

Fact Sheet

November 21, 2019

Financial summary

FINANCIAL SUMMARY												GUIDANCE ^[C]	
(\$ millions, except per share data)	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	FY20
Small Business & Self-Employed	\$819	\$713	\$747	\$782	\$3,061	\$908	\$833	\$887	\$905	\$3,533	\$1,046		\$3,945-\$4,015
% change YOY	13%	20%	22%	22%	19%	11%	17%	19%	16%	15%	15%		12%-14%
Consumer	\$74	\$416	\$1,949	\$69	\$2,508	\$90	\$461	\$2,150	\$74	\$2,775	\$100		\$3,015-\$3,040
% change YOY	10%	7%	17%	20%	15%	22%	11%	10%	7%	11%	11%		9%-10%
Strategic Partner	\$17	\$210	\$216	\$13	\$456	\$18	\$208	\$235	\$15	\$476	\$19		\$480-\$485
% change YOY	0%	1%	7%	(4%)	4%	6%	(1%)	9%	15%	4%	6%		1%-2%
Total Revenue	\$910	\$1,339	\$2,912	\$864	\$6,025	\$1,016	\$1,502	\$3,272	\$994	\$6,784	\$1,165	\$1,670-\$1,690	\$7,440-\$7,540
% change YOY	12%	12%	17%	21%	16%	12%	12%	12%	15%	13%	15%	11%-13%	10%-11%
GAAP Operating Income (Loss)	(\$35)	\$194	\$1,601	(\$200)	\$1,560	(\$10)	\$233	\$1,784	(\$153)	\$1,854	\$10	\$223-\$233	\$2,065-\$2,115
Non-GAAP Operating Income (Loss) ^[A]	\$65	\$294	\$1,700	(\$15)	\$2,044	\$102	\$339	\$1,888	(\$47)	\$2,282	\$129	\$335-\$345	\$2,515-\$2,565
Non-GAAP Operating Margin % ^[A]	7%	22%	58%	NA	34%	10%	23%	58%	NA	34%	11%		
Interest Expense	(\$5)	(\$6)	(\$5)	(\$4)	(\$20)	(\$4)	(\$4)	(\$4)	(\$3)	(\$15)	(\$2)		
Interest and Other Income	\$3	\$5	\$7	\$11	\$26	\$0	\$6	\$17	\$19	\$42	\$14		
GAAP Share Based Compensation Expense	97	94	92	99	382	105	100	98	98	401	111		
GAAP Share Based Compensation Expense per Share	(\$0.02)	(\$0.34)	(\$0.26)	(\$0.08)	(\$1.24)	NM	(\$0.30)	(\$0.29)	(\$0.12)	(\$1.26)	(\$1.11)		
GAAP Diluted EPS	(\$0.01)	\$0.70	\$4.53	(\$0.15)	\$5.09	\$0.13	\$0.72	\$5.22	(\$0.17)	\$5.89	\$0.22	\$0.70-\$0.73	\$6.35-\$6.45
Non-GAAP Diluted EPS^{[A][B]}	\$0.17	\$0.84	\$4.78	(\$0.01)	\$5.78	\$0.29	\$1.00	\$5.55	(\$0.09)	\$6.75	\$0.41	\$1.00-\$1.03	\$7.50-\$7.60
GAAP Diluted EPS (YTD)	(\$0.01)	\$0.70	\$5.25	\$5.09	\$5.09	\$0.13	\$0.84	\$6.06	\$5.89	\$5.89	\$0.22		
Non-GAAP Diluted EPS (YTD) ^{[A][B]}	\$0.17	\$1.01	\$5.81	\$5.78	\$5.78	\$0.29	\$1.29	\$6.84	\$6.75	\$6.75	\$0.41		
Basic Share Count	256	256	257	258	256	260	260	260	260	260	261		~260
Diluted Share Count	259	260	262	258	261	264	264	264	260	264	264		~264
GAAP Tax Rate	95%	5%	26%	80%	15%	337%	20%	23%	68%	17%	-163%		21%
Non-GAAP Tax Rate	33%	26%	26%	59%	26%	23%	23%	23%	23%	23%	23%		23%
Capital Expenditures					\$124					\$155			~\$200

Segment revenue

Segment Revenue	FY'18					FY'19					FY'20
(\$ millions)	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
QuickBooks Online Accounting	\$ 149	\$ 168	\$ 183	\$ 195	\$ 695	\$ 217	\$ 231	\$ 260	\$ 272	\$ 980	\$ 306
Online Services	\$ 113	\$ 117	\$ 135	\$ 146	\$ 511	\$ 154	\$ 163	\$ 179	\$ 187	\$ 683	\$ 195
Total Online Ecosystem	\$ 262	\$ 285	\$ 318	\$ 341	\$ 1,206	\$ 371	\$ 394	\$ 439	\$ 459	\$ 1,663	\$ 501
QuickBooks Desktop Accounting (Outright, Subs and ES)	\$ 249	\$ 147	\$ 163	\$ 157	\$ 716	\$ 228	\$ 154	\$ 181	\$ 169	\$ 732	\$ 239
Desktop Services and Supplies	\$ 308	\$ 281	\$ 266	\$ 284	\$ 1,139	\$ 309	\$ 285	\$ 267	\$ 277	\$ 1,138	\$ 306
Total Desktop Ecosystem	\$ 557	\$ 428	\$ 429	\$ 441	\$ 1,855	\$ 537	\$ 439	\$ 448	\$ 446	\$ 1,870	\$ 545
Small Business & Self-Employed	\$ 819	\$ 713	\$ 747	\$ 782	\$ 3,061	\$ 908	\$ 833	\$ 887	\$ 905	\$ 3,533	\$ 1,046
Consumer	\$ 74	\$ 416	\$ 1,949	\$ 69	\$ 2,508	\$ 90	\$ 461	\$ 2,150	\$ 74	\$ 2,775	\$ 100
Strategic Partner	\$ 17	\$ 210	\$ 216	\$ 13	\$ 456	\$ 18	\$ 208	\$ 235	\$ 15	\$ 476	\$ 19
Total Segment Revenue	\$ 910	\$ 1,339	\$ 2,912	\$ 864	\$ 6,025	\$ 1,016	\$ 1,502	\$ 3,272	\$ 994	\$ 6,784	\$ 1,165

Segment margin

Segment Operating Income

FY'20

(\$ millions)	Q1	
	<u>Op. Inc.</u>	<u>% Op. Margin</u>
Small Business & Self-Employed	\$ 550	53%
Consumer	\$ (45)	-45%
Strategic Partner	\$ (21)	-111%
Total Segment Operating Income	\$ 484	42%

FY'19

(\$ millions)	Q1		Q2		Q3		Q4		Year	
	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>
Small Business & Self-Employed	\$ 460	51%	\$ 320	38%	\$ 375	42%	\$ 394	44%	\$ 1,549	44%
Consumer	\$ (41)	-46%	\$ 164	36%	\$ 1,678	78%	\$ (59)	-80%	\$ 1,742	63%
Strategic Partner	\$ (20)	-111%	\$ 166	80%	\$ 195	83%	\$ (23)	-153%	\$ 318	67%
Total Segment Operating Income	\$ 399	39%	\$ 650	43%	\$ 2,248	69%	\$ 312	31%	\$ 3,609	53%

FY'18

(\$ millions)	Q1		Q2		Q3		Q4		Year	
	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>	<u>Op. Inc.</u>	<u>% Op. Margin</u>
Small Business & Self-Employed	\$ 424	52%	\$ 258	36%	\$ 280	37%	\$ 364	47%	\$ 1,326	43%
Consumer	\$ (59)	-80%	\$ 151	36%	\$ 1,550	80%	\$ (55)	-80%	\$ 1,587	63%
Strategic Partner	\$ (25)	-147%	\$ 164	78%	\$ 173	80%	\$ (28)	-209%	\$ 284	62%
Total Segment Operating Income	\$ 340	37%	\$ 573	43%	\$ 2,003	69%	\$ 281	33%	\$ 3,197	53%

Footnotes

Numbers may not agree with the sum of the components, nor with SEC filing(s), due to immaterial rounding adjustments. Worldwide Business Metrics include estimates, including estimates of sales by merchants who do not report sales to Intuit. Sales to end users (sell-through) by Intuit and via retailers and distributors for which Intuit relies on reports from these merchants.

^[A]These are non-GAAP financial measures. See Section "About Non-GAAP Financial Measures" and the tables B1, B2, and E of our Press Release dated November 21, 2019 for reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures and the reasons management uses each measure.

^[B]The effective tax rates used to calculate non-GAAP EPS were 33% for FY'17 and Q1 FY'18, 26% for Q2 FY'18 and Q3 FY'18, 59% for Q4 FY'18, and 23% for FY'19 and Q1 FY'20.

^[C]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.

Small Business & Self-Employed Group Includes: QuickBooks Software, Financial Supplies, Merchant Services, QuickBooks Payroll, Intuit Online Payroll, Intuit Full Service Payroll, QuickBooks Software for Accountants, Practice Management/Virtual Office and ProAdvisor Program.

Consumer Group Includes: TurboTax, Mint and OFX.

Strategic Partner Group Includes: ProSeries, Lacerte and ProConnect Tax Online.

Cautions About Forward-Looking Statements

This fact sheet contains forward-looking statements, including forecasts of Intuit's expected growth and future financial results of Intuit and its reporting segments.

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: our ability to compete successfully; our participation in the Free File Alliance; potential governmental encroachment in our tax businesses; our ability to adapt to technological change; our ability to predict consumer behavior; our reliance on third-party intellectual property; our ability to protect our intellectual property rights; any harm to our reputation; risks associated with acquisition and divestiture activity; the issuance of equity or incurrence of debt to fund an acquisition; our cybersecurity incidents (including those affecting the third parties we rely on); customer concerns about privacy and cybersecurity incidents; fraudulent activities by third parties using our offerings; our failure to process transactions effectively; interruption or failure of our information technology; our ability to maintain critical third-party business relationships; our ability to attract and retain talent; any deficiency in the quality or accuracy of our products (including the advice given by experts on our platform); any delays in product launches; difficulties in processing or filing customer tax submissions; risks associated with international operations; changes to public policy, laws or regulations affecting our businesses; litigation in which we are involved; the seasonal nature of our tax business; changes in tax rates and tax reform legislation; global economic changes; exposure to credit risk of the businesses we provide capital to; amortization of acquired intangible assets and impairment charges; our ability to repay outstanding debt; our ability to repurchase shares or distribute dividends; volatility of our stock price; and our ability to successfully market our offerings. More details about these and other risks that may impact our business are included in our Form 10-K for fiscal 2019 and in our other SEC filings. You can locate these reports through our website at <http://investors.intuit.com>. Fiscal 2020 and Q2 fiscal 2020 guidance speaks only as of the date it was publicly issued by Intuit. Other forward-looking statements represent the judgment of the management of Intuit as of the date of this presentation. We do not undertake any duty to update any forward-looking statement or other information in this presentation.