

Intuit Inc.
GAAP and Non-GAAP Statement of Operations
Excluding Intuit Websites Discontinued Operations
Fiscal Year 2011

	Three Months Ended October 31, 2010			Three Months Ended January 31, 2011			Three Months Ended April 30, 2011			Three Months Ended July 31, 2011			Twelve Months Ended July 31, 2011		
	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP
Net revenue:															
Product	\$ 216	\$ -	\$ 216	\$ 429	\$ -	\$ 429	\$ 601	\$ -	\$ 601	\$ 234	\$ -	\$ 234	\$ 1,480	\$ -	\$ 1,480
Service and other	299	-	299	428	-	428	1,226	-	1,226	339	-	339	2,292	-	2,292
Total net revenue	515	-	515	857	-	857	1,827	-	1,827	573	-	573	3,772	-	3,772
Costs and expenses:															
Cost of revenue:															
Cost of product revenue	32	-	32	46	-	46	31	-	31	34	(1)	33	143	(1)	142
Cost of service and other revenue	119	(1)	118	126	(2)	124	128	(2)	126	122	(1)	121	495	(6)	489
Amortization of acquired technology	3	(3)	-	3	(3)	-	3	(3)	-	3	(3)	-	12	(12)	-
Selling and marketing	201	(9)	192	308	(12)	296	334	(12)	322	197	(13)	184	1,040	(46)	994
Research and development	153	(13)	140	154	(12)	142	160	(13)	147	153	(13)	140	620	(51)	569
General and administrative	90	(13)	77	87	(11)	76	93	(12)	81	82	(13)	69	352	(49)	303
Amortization of other acquired intangible assets	11	(11)	-	11	(11)	-	11	(11)	-	10	(10)	-	43	(43)	-
Goodwill and intangible asset impairment charge	-	-	-	-	-	-	-	-	-	30	(30)	-	30	(30)	-
Total costs and expenses	609	(50)	559	735	(51)	684	760	(53)	707	631	(84)	547	2,735	(238)	2,497
Income (loss) from continuing operations	(94)	50	(44)	122	51	173	1,067	53	1,120	(58)	84	26	1,037	238	1,275
Interest expense	(15)	-	(15)	(15)	-	(15)	(15)	-	(15)	(15)	-	(15)	(60)	-	(60)
Interest and other income, net	8	(1)	7	7	-	7	6	(1)	5	(2)	-	(2)	19	(2)	17
Income (loss) from continuing operations before income taxes	(101)	49	(52)	114	51	165	1,058	52	1,110	(75)	84	9	996	236	1,232
Income tax (benefit) provision	(37)	18	(19)	34	24	58	366	11	377	(19)	22	3	344	75	419
Net income (loss) from continuing operations	(64)	31	(33)	80	27	107	692	41	733	(56)	62	6	652	161	813
Net income (loss) from discontinued operations	(6)	6	-	(7)	7	-	(4)	4	-	(1)	1	-	(18)	18	-
Net income (loss)	<u>\$ (70)</u>	<u>\$ 37</u>	<u>\$ (33)</u>	<u>\$ 73</u>	<u>\$ 34</u>	<u>\$ 107</u>	<u>\$ 688</u>	<u>\$ 45</u>	<u>\$ 733</u>	<u>\$ (57)</u>	<u>\$ 63</u>	<u>\$ 6</u>	<u>\$ 634</u>	<u>\$ 179</u>	<u>\$ 813</u>
Basic net income (loss) per share from continuing operations	\$ (0.20)		\$ (0.11)	\$ 0.26		\$ 0.35	\$ 2.28		\$ 2.42	\$ (0.19)		\$ 0.02	\$ 2.12		\$ 2.64
Basic net income (loss) per share from discontinued operations	(0.02)		-	(0.02)		-	(0.01)		-	(0.00)		-	(0.06)		-
Basic net income (loss) per share	<u>\$ (0.22)</u>		<u>\$ (0.11)</u>	<u>\$ 0.24</u>		<u>\$ 0.35</u>	<u>\$ 2.27</u>		<u>\$ 2.42</u>	<u>\$ (0.19)</u>		<u>\$ 0.02</u>	<u>\$ 2.06</u>		<u>\$ 2.64</u>
Shares used in basic per share amounts	<u>316</u>		<u>316</u>	<u>308</u>		<u>308</u>	<u>303</u>		<u>303</u>	<u>302</u>		<u>302</u>	<u>307</u>		<u>307</u>
Diluted net income (loss) per share from continuing operations	\$ (0.20)		\$ (0.11)	\$ 0.25		\$ 0.34	\$ 2.21		\$ 2.34	\$ (0.19)		\$ 0.02	\$ 2.06		\$ 2.56
Diluted net income (loss) per share from discontinued operations	(0.02)		-	(0.02)		-	(0.01)		-	(0.00)		-	(0.06)		-
Diluted net income (loss) per share	<u>\$ (0.22)</u>		<u>\$ (0.11)</u>	<u>\$ 0.23</u>		<u>\$ 0.34</u>	<u>\$ 2.20</u>		<u>\$ 2.34</u>	<u>\$ (0.19)</u>		<u>\$ 0.02</u>	<u>\$ 2.00</u>		<u>\$ 2.56</u>
Shares used in diluted per share amounts	<u>316</u>		<u>316</u>	<u>318</u>		<u>318</u>	<u>313</u>		<u>313</u>	<u>302</u>		<u>312</u>	<u>317</u>		<u>317</u>

Intuit Inc.
GAAP and Non-GAAP Statement of Operations
Excluding Intuit Websites Discontinued Operations
Fiscal Year 2012

	Three Months Ended October 31, 2011			Three Months Ended January 31, 2012			Three Months Ended April 30, 2012			Three Months Ended July 31, 2012			Twelve Months Ended July 31, 2012		
	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP
Net revenue:															
Product	\$ 222	\$ -	\$ 222	\$ 419	\$ -	\$ 419	\$ 598	\$ -	\$ 598	\$ 240	\$ -	\$ 240	\$ 1,479	\$ -	\$ 1,479
Service and other	353	-	353	580	-	580	1,328	-	1,328	411	-	411	2,672	-	2,672
Total net revenue	575	-	575	999	-	999	1,926	-	1,926	651	-	651	4,151	-	4,151
Costs and expenses:															
Cost of revenue:															
Cost of product revenue	32	-	32	52	-	52	32	-	32	29	(1)	28	145	(1)	144
Cost of service and other revenue	132	(1)	131	150	(2)	148	162	(1)	161	157	(2)	155	601	(6)	595
Amortization of acquired technology	3	(3)	-	3	(3)	-	3	(3)	-	5	(5)	-	14	(14)	-
Selling and marketing	216	(14)	202	330	(15)	315	352	(14)	338	220	(17)	203	1,118	(60)	1,058
Research and development	163	(12)	151	164	(14)	150	163	(11)	152	179	(15)	164	669	(52)	617
General and administrative	92	(13)	79	95	(12)	83	101	(12)	89	100	(18)	82	388	(55)	333
Amortization of other acquired intangible assets	21	(21)	-	10	(10)	-	2	(2)	-	6	(6)	-	39	(39)	-
Goodwill and intangible asset impairment charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total costs and expenses	659	(64)	595	804	(56)	748	815	(43)	772	696	(64)	632	2,974	(227)	2,747
Income (loss) from continuing operations	(84)	64	(20)	195	56	251	1,111	43	1,154	(45)	64	19	1,177	227	1,404
Interest expense	(15)	-	(15)	(15)	-	(15)	(12)	-	(12)	(8)	-	(8)	(50)	-	(50)
Interest and other income, net	11	(11)	-	3	-	3	9	(5)	4	1	-	1	24	(16)	8
Income (loss) from continuing operations before income taxes	(88)	53	(35)	183	56	239	1,108	38	1,146	(52)	64	12	1,151	211	1,362
Income tax (benefit) provision	(30)	18	(12)	62	19	81	372	11	383	(20)	24	4	384	72	456
Net income (loss) from continuing operations	(58)	35	(23)	121	37	158	736	27	763	(32)	40	8	767	139	906
Net income (loss) from discontinued operations	(6)	6	-	(3)	3	-	(2)	2	-	36	(36)	-	25	(25)	-
Net income (loss)	<u>\$ (64)</u>	<u>\$ 41</u>	<u>\$ (23)</u>	<u>\$ 118</u>	<u>\$ 40</u>	<u>\$ 158</u>	<u>\$ 734</u>	<u>\$ 29</u>	<u>\$ 763</u>	<u>\$ 4</u>	<u>\$ 4</u>	<u>\$ 8</u>	<u>\$ 792</u>	<u>\$ 114</u>	<u>\$ 906</u>
Basic net income (loss) per share from continuing operations	\$ (0.19)		\$ (0.08)	\$ 0.41		\$ 0.53	\$ 2.50		\$ 2.59	\$ (0.11)		\$ 0.03	\$ 2.59		\$ 3.05
Basic net income (loss) per share from discontinued operations	(0.02)		-	(0.01)		-	(0.01)		-	0.12		-	0.08		-
Basic net income (loss) per share	<u>\$ (0.21)</u>		<u>\$ (0.08)</u>	<u>\$ 0.40</u>		<u>\$ 0.53</u>	<u>\$ 2.49</u>		<u>\$ 2.59</u>	<u>\$ 0.01</u>		<u>\$ 0.03</u>	<u>\$ 2.67</u>		<u>\$ 3.05</u>
Shares used in basic per share amounts	<u>300</u>		<u>300</u>	<u>297</u>		<u>297</u>	<u>295</u>		<u>295</u>	<u>294</u>		<u>294</u>	<u>296</u>		<u>296</u>
Diluted net income (loss) per share from continuing operations	\$ (0.19)		\$ (0.08)	\$ 0.40		\$ 0.52	\$ 2.43		\$ 2.52	\$ (0.11)		\$ 0.03	\$ 2.52		\$ 2.97
Diluted net income (loss) per share from discontinued operations	(0.02)		-	(0.01)		-	(0.01)		-	0.12		-	0.08		-
Diluted net income (loss) per share	<u>\$ (0.21)</u>		<u>\$ (0.08)</u>	<u>\$ 0.39</u>		<u>\$ 0.52</u>	<u>\$ 2.42</u>		<u>\$ 2.52</u>	<u>\$ 0.01</u>		<u>\$ 0.03</u>	<u>\$ 2.60</u>		<u>\$ 2.97</u>
Shares used in diluted per share amounts	<u>300</u>		<u>300</u>	<u>306</u>		<u>306</u>	<u>303</u>		<u>303</u>	<u>294</u>		<u>302</u>	<u>305</u>		<u>305</u>

INTUIT INC.
ABOUT NON-GAAP FINANCIAL MEASURES

The accompanying schedules contain non-GAAP financial measures. 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 related 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 expense, amortization, 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 certain discrete tax items. We exclude from our non-GAAP financial measures the income tax effects of the items described above, as well as income tax effects related to business combinations. 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.