

Financial Summary										
(\$ millions), except per share data										
	Q1 FY07	Q2 FY07	Q3 FY07	Q4 FY07	FY07	Q1 FY08	Q2 FY08	Q3 FY08	Q4 FY08	FY08
Revenue:										
Small Business										
QuickBooks ^(A,B)	\$132.7	\$162.2	\$154.0	\$137.3	\$586.1	\$142.9	\$167.9	\$162.4	\$148.7	\$621.8
% change YOY	28%	-7%	22%	12%	11%	8%	4%	5%	8%	6%
Payroll & Payments	\$125.5	\$138.2	\$124.5	\$128.6	\$516.7	\$131.3	\$138.0	\$142.1	\$149.4	\$560.8
% change YOY	21%	15%	7%	5%	12%	5%	0%	14%	16%	9%
Total Small Business ^(C)	\$258.2	\$300.4	\$278.4	\$265.8	\$1,102.9	\$274.2	\$305.8	\$304.5	\$298.0	\$1,182.6
% change YOY	25%	2%	15%	9%	12%	6%	2%	9%	12%	7%
Tax										
Consumer Tax	\$11.2	\$223.4	\$565.1	\$13.1	\$812.9	\$13.3	\$248.3	\$656.9	\$11.0	\$929.4
% change YOY	43%	18%	14%	12%	15%	18%	11%	16%	-16%	14%
Accounting Professionals ^(D)	\$14.5	\$137.4	\$144.2	\$18.3	\$314.3	\$18.4	\$116.7	\$172.6	\$19.0	\$326.7
% change YOY	26%	-13%	32%	38%	7%	27%	-15%	20%	4%	4%
Financial Institutions	\$5.5	\$6.4	\$65.0	\$73.4	\$150.4	\$72.2	\$72.3	\$76.3	\$77.7	\$298.5
% change YOY					Fav	Fav	Fav	Fav	6%	Fav
Other Businesses ^(E)	\$61.0	\$83.2	\$86.4	\$62.0	\$292.5	\$66.8	\$91.8	\$102.7	\$72.4	\$333.8
% change YOY	-1%	-2%	2%	22%	4%	10%	10%	19%	17%	14%
Total Revenue	\$350.5	\$750.6	\$1,139.1	\$432.7	\$2,672.9	\$444.9	\$834.9	\$1,313.0	\$478.2	\$3,071.0
% change YOY	20%	3%	21%	31%	17%	27%	11%	15%	11%	15%
GAAP Operating Income (Loss)	(\$98.5)	\$214.7	\$578.1	(\$56.7)	\$637.6	(\$103.2)	\$173.6	\$674.5	(\$94.2)	\$650.8
Non-GAAP Operating Income (Loss) ^(F)	(\$76.0)	\$237.4	\$620.6	(\$17.3)	\$764.8	(\$55.7)	\$224.5	\$727.9	(\$41.2)	\$855.5
Non-GAAP Operating Margin % ^(F)	NA	32%	54%	NA	29%	NA	27%	55%	NA	28%
Interest and Other Income ^(G)	\$10.3	\$11.0	\$10.6	\$20.8	\$52.7	\$17.2	\$4.9	\$10.4	\$14.0	\$46.5
Interest Expense	-	-	(\$12.8)	(\$14.3)	(\$27.1)	(\$14.0)	(\$13.5)	(\$12.8)	(\$11.9)	(\$52.3)
GAAP Share Based Compensation Expense	\$18.6	\$19.0	\$20.3	\$18.3	\$76.3	\$26.7	\$29.5	\$30.1	\$27.0	\$113.3
GAAP EPS Share Based Compensation Expense	(\$0.03)	(\$0.03)	(\$0.04)	(\$0.04)	(\$0.14)	(\$0.05)	(\$0.05)	(\$0.06)	(\$0.06)	(\$0.22)
GAAP Diluted EPS	(\$0.17)	\$0.40	\$1.04	(\$0.04)	\$1.24	(\$0.06)	\$0.34	\$1.33	(\$0.19)	\$1.41
Non-GAAP Diluted EPS ^(F)	(\$0.12)	\$0.44	\$1.13	(\$0.02)	\$1.43	(\$0.10)	\$0.40	\$1.39	(\$0.08)	\$1.60
Basic Share Count	346.2	347.2	339.5	337.6	342.6	337.6	331.1	323.4	321.6	328.5
Diluted Share Count	346.2	360.6	351.7	337.6	355.8	337.6	342.8	333.4	321.6	339.3
GAAP Tax Rate	35%	35%	36%	35%	36%	38%	35%	35%	33%	35%
Capital Expenditures					\$153.4M					\$306.1M
Depreciation					\$92.8M					\$116.4M

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

^(A)Beginning in Q4 FY08 results for the QuickBase product line have been reflected in the QuickBooks segment. Historical results have been reclassified from Other Businesses to QuickBooks for all periods presented.

Quarterly QuickBase Re-class: Q1 FY06 \$1.5M, Q2 FY06 \$1.7M, Q3 FY06 \$1.8M, Q4 FY06 \$2.1M, Q1 FY07 \$2.3M, Q2 FY07 \$2.4M, Q3 FY07 \$2.8M, Q4 FY07 \$3.1M, Q1 FY08 3.4M, Q2 FY08 3.7M, Q3 FY08 4.0M, Q4 FY08 4.4M

^(B)Beginning in Q4 FY08 results for the QuickBooks Accountant Edition (QBAE) and PAP product lines have been reflected in the Accounting Professionals segment. Historical results have been reclassified from QuickBooks to Accounting Professionals for all periods presented.

Quarterly QBAE/PAP Re-class: Q1 FY06 \$2.6M, Q2 FY06 \$8.2M, Q3 FY06 \$4.7M, Q4 FY06 \$4.6M, Q1 FY07 \$4.8M, Q2 FY07 \$6.7M, Q3 FY07 \$5.7M, Q4 FY07 \$5.5M, Q1 FY08 7.4M, Q2 FY08 11.3M, Q3 FY08 6.8M, Q4 FY08 6.1M

^(C)The QuickBooks and Payroll & Payments segments have been summed to facilitate the calculation of total Small Business results and growth rates for investors.

^(D)These are non-GAAP financial measures. See tables B1, B2 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.

^(E)Interest and other income includes \$7.5 million in variable royalty income from the purchaser of our former Quicken Loans business in Q4 FY07 and Q4 FY08; excludes \$31.7M gain on the sale of outsourced payroll assets in FY07

and \$51.6M gain on the sale of outsourced payroll assets in FY08: Q1 FY08 \$24M, Q2 FY08 \$14M, Q3 FY08 \$13.6M.

^(F)The effective tax rates used to calculate non-GAAP EPS were as follows: 37% for Q1 FY07; 36% for Q2 FY07 to Q4 FY07 and 36% for full year in FY07; 36% for Q1 to Q4 FY08.

Business Segments: QuickBooks - QuickBooks Software, Financial Supplies; Payroll & Payments - QuickBooks Payroll, Assisted Payroll, Innovative Merchant Solutions; Consumer Tax - TurboTax

Accounting Professionals - ProSeries, Lacerte; Financial Institutions - Intuit Financial Institutions Group, Digital Insight (starting Q3 FY07); Other Businesses - IRES, Quicken, Canada/UK

Business Metrics															
Units in thousands, except where noted	Q1/FY06	Q2/FY06	Q3/FY06	Q4/FY06	FY06	Q1/FY07	Q2/FY07	Q3/FY07	Q4/FY07	FY07	Q1/FY08	Q2/FY08	Q3/FY08	Q4/FY08	FY08
QuickBooks^(G)															
Total QuickBooks software units sold	259	532	460	295	1,546	280	513	553	357	1,702	298	467	508	324	1,597
Free Simple Start Activations	0	0	0	0	0	0	0	0	0	0	19	38	48	37	142
Total QuickBooks Units	259	532	460	295	1,546	280	513	553	357	1,702	317	505	556	361	1,739
QuickBooks Online subscriptions ^(H)	56	64	72	78	78	85	96	109	117	117	124	128	131	133	133
Enterprise Solutions Active Customers	17	19	20	22	22	22	24	25	27	27	28	29	30	33	33
QuickBooks Retail Share^(I)															
Unit share FYTD	85%	90%	90%	89%	89%	86%	87%	89%	89%	89%	89%	89%	91%	91%	91%
Dollar share FYTD	89%	92%	92%	92%	92%	91%	92%	94%	94%	94%	94%	94%	95%	95%	95%
Payroll & Payments															
Total payroll customers ^(J)	923	954	964	967	967	989	1016	1008	1008	1008	1025	1046	1058	1047	1047
Merchant Account Services customers ^(K)	139	148	159	167	167	175	185	195	203	203	214	222	233	239	239
Consumer Tax															
Federal TurboTax (millions)															
Desktop units	NM	3.5	3.6	NM	7.1	NM	3.7	3.3	NM	7.0	NM	3.8	3.3	NM	7.1
Web units	NM	0.9	4.3	0.1	5.3	NM	0.8	5.2	0.1	6.1	NM	1.3	7.0	0.1	8.4
Free File Alliance	NM	0.2	1.2	NM	1.4	NM	0.3	1.2	NM	1.4	NM	0.3	1.3	NM	1.6
Total TurboTax federal units	NM	4.7	9.0	0.1	13.8	NM	4.8	9.7	0.1	14.6	NM	5.5	11.6	0.1	17.2
Federal TurboTax retail share^(L)															
Unit share FYTD	NM	80%	79%	79%	79%	NM	82%	79%	79%	79%	NM	85%	82%	82%	82%
Dollar share FYTD	NM	86%	85%	85%	85%	NM	87%	85%	85%	85%	NM	87%	84%	84%	84%
Financial Institutions															
Number of Internet Banking End-Users ^(M)	6,164	6,333	6,673	6,918	6,918	7,119	7,508	7,800	7,906	7,906	8,078	8,300	8,499	8,695	8,695
Number of Bill Pay End-Users ^(M)	1,396	1,506	1,621	1,687	1,687	1,793	1,915	2,040	2,140	2,140	2,212	2,291	2,383	2,474	2,474
Accounting Professionals															
Professional Tax units	NM	100	11	1	112	NM	102	10	NM	112	NM	98	11	NM	109

^(G)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.

^(H)Includes total QuickBooks Online Edition subscriptions. Subscription units sold in any particular period are a subset of total QuickBooks software units sold in that period.

^(I)Sources: NPD Group Monthly Retail Software Report through June 2008 excluding MS Office Suites bundled with Accounting Express.

^(J)Includes Standard Payroll, Enhanced Payroll, Assisted Payroll, Complete Payroll, Premier Payroll, Online Payroll, Basic Payroll, and QuickPayroll

^(K)Does not include customers from Electronic Clearing House

^(L)Sources: NPD Group Retail Software Report through June 2008.

^(M)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

FY09 Financial Outlook

Guidance^(S)			
(\$ millions), except per share data	Q1 FY09	FY09	Historical FY08
Revenue:			
Small Business			
QuickBooks ^(M,O)		\$670-\$695	\$621.8
% change YOY		8%-12%	6%
Payroll & Payments		\$639-\$662	\$560.8
% change YOY		14%-18%	9%
Total Small Business			\$1,182.6
% change YOY			7%
Tax			
Consumer Tax		\$1,004-\$1,041	\$929.4
% change YOY		8%-12%	14%
Accounting Professionals ^(O)		\$345-\$358	\$326.7
% change YOY		5%-9%	4%
Financial Institutions		\$313-\$325	\$298.5
% change YOY		5%-9%	Fav
Other Businesses^(N)		\$354-\$367	\$333.8
% change YOY		6%-10%	14%
Total Revenue	\$480-\$492	\$3,350-\$3,430	\$3,071.0
% change YOY	8%-11%	9%-12%	15%
GAAP Operating Income (Loss)	(\$122)-(\$107)	\$724-\$744	\$650.8
Non-GAAP Operating Income (Loss) ^(P)	(\$65)-(\$50)	\$970-\$990	\$855.5
Non-GAAP Operating Margin % ^(P)	NA	29%	28%
Interest and Other Income ^(Q)			\$46.5
Interest Expense			(\$52.3)
GAAP Share Based Compensation Expense			\$113.3
GAAP EPS Share Based Compensation Expense			(\$0.22)
GAAP Diluted EPS	(\$.26)-(\$.23)	\$1.41-\$1.45	\$1.41
Non-GAAP Diluted EPS^(P,R)	(\$.14)-(\$.11)	\$1.86-\$1.90	\$1.60
Basic Share Count	321-323	317-320	328.5
Diluted Share Count	NA	328-331	339.3
GAAP Tax Rate	35%	35%	35%
Capital Expenditures		\$200M	\$306M

^(M)Beginning in Q4 FY08 results for the QuickBase product line have been reflected in the QuickBooks segment.

^(O)Beginning in Q4 FY08 results for the QuickBooks Accountant Edition (QBAE) and PAP product lines have been reflected in the Accounting Professionals segment.

^(P)These are non-GAAP financial measures. See table E1 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.

^(Q)Interest and other income includes \$7.5 million in variable royalty income from the purchaser of our former Quicken Loans business in Q4 FY08.

^(R)The effective tax rates used to calculate non-GAAP EPS were as follows: 36% full year FY08 and 36% full year FY09

^(S)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 - Turbo Accounting Professionals - ProSeries, Lacerte; Financial Institutions - Intuit Financial Institutions Group, Digital Insight (starting Q3 FY07); Other Businesses - IRES, Quicken, Canada/UK

Intuit Facts

Q4/FY08

(Old Segment classifications: QuickBase in "Other Businesses" and QuickBooks Accountant Edition & PAP in "QuickBooks")

Intuit Inc.

Investor Relations (650) 944-6165

NASDAQ: INTU

Financial Summary

(\$ millions), except per share data

	Q1 FY07	Q2 FY07	Q3 FY07	Q4 FY07	FY07	Q1 FY08	Q2 FY08	Q3 FY08	Q4 FY08	FY08 (YTD)
Revenue:										
Small Business										
QuickBooks	\$135.2	\$166.5	\$156.9	\$139.6	\$598.2	\$146.9	\$175.4	\$165.1	\$150.4	\$637.8
% change YOY	29%	-8%	21%	12%	11%	9%	5%	5%	8%	7%
Payroll & Payments	\$125.5	\$138.2	\$124.5	\$128.6	\$516.7	\$131.3	\$138.0	\$142.1	\$149.4	\$560.8
% change YOY	21%	15%	7%	5%	12%	5%	0%	14%	16%	9%
Total Small Business⁽¹⁾	\$260.8	\$304.6	\$281.3	\$268.2	\$1,114.9	\$278.3	\$313.4	\$307.2	\$299.7	\$1,198.6
% change YOY	25%	2%	15%	9%	11%	7%	3%	9%	12%	8%
Tax										
Consumer Tax	\$11.2	\$223.4	\$565.1	\$13.1	\$812.9	\$13.3	\$248.3	\$656.9	\$11.0	\$929.4
% change YOY	43%	18%	14%	12%	15%	18%	11%	16%	-16%	14%
Accounting Professionals	\$9.7	\$130.7	\$138.5	\$12.9	\$291.8	\$11.0	\$105.4	\$165.9	\$12.9	\$295.1
% change YOY	9%	-13%	32%	47%	7%	13%	-19%	20%	0%	1%
Financial Institutions	\$5.5	\$6.4	\$65.0	\$73.4	\$150.4	\$72.2	\$72.3	\$76.3	\$77.7	\$298.5
% change YOY					Fav	Fav	Fav	Fav	6%	Fav
Other Businesses	\$63.3	\$85.5	\$89.1	\$65.1	\$303.0	\$70.2	\$95.5	\$106.7	\$76.9	\$349.3
% change YOY	1%	-2%	3%	23%	5%	11%	12%	20%	18%	15%
Total Revenue	\$350.5	\$750.6	\$1,139.1	\$432.7	\$2,672.9	\$444.9	\$834.9	\$1,313.0	\$478.2	\$3,071.0
% change YOY	20%	3%	21%	31%	17%	27%	11%	15%	11%	15%
GAAP Operating Income (Loss)	(\$98.5)	\$214.7	\$578.1	(\$56.7)	\$637.6	(\$103.2)	\$173.6	\$674.5	(\$94.2)	\$650.8
Non-GAAP Operating Income (Loss) ⁽²⁾	(\$76.0)	\$237.4	\$620.6	(\$17.3)	\$764.8	(\$55.7)	\$224.5	\$727.9	(\$41.2)	\$855.5
Non-GAAP Operating Margin % ⁽²⁾	NA	32%	54%	NA	29%	NA	27%	55%	NA	28%
Interest and Other Income ⁽³⁾	\$10.3	\$11.0	\$10.6	\$20.8	\$52.7	\$17.2	\$4.9	\$10.4	\$14.0	\$46.5
Interest Expense	-	-	(\$12.8)	(\$14.3)	(\$27.1)	(\$14.0)	(\$13.5)	(\$12.8)	(\$11.9)	(\$52.3)
GAAP Share Based Compensation Expense	\$18.6	\$19.0	\$20.3	\$18.3	\$76.3	\$26.7	\$29.5	\$30.1	\$27.0	\$113.3
GAAP EPS Share Based Compensation Expense	(\$0.03)	(\$0.03)	(\$0.04)	(\$0.04)	(\$0.14)	(\$0.05)	(\$0.05)	(\$0.06)	(\$0.06)	(\$0.21)
GAAP Diluted EPS	(\$0.17)	\$0.40	\$1.04	(\$0.04)	\$1.24	(\$0.06)	\$0.34	\$1.33	(\$0.19)	\$1.41
Non-GAAP Diluted EPS^{(4), (5)}	(\$0.12)	\$0.44	\$1.13	(\$0.02)	\$1.43	(\$0.10)	\$0.40	\$1.39	(\$0.08)	\$1.60
Basic Share Count	346.2	347.2	339.5	337.6	342.6	337.6	331.1	323.4	321.6	328.5
Diluted Share Count	346.2	360.6	351.7	337.6	355.8	337.6	342.8	333.4	321.6	339.3
GAAP Tax Rate	35%	35%	36%	35%	36%	38%	35%	35%	33%	35%
Capital Expenditures					\$153.4M					\$306.1M
Depreciation					\$92.8M					\$116.4M

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

⁽¹⁾The QuickBooks and Payroll & Payments segments have been summed to facilitate the calculation of total Small Business results and growth rates for investors.

⁽²⁾These are non-GAAP financial measures. See tables B1, B2, 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.

⁽³⁾Interest and other income includes \$7.5 million in variable royalty income from the purchaser of our former Quicken Loans business in Q4 FY07 and Q4 FY08; excludes \$31.7M gain on disposal of outsourced payroll assets in FY07

and \$51.6M gain on the sale of outsourced payroll assets in FY08: Q1 FY08 \$24M, Q2 FY08 \$14M, Q3 FY08 \$13.6M.

⁽⁴⁾The effective tax rates used to calculate non-GAAP EPS were as follows: 37% for Q1 FY07; 36% for Q2 FY07 to Q4 FY07 and 36% for full year in FY07; 36% for Q1 to Q4 FY08.

Business Segments: QuickBooks - QuickBooks Software, Financial Supplies; Payroll & Payments - QuickBooks Payroll, Assisted Payroll, Innovative Merchant Solutions; Consumer Tax - TurboTax

Accounting Professionals - 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>2008</u>	<u>July 31,</u> <u>2007</u>	<u>July 31,</u> <u>2008</u>	<u>July 31,</u> <u>2007</u>
Net revenue:				
Product	\$ 219,575	\$ 207,160	\$ 1,496,655	\$ 1,447,392
Service and other	258,579	225,512	1,574,319	1,225,555
Total net revenue	<u>478,154</u>	<u>432,672</u>	<u>3,070,974</u>	<u>2,672,947</u>
Costs and expenses:				
Cost of revenue:				
Cost of product revenue	28,883	27,026	154,147	169,101
Cost of service and other revenue	108,497	90,851	414,100	309,419
Amortization of purchased intangible assets	15,823	13,055	56,011	30,926
Selling and marketing	180,188	154,665	859,647	742,368
Research and development	156,730	125,902	605,818	472,516
General and administrative	72,029	69,859	294,966	291,083
Acquisition-related charges	10,169	8,022	35,518	19,964
Total costs and expenses [A]	<u>572,319</u>	<u>489,380</u>	<u>2,420,207</u>	<u>2,035,377</u>
Operating income (loss) from continuing operations	(94,165)	(56,708)	650,767	637,570
Interest expense	(11,901)	(14,268)	(52,290)	(27,091)
Interest and other income	14,043	20,822	46,520	52,689
Gains on marketable equity securities and other investments, net	227	-	1,417	1,568
Gain on sale of outsourced payroll assets [B]	-	31,270	51,571	31,676
Income (loss) from continuing operations before income taxes	(91,796)	(18,884)	697,985	696,412
Income tax (benefit) provision [C]	(30,260)	(6,541)	245,579	251,607
Minority interest expense, net of tax	324	516	1,656	1,337
Net income (loss) from continuing operations	(61,860)	(12,859)	450,750	443,468
Net income (loss) from discontinued operations [D]	-	(781)	26,012	(3,465)
Net income (loss)	<u>\$ (61,860)</u>	<u>\$ (13,640)</u>	<u>\$ 476,762</u>	<u>\$ 440,003</u>
Basic net income (loss) per share from continuing operations	\$ (0.19)	\$ (0.04)	\$ 1.37	\$ 1.29
Basic net income (loss) per share from discontinued operations	-	-	0.08	(0.01)
Basic net income (loss) per share	<u>\$ (0.19)</u>	<u>\$ (0.04)</u>	<u>\$ 1.45</u>	<u>\$ 1.28</u>
Shares used in basic per share calculations	<u>321,641</u>	<u>337,550</u>	<u>328,545</u>	<u>342,637</u>
Diluted net income (loss) per share from continuing operations	\$ (0.19)	\$ (0.04)	\$ 1.33	\$ 1.25
Diluted net income (loss) per share from discontinued operations	-	-	0.08	(0.01)
Diluted net income (loss) per share	<u>\$ (0.19)</u>	<u>\$ (0.04)</u>	<u>\$ 1.41</u>	<u>\$ 1.24</u>
Shares used in diluted per share calculations	<u>321,641</u>	<u>337,550</u>	<u>339,268</u>	<u>355,815</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 continuing operations for the periods shown. The share-based compensation expense that we recorded for discontinued operations for these periods was nominal.

	<u>Three Months Ended</u>		<u>Twelve Months Ended</u>	
	<u>July 31,</u> <u>2008</u>	<u>July 31,</u> <u>2007</u>	<u>July 31,</u> <u>2008</u>	<u>July 31,</u> <u>2007</u>
Cost of product revenue	\$ 171	\$ 129	\$ 1,018	\$ 743
Cost of service and other revenue	1,317	1,200	6,211	3,283
Selling and marketing	9,838	5,205	37,948	23,518
Research and development	7,464	5,305	31,841	21,511
General and administrative	8,165	6,489	36,219	27,258
Total share-based compensation	<u>\$ 26,955</u>	<u>\$ 18,328</u>	<u>\$ 113,237</u>	<u>\$ 76,313</u>

- [B] In March 2007 we sold certain assets related to our Complete Payroll and Premier Payroll Service businesses to Automatic Data Processing, Inc. (ADP) for a price of up to approximately \$135 million in cash. The final purchase price was contingent upon the number of customers that transitioned to ADP pursuant to the purchase agreement over a period of approximately one year from the date of sale. In the twelve months ended July 31, 2008 we recorded a pre-tax net gain of \$51.6 million on our statement of operations for customers who transitioned to ADP during that period. We received a total price of \$93.6 million and recorded a total pre-tax gain of \$83.2 million from the inception of this transaction through its completion in the third quarter of fiscal 2008.

In accordance with the provisions of SFAS 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," we did not account for this transaction as a discontinued operation because the operations and cash flows of the assets could not be clearly distinguished, operationally or for financial reporting purposes, from the rest of our outsourced payroll business. The assets were part of our Payroll and Payments segment.

- [C] Our effective tax rate for the three months ended July 31, 2008 was approximately 33%. Excluding one-time charges primarily related to an adjustment of a deferred tax asset, our effective tax rate for that period was 35% and did not differ significantly from the federal statutory rate. State income taxes were offset primarily by the benefit we received from tax exempt interest income, the domestic production activities deduction, and federal and state research and experimental credits. Our effective tax rate for the three months ended July 31, 2007 was approximately 35% and did not differ significantly from the federal statutory rate. State income taxes were offset primarily by the benefit we received from federal and state research and experimental credits and tax exempt interest income.

Our effective tax rate for the twelve months ended July 31, 2008 was approximately 35% and did not differ significantly from the federal statutory rate. State income taxes were offset primarily by the benefit we received from tax exempt interest income, the domestic production activities deduction, and federal and state research and experimental credits. Our effective tax rate for the twelve months ended July 31, 2007 was approximately 36%. This 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, we benefited from the retroactive extension of the federal research and experimental credit in the fiscal 2007 period.

- [D] In August 2007 we sold our Intuit Distribution Management Solutions (IDMS) business for approximately \$100 million in cash and recorded a net gain on disposal of \$27.5 million. IDMS was part of our Other Businesses segment. In accordance with the provisions of SFAS 144, "Accounting for the Impairment or Disposal of Long-lived Assets," 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 in our statements of

operations for all periods prior to the sale. Assets held for sale at July 31, 2007 consisted primarily of goodwill and purchased intangible assets. Because IDMS operating cash flows were not material for any period presented, we have not segregated them from continuing operations on our statements of cash flows. We have segregated the cash impact of the gain on disposal of IDMS on our statement of cash flows for the twelve months ended July 31, 2008.

Revenue and net loss from IDMS discontinued operations were \$1.9 million and \$0.7 million for the twelve months ended July 31, 2008. Revenue and net income from IDMS discontinued operations were \$12.5 million and \$0.8 million for the three months ended July 31, 2007 and revenue and net loss were \$52.0 million and \$2.3 million for the twelve months then ended.

We recorded net losses of \$0.8 million in the second quarter of fiscal 2008 and \$1.1 million in the third quarter of fiscal 2007 for certain contingent liabilities that became payable to the purchaser of our Intuit Information Technology Solutions business, which we sold in December 2005.

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. Acquisition-related charges in operating expenses include 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 and assets, 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 net gains on marketable equity securities and other investments 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: 37% for the first quarter of fiscal 2007; 36% for the second, third, and fourth quarters of fiscal 2007; 36% for the first, second, third and fourth quarters of fiscal 2008; and 36% for fiscal 2009 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 21, 2008. 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, 2008	July 31, 2007	July 31, 2008	July 31, 2007
Net revenue:				
Product	\$ 219,575	\$ 207,160	\$ 1,496,655	\$ 1,447,392
Service and other	258,579	225,512	1,574,319	1,225,555
Total net revenue	<u>478,154</u>	<u>432,672</u>	<u>3,070,974</u>	<u>2,672,947</u>
Costs and expenses:				
Cost of revenue:				
Cost of product revenue	28,712	26,897	153,129	168,358
Cost of service and other revenue	107,180	89,651	407,889	306,136
Selling and marketing	170,350	149,460	821,699	718,850
Research and development	149,266	120,597	573,977	451,005
General and administrative	63,864	63,370	258,747	263,825
Total costs and expenses	<u>519,372</u>	<u>449,975</u>	<u>2,215,441</u>	<u>1,908,174</u>
Income (loss) from operations	(41,218)	(17,303)	855,533	764,773
Interest expense	(11,901)	(14,268)	(52,290)	(27,091)
Interest and other income	14,043	20,822	46,520	52,689
Income (loss) before income taxes	(39,076)	(10,749)	849,763	790,371
Income tax (benefit) provision	(14,067)	(3,816)	305,915	280,582
Minority interest expense, net of tax	324	516	1,656	1,337
Net income (loss)	<u>\$ (25,333)</u>	<u>\$ (7,449)</u>	<u>\$ 542,192</u>	<u>\$ 508,452</u>
Basic net income (loss) per share	<u>\$ (0.08)</u>	<u>\$ (0.02)</u>	<u>\$ 1.65</u>	<u>\$ 1.48</u>
Shares used in basic per share calculations	<u>321,641</u>	<u>337,550</u>	<u>328,545</u>	<u>342,637</u>
Diluted net income (loss) per share	<u>\$ (0.08)</u>	<u>\$ (0.02)</u>	<u>\$ 1.60</u>	<u>\$ 1.43</u>
Shares used in diluted per share calculations	<u>321,641</u>	<u>337,550</u>	<u>339,268</u>	<u>355,815</u>

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, 2008			Three Months Ended July 31, 2007		
	Non- GAAP	Adjmts	GAAP	Non- GAAP	Adjmts	GAAP
Net revenue:						
Product	\$ 219,575	\$ -	\$ 219,575	\$ 207,160	\$ -	\$ 207,160
Service and other	258,579	-	258,579	225,512	-	225,512
Total net revenue	<u>478,154</u>	<u>-</u>	<u>478,154</u>	<u>432,672</u>	<u>-</u>	<u>432,672</u>
Costs and expenses:						
Cost of revenue:						
Cost of product revenue	28,712	171 [a]	28,883	26,897	129 [a]	27,026
Cost of service and other revenue	107,180	1,317 [a]	108,497	89,651	1,200 [a]	90,851
Amortization of purchased intangible assets	-	15,823 [b]	15,823	-	13,055 [b]	13,055
Selling and marketing	170,350	9,838 [a]	180,188	149,460	5,205 [a]	154,665
Research and development	149,266	7,464 [a]	156,730	120,597	5,305 [a]	125,902
General and administrative	63,864	8,165 [a]	72,029	63,370	6,489 [a]	69,859
Acquisition-related charges	-	10,169 [c]	10,169	-	8,022 [c]	8,022
Total costs and expenses	<u>519,372</u>	<u>52,947</u>	<u>572,319</u>	<u>449,975</u>	<u>39,405</u>	<u>489,380</u>
Operating income (loss) from continuing operations	(41,218)	(52,947)	(94,165)	(17,303)	(39,405)	(56,708)
Interest expense	(11,901)	-	(11,901)	(14,268)	-	(14,268)
Interest and other income	14,043	-	14,043	20,822	-	20,822
Gains on marketable equity securities and other investments, net	-	227 [d]	227	-	-	-
Gain on sale of outsourced payroll assets	-	-	-	-	31,270 [e]	31,270
Income (loss) from continuing operations before income taxes	(39,076)	(52,720)	(91,796)	(10,749)	(8,135)	(18,884)
Income tax (benefit) provision	(14,067)	(16,193) [f]	(30,260)	(3,816)	(2,725) [f]	(6,541)
Minority interest expense, net of tax	324	-	324	516	-	516
Net income (loss) from continuing operations	<u>(25,333)</u>	<u>(36,527)</u>	<u>(61,860)</u>	<u>(7,449)</u>	<u>(5,410)</u>	<u>(12,859)</u>
Net income (loss) from discontinued operations	-	-	-	-	(781) [g]	(781)
Net income (loss)	<u>\$ (25,333)</u>	<u>\$ (36,527)</u>	<u>\$ (61,860)</u>	<u>\$ (7,449)</u>	<u>\$ (6,191)</u>	<u>\$ (13,640)</u>
Basic net income (loss) per share from continuing operations	\$ (0.08)		\$ (0.19)	\$ (0.02)		\$ (0.04)
Basic net income (loss) per share from discontinued operations	-		-	-		-
Basic net income (loss) per share	<u>\$ (0.08)</u>		<u>\$ (0.19)</u>	<u>\$ (0.02)</u>		<u>\$ (0.04)</u>
Shares used in basic per share calculations	<u>321,641</u>		<u>321,641</u>	<u>337,550</u>		<u>337,550</u>
Diluted net income (loss) per share from continuing operations	\$ (0.08)		\$ (0.19)	\$ (0.02)		\$ (0.04)
Diluted net income (loss) per share from discontinued operations	-		-	-		-
Diluted net income (loss) per share	<u>\$ (0.08)</u>		<u>\$ (0.19)</u>	<u>\$ (0.02)</u>		<u>\$ (0.04)</u>
Shares used in diluted per share calculations	<u>321,641</u>		<u>321,641</u>	<u>337,550</u>		<u>337,550</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 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 net gains on marketable equity securities and other investments from non-GAAP financial measures.

[e] Adjustment to exclude pre-tax gain on sale of outsourced payroll assets from non-GAAP financial measures.

[f] Adjustment to reflect the tax effects of items [a] through [e] and to exclude certain GAAP discrete tax items from non-GAAP financial measures.

[g] 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, 2008			Twelve Months Ended July 31, 2007		
	Non- GAAP	Adjmts	GAAP	Non- GAAP	Adjmts	GAAP
Net revenue:						
Product	\$ 1,496,655	\$ -	\$ 1,496,655	\$ 1,447,392	\$ -	\$ 1,447,392
Service and other	1,574,319	-	1,574,319	1,225,555	-	1,225,555
Total net revenue	<u>3,070,974</u>	<u>-</u>	<u>3,070,974</u>	<u>2,672,947</u>	<u>-</u>	<u>2,672,947</u>
Costs and expenses:						
Cost of revenue:						
Cost of product revenue	153,129	1,018 [a]	154,147	168,358	743 [a]	169,101
Cost of service and other revenue	407,889	6,211 [a]	414,100	306,136	3,283 [a]	309,419
Amortization of purchased intangible assets	-	56,011 [b]	56,011	-	30,926 [b]	30,926
Selling and marketing	821,699	37,948 [a]	859,647	718,850	23,518 [a]	742,368
Research and development	573,977	31,841 [a]	605,818	451,005	21,511 [a]	472,516
General and administrative	258,747	36,219 [a]	294,966	263,825	27,258 [a]	291,083
Acquisition-related charges	-	35,518 [c]	35,518	-	19,964 [c]	19,964
Total costs and expenses	<u>2,215,441</u>	<u>204,766</u>	<u>2,420,207</u>	<u>1,908,174</u>	<u>127,203</u>	<u>2,035,377</u>
Operating income from continuing operations	855,533	(204,766)	650,767	764,773	(127,203)	637,570
Interest expense	(52,290)	-	(52,290)	(27,091)	-	(27,091)
Interest and other income	46,520	-	46,520	52,689	-	52,689
Gains on marketable equity securities and other investments, net	-	1,417 [d]	1,417	-	1,568 [d]	1,568
Gain on sale of outsourced payroll assets	-	51,571 [e]	51,571	-	31,676 [e]	31,676
Income from continuing operations before income taxes	849,763	(151,778)	697,985	790,371	(93,959)	696,412
Income tax provision	305,915	(60,336) [f]	245,579	280,582	(28,975) [f]	251,607
Minority interest expense, net of tax	1,656	-	1,656	1,337	-	1,337
Net income from continuing operations	542,192	(91,442)	450,750	508,452	(64,984)	443,468
Net income (loss) from discontinued operations	-	26,012 [g]	26,012	-	(3,465) [g]	(3,465)
Net income	<u>\$ 542,192</u>	<u>\$ (65,430)</u>	<u>\$ 476,762</u>	<u>\$ 508,452</u>	<u>\$ (68,449)</u>	<u>\$ 440,003</u>
Basic net income per share from continuing operations	\$ 1.65		\$ 1.37	\$ 1.48		\$ 1.29
Basic net income (loss) per share from discontinued operations	-		0.08	-		(0.01)
Basic net income per share	<u>\$ 1.65</u>		<u>\$ 1.45</u>	<u>\$ 1.48</u>		<u>\$ 1.28</u>
Shares used in basic per share calculations	<u>328,545</u>		<u>328,545</u>	<u>342,637</u>		<u>342,637</u>
Diluted net income per share from continuing operations	\$ 1.60		\$ 1.33	\$ 1.43		\$ 1.25
Diluted net income (loss) per share from discontinued operations	-		0.08	-		(0.01)
Diluted net income per share	<u>\$ 1.60</u>		<u>\$ 1.41</u>	<u>\$ 1.43</u>		<u>\$ 1.24</u>
Shares used in diluted per share calculations	<u>339,268</u>		<u>339,268</u>	<u>355,815</u>		<u>355,815</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 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 net gains on marketable equity securities and other investments from non-GAAP financial measures.
- [e] Adjustment to exclude pre-tax gain on sale of outsourced payroll assets from non-GAAP financial measures.
- [f] Adjustment to reflect the tax effects of items [a] through [e] and to exclude certain GAAP discrete tax items from non-GAAP financial measures.
- [g] 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)

	Forward-Looking Guidance				
	GAAP		Adjustments	Non-GAAP	
	Range of Estimate			Range of Estimate	
	From	To		From	To
Three Months Ending					
October 31, 2008					
Revenue	\$ 480,000	\$ 492,000	\$ -	\$ 480,000	\$ 492,000
Operating loss	\$ (122,000)	\$ (107,000)	\$ 57,000 [a]	\$ (65,000)	\$ (50,000)
Diluted loss per share	\$ (0.26)	\$ (0.23)	\$ 0.12 [b]	\$ (0.14)	\$ (0.11)
Shares	321,000	323,000	-	321,000	323,000
Twelve Months Ending					
July 31, 2009					
Revenue	\$ 3,350,000	\$ 3,430,000	\$ -	\$ 3,350,000	\$ 3,430,000
Operating income	\$ 724,000	\$ 744,000	\$ 246,000 [c]	\$ 970,000	\$ 990,000
Operating margin	22%	22%	7% [c]	29%	29%
Diluted earnings per share	\$ 1.41	\$ 1.45	\$ 0.45 [d]	\$ 1.86	\$ 1.90
Shares	328,000	331,000	-	328,000	331,000

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 \$32 million; amortization of purchased intangible assets of approximately \$15 million; and acquisition-related charges of approximately \$10 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 \$148 million; amortization of purchased intangible assets of approximately \$60 million; and acquisition-related charges of approximately \$38 million.
- [d] Reflects the estimated adjustments in item [c] 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 thousands, except per share amounts)
(Unaudited)

	<u>GAAP</u>	<u>Adjustments</u>	<u>Non- GAAP</u>
Three months ended October 31, 2006			
Operating loss	\$ (98,519)	\$ 22,526 [a]	\$ (75,993)
Diluted net loss per share	\$ (0.17)	\$ 0.05 [b]	\$ (0.12)
Three months ended January 31, 2007			
Operating income	\$ 214,717	\$ 22,707 [c]	\$ 237,424
Operating margin	29%	3% [c]	32%
Diluted net income per share	\$ 0.40	\$ 0.04 [d]	\$ 0.44
Three months ended April 30, 2007			
Operating income	\$ 578,080	\$ 42,565 [e]	\$ 620,645
Operating margin	51%	3% [e]	54%
Diluted net income per share	\$ 1.04	\$ 0.09 [f]	\$ 1.13
Three months ended July 31, 2007			
Operating loss	\$ (56,708)	\$ 39,405 [g]	\$ (17,303)
Diluted net loss per share	\$ (0.04)	\$ 0.02 [h]	\$ (0.02)
Twelve months ended July 31, 2007			
Operating income	\$ 637,570	\$ 127,203 [i]	\$ 764,773
Operating margin	24%	5% [i]	29%
Diluted net income per share	\$ 1.24	\$ 0.19 [j]	\$ 1.43
Three months ended October 31, 2007			
Operating loss	\$ (52,576)	\$ (22,817) [k]	\$ (75,393)
Diluted net loss per share	\$ (0.10)	\$ 0.04 [l]	\$ (0.06)
Three months ended January 31, 2008			
Operating income	\$ 173,630	\$ 50,916 [m]	\$ 224,546
Operating margin	21%	6% [m]	27%
Diluted net income per share	\$ 0.34	\$ 0.06 [n]	\$ 0.40
Three months ended April 30, 2008			
Operating income	\$ 674,501	\$ 53,422 [o]	\$ 727,923
Operating margin	51%	4% [o]	55%
Diluted net income per share	\$ 1.33	\$ 0.06 [p]	\$ 1.39
Three months ended July 31, 2008			
Operating loss	\$ (94,165)	\$ 52,947 [q]	\$ (41,218)
Diluted net loss per share	\$ (0.19)	\$ 0.11 [r]	\$ (0.08)
Twelve months ended July 31, 2008			
Operating income	\$ 650,767	\$ 204,766 [s]	\$ 855,533
Operating margin	21%	7% [s]	28%
Diluted net income per share	\$ 1.41	\$ 0.19 [t]	\$ 1.60

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 \$18.6 million; amortization of purchased intangible assets of \$2.0 million; and acquisition-related charges of \$1.9 million.
- [b] Reflects the adjustments in item [a]; 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.
- [c] 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.
- [d] Reflects the adjustments in item [c] 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.
- [e] 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.
- [f] Reflects the adjustments in item [e]; 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.
- [g] 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.
- [h] Reflects the adjustments in item [g]; 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.
- [i] 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.
- [j] Reflects the adjustments in item [i]; 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.
- [k] Reflects adjustments for share-based compensation expense of \$26.7 million; amortization of purchased intangible assets of \$12.8 million; and acquisition-related charges of \$8.0 million.
- [l] Reflects the adjustments in item [k]; an adjustment for net gains on marketable equity securities and other investments of \$0.7 million; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$24.0 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for net income from discontinued operations of \$26.8 million.
- [m] Reflects adjustments for share-based compensation expense of \$29.5 million; amortization of purchased intangible assets of \$13.3 million; and acquisition-related charges of \$8.1 million.
- [n] Reflects the adjustments in item [m]; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$14.0 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 \$0.8 million.
- [o] Reflects adjustments for share-based compensation expense of \$30.1 million; amortization of purchased intangible assets of \$14.1 million; and acquisition-related charges of \$9.3 million.
- [p] Reflects the adjustments in item [o]; an adjustment for net gains on marketable equity securities and other investments of \$0.5 million; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$13.6 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items.
- [q] Reflects adjustments for share-based compensation expense of \$27.0 million; amortization of purchased intangible assets of \$15.8 million; and acquisition-related charges of \$10.2 million.
- [r] Reflects the adjustments in item [q]; an adjustment for net gains on marketable equity securities and other investments of \$0.2 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items.
- [s] Reflects adjustments for share-based compensation expense of \$113.2 million; amortization of purchased intangible assets of \$56.0 million; and acquisition-related charges of \$35.5 million.
- [t] Reflects the adjustments in item [s]; an adjustment for net gains on marketable equity securities and other investments of \$1.4 million; an adjustment for a pre-tax gain on sale of outsourced payroll assets of \$51.6 million; and income taxes related to these adjustments. Also reflects adjustments for certain discrete GAAP tax items and for net income from discontinued operations of \$26.0 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 2009 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 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 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 deliver products and services 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; if economic growth in the U.S. continues to slow, our customers may delay or reduce technology purchases which may harm our business, results of operations and financial condition; 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 2007 and in our other SEC filings. You can locate these reports through our website at http://www.intuit.com/about_intuit/investors. Forward-looking statements are based on information as of August 21, 2008, and we do not undertake any duty to update any forward-looking statement or other information in these remarks.