

Annual Shareholder Meeting

January 2017

Brad Smith, Chairman and CEO

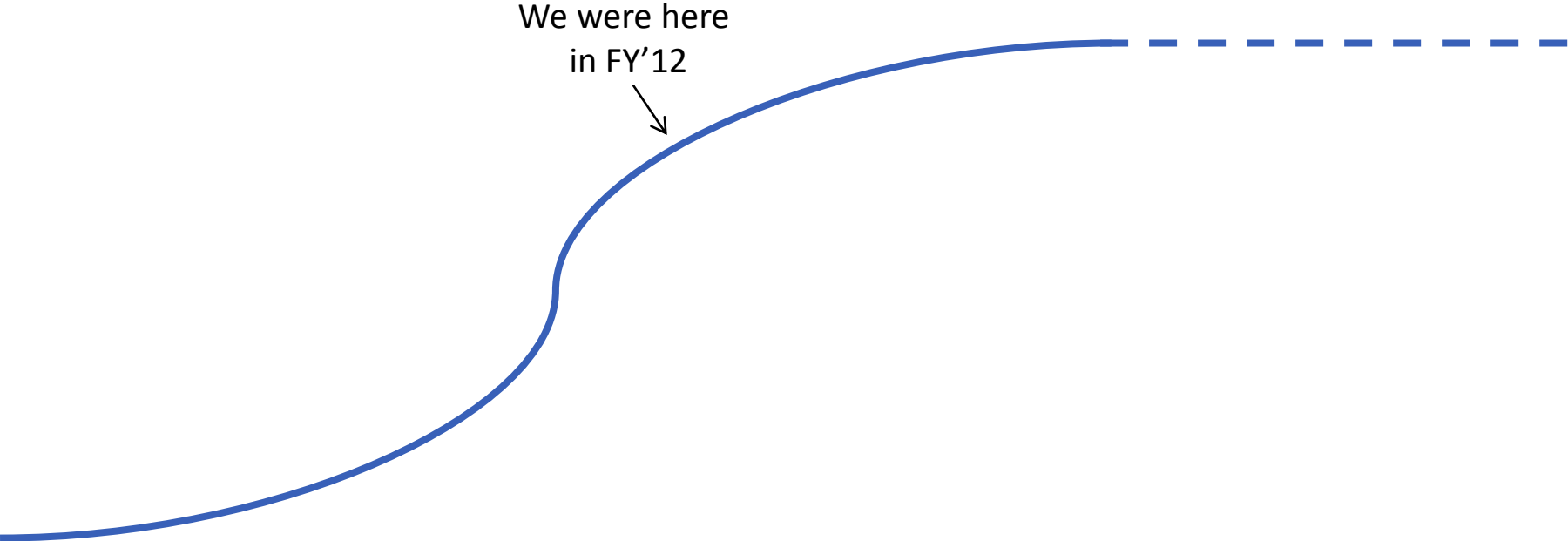
Forward-Looking Statements

These presentation materials include forward-looking statements. There are a number of factors that could cause our results to differ materially from our expectations. Please see the section entitled “Cautions About Forward-Looking Statements” in the enclosed Appendix for information regarding forward-looking statements and related risks and uncertainties. You can also learn more about these risks in our Form 10-K for fiscal 2016 and our other SEC filings, which are available on the Investor Relations page of Intuit's website at www.intuit.com. We assume no obligation to update any forward-looking statement.

Non-GAAP Financial Measures

These presentations include certain non-GAAP financial measures. Please see the section entitled “About Non-GAAP Financial Measures” in the enclosed Appendix for an explanation of management’s use of these measures and a reconciliation to the most directly comparable GAAP financial measures.

Looking back: FY'12 case for change



Looking back: market shifts & strategic implications

External Market Shifts



Strategic Implications For Intuit

Being a Great Product & Network Effects Platform Company

Accelerating Growth Through Cloud-Driven Global Services

Reimagining User Experiences in a Mobile First World

Securing Data while Creating Delight & Driving Growth

Looking back: our journey to a product & platform company

Fall 2012 "Refreshed Strategy"

Intuit's Growth Strategies

- Delivering Awesome Product Experiences
- Enabling the Contributions of Others- "Network Effect Platforms"
- Using Data to Create Delight

FY'13-15 Operational Priorities

- Amazing 1st Use Experiences: delivering the customer benefit
- Reimagining Mobile 1st Mobile Only: design and capabilities
- Solving Multi-Sided Problems Well: creating a virtuous circle
- Expanding Globally: platforms localized by users and developers
- Enabling Customer Data: better products & break-through benefits

Fall 2012 "Refreshed CDI Model"

Network Effects Platform Framework

Fall 2013 "Project Bold"

Achieved by...

Delivering Awesome Product Experiences

Contributions of Others- "Network Effect Platforms"

Using Data to Create Delight

Spring 2014 "Everything as a Service"

Deliver awesome products through ...

<p>Hygiene: quality (always on, secure, refreshed, efficient, first use)</p>	<p>Network Effects: durable advantage (commerce network, ecosystems)</p>	<p>Win Online Globally (global ready, mobile design, migrate online)</p>
	<p>Developer Platform: speed (public cloud, services composition, shared developer tools and standards)</p>	
	<p>Data Platform: personalization & insights (customer profile, internal data sharing, external data acquisition, analytic cloud)</p>	

... fueled by small innovative teams, delivering big vision in small bites

Spring 2014 "Refreshed Values"

Integrity Without Compromise

We speak the truth and assume best intent. We value trust above all else. We hold ourselves and others accountable to the highest standards in all we say and do.

We Care and Give Back

We are stewards of the future and will do our part to make the world a better place. It is our privilege to help others and do it wholeheartedly.

Be Bold	Be Passionate	Be Decisive	Learn Fast	Win Together	Deliver Awesome
<p>Solve BIG customer problems.</p> <p>Create a vision that inspires.</p> <p>Think beyond what is accepted as possible.</p> <p><small>We can see the future of what our customers will create & "go out" the company even if that can mean that we're on the new side. We don't very often see the world's biggest problems. It takes courage.</small></p>	<p>Personally embrace and role model change.</p> <p>Inspire with your insight and passion.</p> <p>Strive to perfect your craft every day.</p> <p><small>You're here because of your unique talents and the fact is that you're in the front through change that allows for growth. It's never easy growing. All of us. Never stop growing. It's never easy.</small></p>	<p>Choose what we will and will not do.</p> <p>Be transparent with your logic and judgment.</p> <p>Be direct and respectful.</p> <p><small>Have a point of view based on data, experience, and intuition. Make the call and make it count. If it's wrong, it's standing still.</small></p>	<p>Lead with a hypothesis.</p> <p>Measure and act on what matters most.</p> <p>Seize the surprises.</p> <p><small>Work in teams with customer personas. Move fast and iterate. The goal is to get the customer's feedback. We break down barriers. The only failure is the failure to learn fast.</small></p>	<p>Deliver exceptional results so others can credit us for it.</p> <p>Develop yourself and others to do the best work of our lives.</p> <p>Be boundary-less in our thinking and actions.</p> <p><small>Shared values have done our work and 90% of the success and more have been the "right" way? We're not just doing it. We're doing it right. We're doing it all the work that carries our name. Thank you.</small></p>	<p>Delight our customers and partners with experiences they love.</p> <p>Meet the fundamentals and exceed the details.</p> <p>Never stop short of awesome!</p>

Spring 2015 "One Intuit P/P Strategy"

Connections w/ Our Ecosystem

- Accountant Matching Marketplace
- Integrated SMB-Accountant Workflow
- invoicing/Bill Pay, Connected Payments
- Payroll to Tax

Connections w/ Ecosystem Partners

- QuickBooks Financing
- Self Employed & On-Demand Mkplaces
- Unleash: Tax Data & Mortgage Lenders

Opportunity Size Over 5 Years

\$3.5B

Summer 2015 "Focus & Accelerate"

Focusing Our Time

Objective: 50% reduction in meeting time

Focusing Our Talent

Objective: Organized as One Ecosystem

Focusing Our Dollars

Objective: Invest in fewer, high impact areas

Looking back: successfully executed with reasons to believe

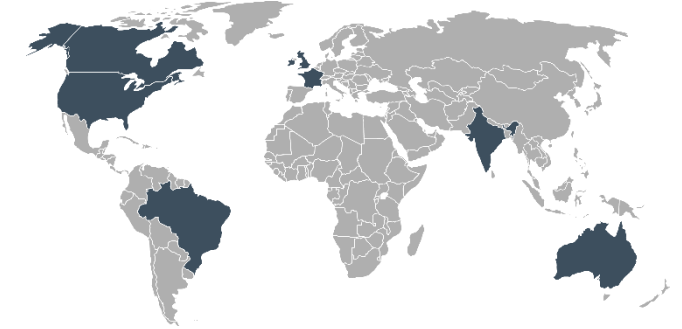
Leaned into the cloud



Created new connections

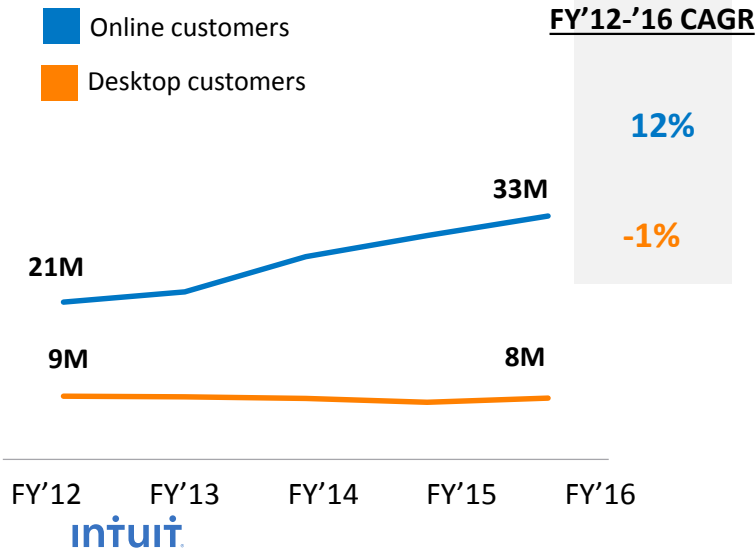


Entered new markets

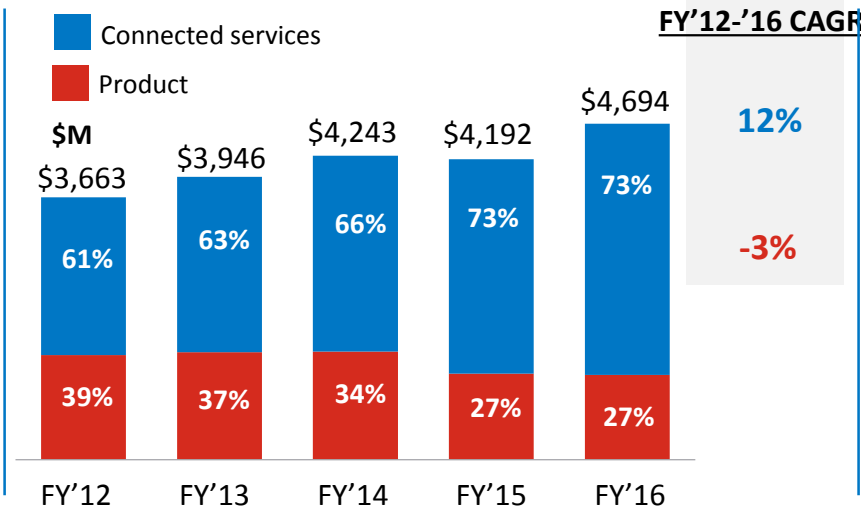


...tangible proof points of successful business model transition

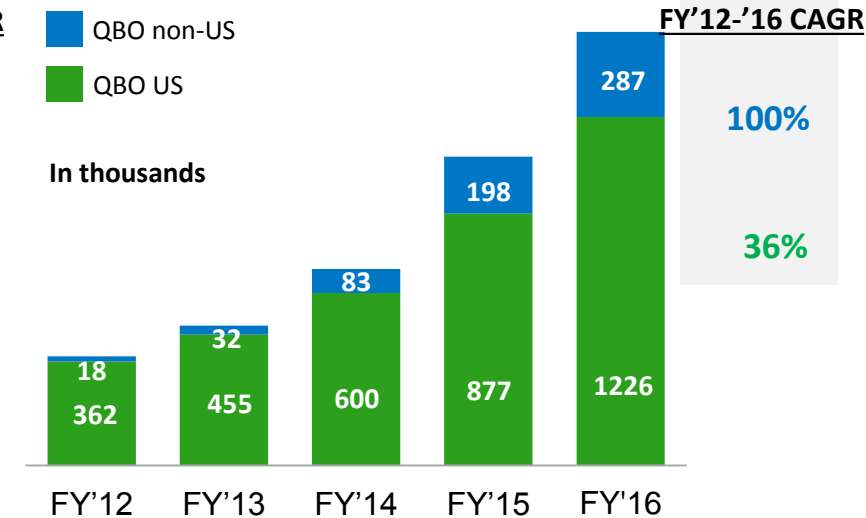
Accelerating to the cloud



Increasing connected services revenue



Growing global customers



Looking back: more than doubling TAM with tangible traction

Reasons to Believe

3 Entering New Markets

- Enter new markets with QuickBooks ecosystem
- Accelerate with Self-Employed

2 Connecting the Ecosystem

- Increase attach / solve additional problems
- Facilitate new connections

1 Growing Our Categories

- Accelerate shift to cloud
- Convert non-consumption

\$17B - \$20B

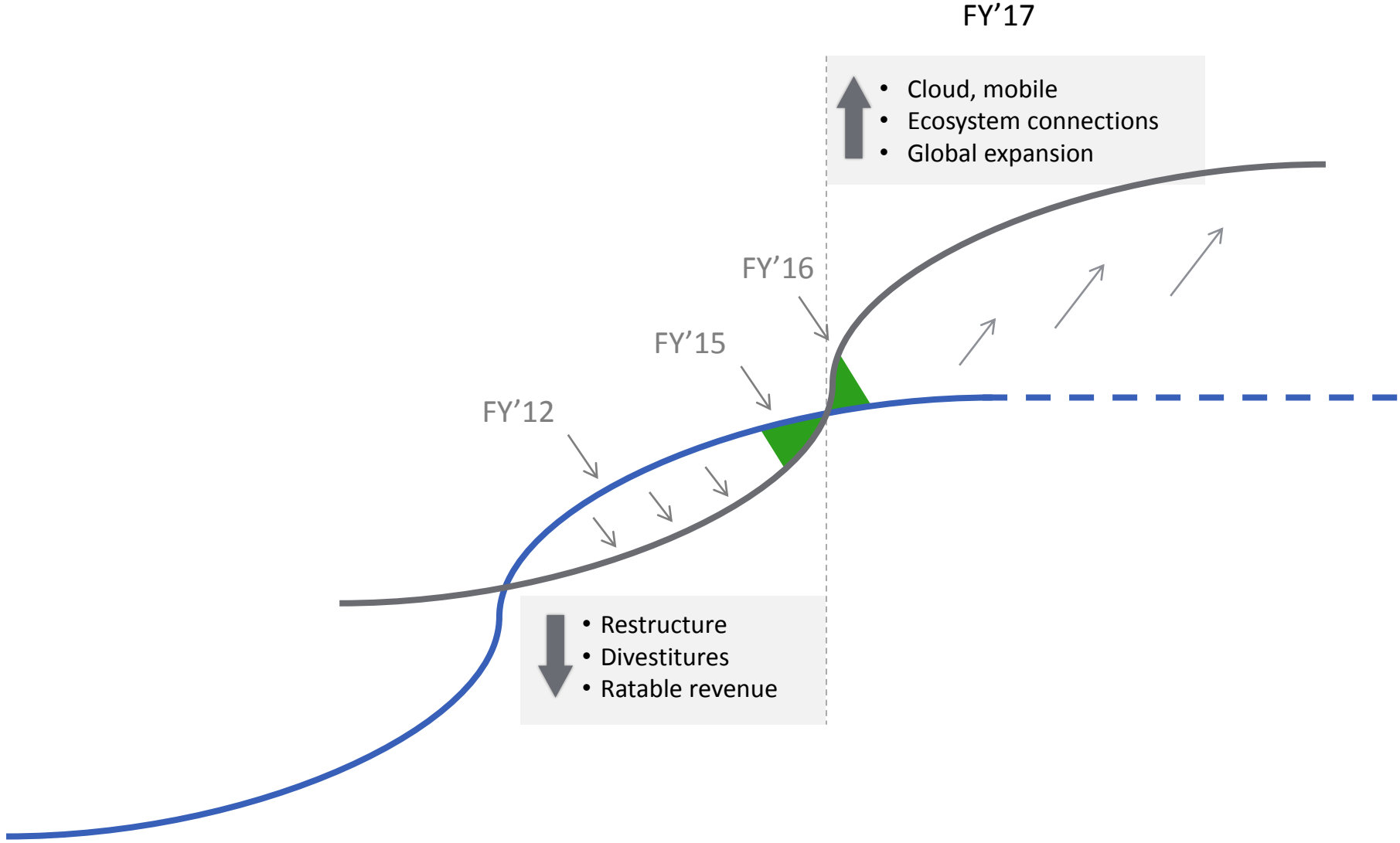
\$36B - \$42B

\$51B - \$57B

- **Expanded prospect pool ... 6 priority countries = 150M prospects**
 - **FY'17 Q1:** non-US QBO paid subs 323K ... growing +50%
- **Accelerated by targeting Self-Employed /gig economy (majority of TAM)**
 - **FY'17 Q1:** 110K paid subs (+3.1X YOY) ... just entered Australia
- **Attach rates of Intuit and 3rd party solutions increase ARPC & retention**
 - **FY'17 Q1:** QBO payroll penetration is 15% ... payments is 6%
 - **FY'16:** QBO users adopting at least one 3rd party app is 15% (vs 10% prior yr)
 - **FY'16:** attaching solutions can increase QBO retention by 10 pts
- **One Intuit Ecosystem connections**
 - **FY'16:** SMB & acct collaboration ... 640K QBO subs have linked with an acct
 - **FY'16:** Improved SMB cash flow ... 43M e-invoices (+48%) ... paid in 1/3 time
 - **FY'16:** QB Financing ... \$450M+ SMB loans to date ... 70% approval in days
 - **FY'16:** QBSE to TurboTax ... 30% QBSE penetration ... avg. \$4,340 tax savings
- **Cloud and mobile adoption expanding our categories > historical rates**
 - **FY'16:** QB active user base +3% ... QB paid users +23% ... QB new users +15%
 - **FY'16:** DIY tax category grew 5X faster than assisted ... gained >1 pt share
- **New customers choosing cloud & mobile solutions**
 - **FY'16:** 65% new SMBs chose QBO ... 84% new QBO users 1st time users
 - **FY'16:** 90% new tax filers chose TTO ... those who filed on mobile up 4X

Cumulative Total Addressable Market Opportunity

Looking back: we're now repositioned on the "S curve"



Looking back: FY'16 financials reflected strong momentum

	Actual	Prior Year	+/-
Revenue	\$4,694	\$4,192	12%
GAAP Operating Income	\$1,242	\$738	68%
Non-GAAP Operating Income	\$1,555	\$1,141	36%
GAAP Diluted EPS	\$3.69	\$1.28	188%
Non-GAAP Diluted EPS	\$3.78	\$2.59	46%
QBO Subscribers (k)	1,513	1,075	41%

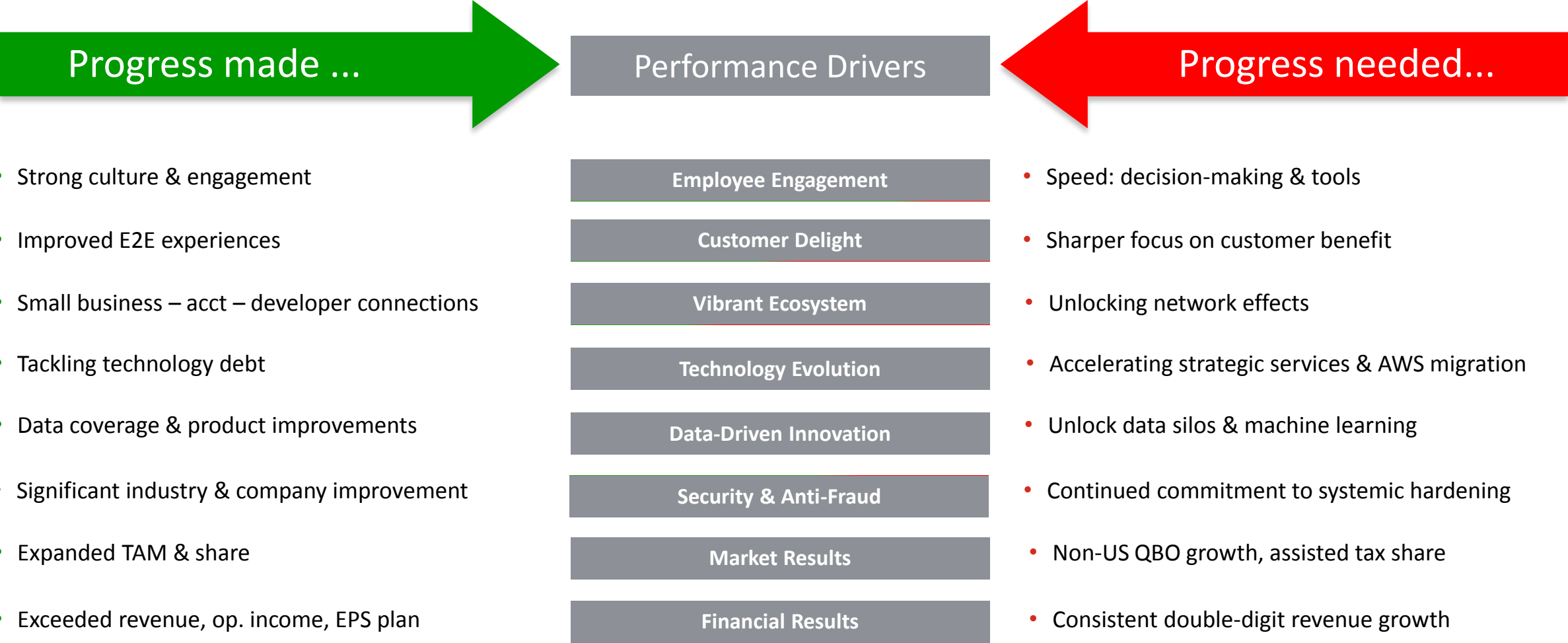
\$ in Millions except EPS

Strong Performance Continued into FQ1'17

	Actual	+/- vs. FQ1'16	Guidance
Revenue	\$778	9%	\$740-\$760
GAAP Operating Loss	\$(61)	NM	\$(75)-\$(65)
Non-GAAP Operating Income	\$32	(30%)	\$10-\$20
GAAP Diluted EPS	(\$0.12)	NM	(\$0.21)-(\$0.19)
Non-GAAP Diluted EPS	\$0.06	(33%)	\$0.01-\$0.03
QBO Subscribers (k)	1,638	41%	~1,600 QBO Subs ↑ 41% y/y

Guiding to continued QuickBooks Online subscriber growth of 40%+

CEO Reflections: foundation is solid, with more work needed



Looking ahead: evolving market trends & implications

External Market Trends

Social

“Conversational, relationships & user contribution”

Machine Learning

“Personal, anticipate, populate”

Ecosystems & Platforms

“Advantaged network effects”

Mobile & Beyond Touch

“Anytime, any way, any device”

Privacy, Security & Cyber-Crime

“Prevent, detect, correct”

Strategic Implications for Intuit

Personalized Experiences

“Delight in what matters most to me”

It's Done

“Effortless – accelerate time-to-benefit”

Indispensable Connections

“Interacting parties & interoperable products”

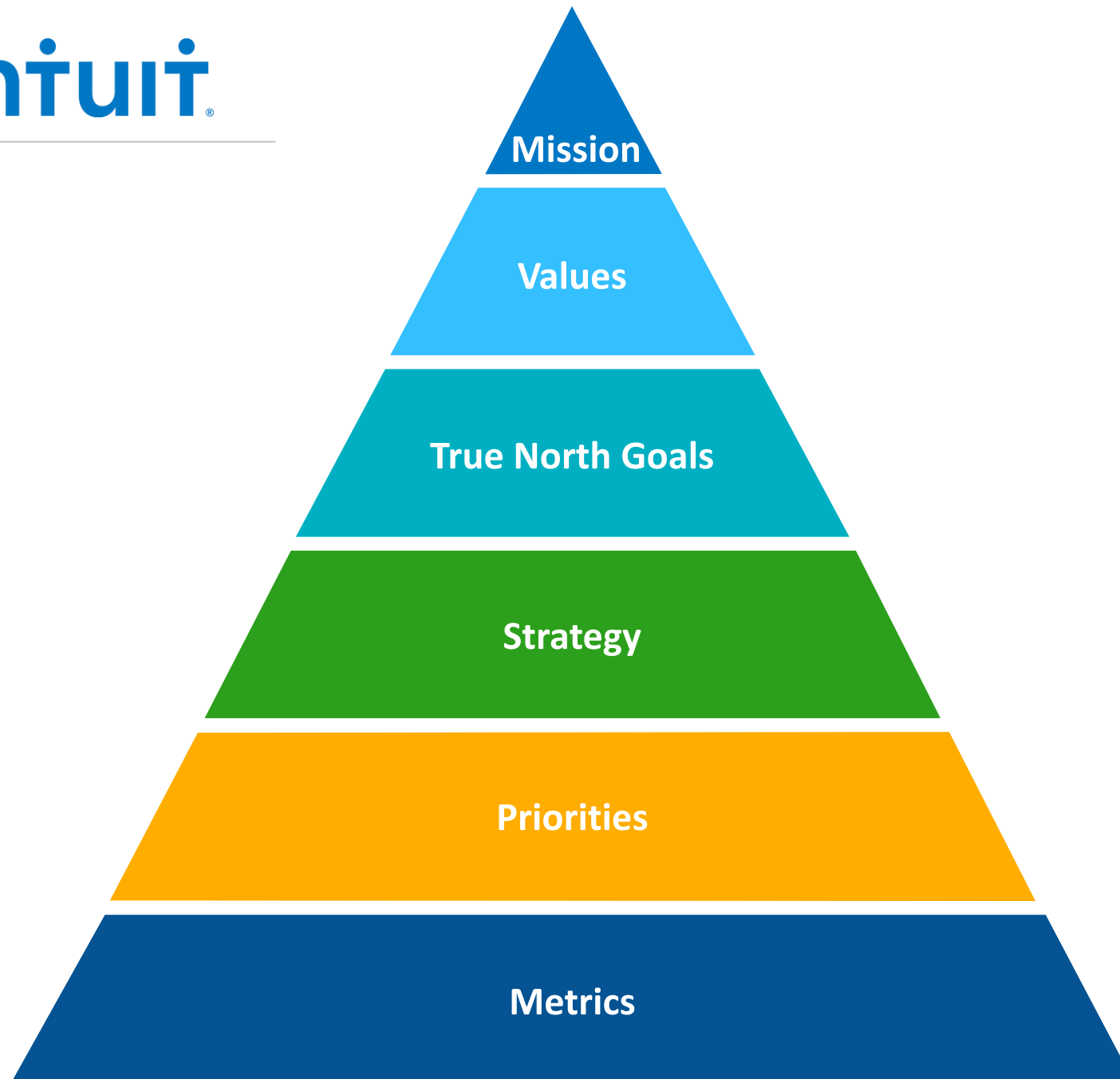
On Demand Accessibility

“Mobile computing & natural interfaces”

Security is Job #1

“Trust, transparency & stewardship”

One intuit.



Mission

Mission

Values

True North Goals

Strategy

Priorities

Metrics



To improve our customers' financial lives so profoundly... they can't imagine going back to the old way

Values

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True North Goals

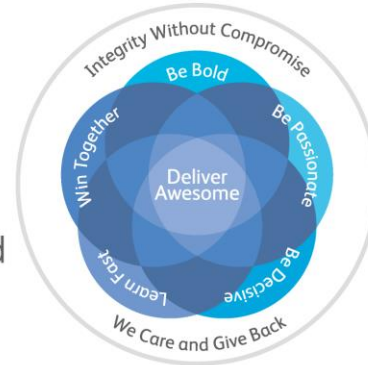
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Be Bold	Be Passionate	Be Decisive	Learn Fast	Win Together	Deliver Awesome
<ul style="list-style-type: none"> · Solve BIG customer problems · Create a vision that inspires · Think beyond what is accepted as possible 	<ul style="list-style-type: none"> · Personally embrace and role model change · Inspire with your insights and initiative · Strive to perfect your craft every day 	<ul style="list-style-type: none"> · Choose what we will and will not do · Be transparent with your logic and judgment · Be direct and respectful 	<ul style="list-style-type: none"> · Lead with a hypothesis · Measure and act on what matters most · Savor the surprises 	<ul style="list-style-type: none"> · Deliver exceptional results so others can count on you · Develop yourself and others to do the best work of our lives · Be boundary-less in our thinking and actions 	<ul style="list-style-type: none"> · Delight our customers and partners with experiences they love · Nail the fundamentals and sweat the details · Never stop short of awesome
<p>We can see the future in what we do because we're creating it together. We constantly seek inspiration and connect dots that no one else does. We don't shy away from the world's biggest problems. It takes courage.</p>	<p>You're here because of your unique talents and the fire in your belly to do something meaningful. It shines through in ways that raises the bar for all of us. Never stop growing.</p>	<p>Have a point of view based on data, experience, and instincts. Make the call and own the outcome. Speed matters, because the greatest risk is standing still.</p>	<p>We're in love with customer problems more than our solutions. We walk in our customers' shoes and experiment our way to success. The only failure is the failure to learn fast.</p>	<p>Small diverse teams drive our work and 90% of the decisions are made here. We accelerate each other in pursuit of our mission. We break down barriers. Together, we are one Intuit.</p>	<p>We are proud of the products we deliver because they inspire the imagination and exceed expectations. We create and build our brand in all the work that carries our name: Intuit.</p>

True North Goals

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Deliver best-we-can-be results in the current period for each key stakeholder, while building the foundation for an even stronger future

Employees	Customers	Partners	Shareholders
<p>Create an environment where the world's top talent can do the best work of their lives</p> <p>Inspire & empower highly engaged EEs</p> <ul style="list-style-type: none"> • FY'17: 85% engagement no BU/FG <80% <p>Attract the world's top talent</p> <ul style="list-style-type: none"> • FY'17: Top 25 on Fortune's Best Places to Work <p>Retain top talent: voluntary attrition < peers</p> <ul style="list-style-type: none"> • FY'17: voluntary attrition < benchmark 	<p>Delight customers more than rivals in ways that matter most</p> <p>Deliver the customer benefit</p> <p>"It's Done"</p> <ul style="list-style-type: none"> • Data in: % automatic transactions for small businesses • % time saved for accountants • # errors/customer, # of manual fields and % of bills auto-approved for consumers <p>"More Money"</p> <ul style="list-style-type: none"> • Days work to paid for small businesses • New client revenues for accountants • Fewer late fees for consumers <p>Delight customers through E2E experiences</p> <ul style="list-style-type: none"> • FY'17: Net Promoter scores >10 pts vs. best alternatives <p>Grow our active customer bases</p> <p style="text-align: center;"><u>QBO Subs</u></p> <ul style="list-style-type: none"> • FY'17: 2,000K – 2,200K 	<p>Delight partners who add value to the ecosystem</p> <p>Grow 3rd-party developers' business</p> <ul style="list-style-type: none"> • FY'17: # of connections; developer NPS <p>Help accountants work with their clients</p> <ul style="list-style-type: none"> • FY'17: QBOA > 3; QBO Accountant NPS <p>Eliminate industry tax fraud*</p> <ul style="list-style-type: none"> • FY'17: No fraudulent refunds paid by IRS/States 	<p>Inspire confidence in our long-term growth, leading to a higher stock price</p> <p>Grow organic revenue double digits, supplemented by acquisitions</p> <ul style="list-style-type: none"> • FY'17: \$5,000M - \$5,100M, 7-9% <p>Grow revenue faster than expenses, generating op. income leverage</p> <ul style="list-style-type: none"> • FY'17: Non-GAAP Op Inc. \$1,675 - \$1,725M, 8-11% • FY'17: Non-GAAP EPS \$4.30 - \$4.40 <p>Deploy cash to the highest yield opportunities</p> <ul style="list-style-type: none"> • FY'17: Dividend per share, +13%

* As reported by the IRS and State Agencies

Strategy

Be the
"Operating
System" behind Small
Business Success



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3rd Party Developers

Small Businesses

Sell • Buy • Get Paid

Accounting is Done
Get Important Insights
Improve Cash Flow

Taxes are Done
Bills are Done
More Money

Consumers

Government

Banks

Books • Taxes • Advice

Save Time
Grow My Practice
Make a Difference

Taxes • Advice

Other Data Providers

Accountants

Achieved by...

Delivering Awesome
Product Experiences

Contributions of Others-
"Network Effect Platforms"

Using Data
to Create Delight

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- ❑ **Win worldwide with QBO Ecosystem:** grow the total addressable market & share faster than rivals
- ❑ **Win with accountants who fuel SMB success:** grow share faster than rivals with unmatched collaboration & integration
- ❑ **Win with TurboTax Online and Mobile:** grow the DIY software category & share faster than rivals
- ❑ **Technology to accelerate growth:** enabled by platforms & services, high availability & quality, developer & agent tools
- ❑ **Data-driven intelligent systems:** deliver personalization, the ability to anticipate & delight, achieve “it’s done”
- ❑ **Industry-wide security leadership:** protect & earn customers’ trust through transparency, stewardship & outcomes



To improve our customers' financial lives so profoundly... they can't imagine going back to the old way

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We Care & Give Back

Be Bold

Be Passionate

Be Decisive

Learn Fast

Win Together

Deliver Awesome

True North Goals

Employees

Create an environment where the world's top talent can do the best work of their lives

Customers

Delight customers more than rivals in ways that matter most

Partners

Delight partners who add value to the ecosystem

Shareholders

Inspire confidence in our long term growth, leading to a higher stock price

Strategy

Be the Operating System Behind SMB Success

Do the Nations' Taxes

Delivering Awesome Product Experiences

Enabling the Contributions of Others - "Network Effect Platforms"

Using Data to Create Delight

Priorities

Win worldwide with QBO Ecosystem

Win with accountants who fuel SMB success

Win with TurboTax Online and Mobile

Technology to accelerate growth

Data-driven intelligent systems

Industry-wide security leadership

Metrics

- Deliver customer benefit
- Grow TAM and share vs. rivals
- Grow customers
- Increase attach
- Improve QBO ecosystem NPS vs. rivals (NTTF, Accountants)

- Deliver the customer benefit
- Accelerate growth in # of multi-service firms
- Accelerate growth in QBO+3
- Increase NPS vs rivals
 - QBOA
 - Multi-service firms
 - Online Tax

- Deliver the customer benefit
- Grow DIY category vs. assisted methods
- Grow online/mobile share vs. rivals
- Improve conversion
- Increase TTO NPS vs. rivals

- Increase adoption of and % ready-to-consume strategic services
- Reduce downtime minutes & failed customer interactions
- Reduce contact rate
- Reduce developer release cycle time
- Increase % of developers & agents on common (fewer) tools

- Increase % availability of prioritized data sources (business reporting)
- Reduce time-to-insight
- Improve conversion with personalized experiences
 - TTO
 - QBO

- Reduce fraud ...Intuit customers & industry
- Uphold Intuit trust rating

Appendix

About Non-GAAP Financial Measures

INTUIT INC. ABOUT NON-GAAP FINANCIAL MEASURES

The accompanying presentation contains non-GAAP financial measures. Table 1 and Table 2 reconcile the non-GAAP financial measures in that press release 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, non-GAAP net income, and non-GAAP net income 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 and diluted net income per share:

- Gains and losses on debt and equity securities and other investments
- Income tax effects and adjustments
- 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.

About Non-GAAP Financial Measures (cont.)

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 and equity 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 and equity securities and other investments.

Income tax effects and adjustments. We use a long-term non-GAAP tax rate for evaluating operating results and for planning, forecasting, and analyzing future periods. This long-term non-GAAP tax rate excludes the income tax effects of the non-GAAP pre-tax adjustments described above, assumes the federal research and experimentation credit is continuously in effect, and eliminates the effects of non-recurring and period specific items which can vary in size and frequency. Based on our current long-term projections, we are using a long-term non-GAAP tax rate of 34% for fiscal 2015 and 2016 and 33% for fiscal 2017. These rates are consistent with the average of our normalized fiscal year tax rate over a four year period that includes the past three fiscal years plus the current fiscal year forecast. We will evaluate this long-term non-GAAP tax rate on an annual basis and whenever any significant events occur which may materially affect this long-term rate. This long-term non-GAAP tax rate could be subject to change for various reasons including significant changes in our geographic earnings mix or fundamental tax law changes in major jurisdictions in which we operate.

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 2 include all information reasonably available to Intuit at the date of this presentation. 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.

TABLE 1

RECONCILIATIONS OF HISTORICAL NON-GAAP FINANCIAL MEASURES TO MOST DIRECTLY COMPARABLE GAAP FINANCIAL MEASURES

(Dollars in millions, except share amounts)

	Q1 Fiscal 2017	Q1 Fiscal 2016	Fiscal 2016	Fiscal 2015
GAAP operating income (loss) from continuing operations	\$(61)	\$(29)	\$1,242	\$738
Amortization of acquired technology	3	6	22	30
Amortization of other acquired intangible assets	1	2	12	12
Professional fees for business combinations	-	-	-	2
Goodwill and intangible asset impairment charge	-	-	-	148
(Gain) loss on sale of long-lived assets	-	-	1	(31)
Share-based compensation expense	89	67	278	242
Non-GAAP operating income	\$32	\$46	\$1,555	\$1,141
GAAP net income (loss)	\$(30)	\$(31)	\$979	\$365
Amortization of acquired technology	3	6	22	30
Amortization of other acquired intangible assets	1	2	12	12
Professional fees for business combinations	-	-	-	2
Goodwill and intangible asset impairment charge	-	-	-	148
(Gain) loss on sale of long-lived assets	-	-	1	(31)
Share-based compensation expense	89	67	278	242
Net (gain) loss on debt securities and other investments	1	1	5	6
Income tax effects of non-GAAP adjustments	(49)	(21)	(120)	(83)
Discontinued operations	-	-	(173)	48
Non-GAAP net income	\$15	\$24	\$1,004	\$739
GAAP diluted net income (loss) per share	\$(0.12)	\$(0.11)	\$3.69	\$1.28
Non-GAAP diluted net income per share	\$0.06	\$0.09	\$3.78	\$2.59
Shares used in non-GAAP diluted per share amounts	261	275	265	286
Non-GAAP tax rate	33%	34%	34%	34%

TABLE 2

RECONCILIATIONS OF FORWARD-LOOKING GUIDANCE FOR NON-GAAP FINANCIAL MEASURES TO PROJECTED GAAP REVENUE, OPERATING INCOME AND EPS

(In millions, except per share amounts)

	Forward-Looking Guidance					
	GAAP Range of Estimate		Adjustments	Non-GAAP Range of Estimate		
	From	To		From	To	
Twelve Months Ending						
July 31, 2017						
Revenue	\$5,000	\$5,100	\$-		\$5,000	\$5,100
Operating income	\$1,330	\$1,380	\$345	[a]	\$1,675	\$1,725
Diluted earnings per share	\$3.35	\$3.45	\$0.95	[b]	\$4.30	\$4.40

[a] Reflects estimated adjustments for share-based compensation expense of approximately \$332 million, amortization of acquired technology of approximately \$12 million, and amortization of other acquired intangible assets of approximately \$1 million.

[b] Reflects the estimated adjustments in item [a], income taxes related to these adjustments, and other income tax effects related to the use of the long-term non-GAAP tax rate.

See "About Non-GAAP Financial Measures" immediately preceding Table 1 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.

Cautions about Forward-Looking Statements

This presentation includes "forward-looking statements" which are subject to safe harbors created under the U.S. federal securities laws. All statements included in this presentation that address activities, events or developments that Intuit expects, believes or anticipates will or may occur in the future are forward looking statements, including: our expected market, customer and share growth; our goals, our ability to achieve them, and their impact on our business; our opportunities and strategies to grow our business; our expected revenue, operating income and earnings per share results and growth; our expectations regarding future dividends, share repurchases and ROIC improvements; our expectations for our product and service offerings and cross-sell opportunities; and future market trends. 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 not responding as we expect to our advertising and promotional activities; the competitive environment; governmental encroachment in our tax businesses or other governmental activities or public policy affecting the preparation and filing of tax returns; our ability to innovate and adapt to technological change; business interruption or failure of our information technology and communication systems; problems with implementing upgrades to our customer facing applications and supporting information technology infrastructure; any failure to properly use and protect personal customer information and data; our ability to develop, manage and maintain critical third party business relationships; increased government regulation of our businesses; any failure to process transactions effectively or to adequately protect against potential fraudulent activities; any significant offering quality problems or delays; our participation in the Free File Alliance; the global economic environment; changes in the total number of tax filings that are submitted to government agencies due to economic conditions or otherwise; the highly seasonal nature of our tax business which could cause our quarterly results to fluctuate significantly; our inability to attract, retain and develop highly skilled employees; increased risks associated with international operations; our ability to repurchase shares; 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; disruptions, expenses and risks associated with our acquisitions and divestitures; amortization of acquired intangible assets and impairment charges; our use of significant amounts of debt to finance acquisitions or other activities; and the cost of, and potential adverse results in, litigation involving intellectual property, antitrust, shareholder and other matters. More details about these and other risks that may impact our business are included in our Form 10-K for fiscal 2016 and in our other SEC filings. You can locate these reports through our website at <http://investors.intuit.com>. Fiscal 2017 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.