protect against potential fraudulent activities, our revenue and earnings may be harmed; any significant offering quality problems or delays in our offerings 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; the continuing global economic downturn may continue to impact consumer and small business spending, financial institutions and tax filings, which could negatively affect our revenue and profitability; year-over-year changes in the total number of tax filings that are submitted to government agencies due to economic conditions or otherwise may result in lost revenue opportunities; 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; 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; our inability to adequately protect our intellectual property rights may weaken our competitive position and reduce our revenue and earnings; our acquisition and divestiture activities may disrupt our ongoing business, may involve increased expenses and may present risks not contemplated at the time of the transactions; our use of significant amounts of debt to finance acquisitions or other activities could harm our financial condition and results of operation; 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 2011 and in our other SEC filings. You can locate these reports through our website at <http://investors.intuit.com>. Forward-looking statements are based on information as of February 21, 2012, and we do not undertake any duty to update any forward-looking statement or other information in these materials.