

Intuit Inc.
GAAP and Non-GAAP Statement of Operations
Excluding Intuit Websites, Intuit Financial Services, and Intuit Health Discontinued Operations
Fiscal Year 2013

	Three Months Ended October 31, 2012			Three Months Ended January 31, 2013			Three Months Ended April 30, 2013			Three Months Ended July 31, 2013			Twelve Months Ended July 31, 2013		
	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP
	Net revenue:														
Product	\$ 227	\$ -	\$ 227	\$ 402	\$ -	\$ 402	\$ 638	\$ -	\$ 638	\$ 248	\$ -	\$ 248	\$ 1,515	\$ -	\$ 1,515
Service and other	335	-	335	482	-	482	1,453	-	1,453	386	-	386	2,656	-	2,656
Total net revenue	562	-	562	884	-	884	2,091	-	2,091	634	-	634	4,171	-	4,171
Costs and expenses:															
Cost of revenue:															
Cost of product revenue	32	-	32	40	-	40	30	-	30	28	-	28	130	-	130
Cost of service and other revenue	103	(2)	101	121	(1)	120	110	(1)	109	95	(2)	93	429	(6)	423
Amortization of acquired technology	4	(4)	-	5	(5)	-	5	(5)	-	4	(4)	-	18	(18)	-
Selling and marketing	227	(16)	211	351	(16)	335	385	(15)	370	256	(17)	239	1,219	(64)	1,155
Research and development	168	(13)	155	169	(13)	156	166	(13)	153	182	(16)	166	685	(55)	630
General and administrative	94	(15)	79	107	(14)	93	106	(14)	92	115	(16)	99	422	(59)	363
Amortization of other acquired intangible assets	7	(7)	-	7	(7)	-	7	(7)	-	14	(14)	-	35	(35)	-
Total costs and expenses	635	(57)	578	800	(56)	744	809	(55)	754	694	(69)	625	2,938	(237)	2,701
Income (loss) from continuing operations	(73)	57	(16)	84	56	140	1,282	55	1,337	(60)	69	9	1,233	237	1,470
Interest expense	(8)	-	(8)	(7)	-	(7)	(8)	-	(8)	(7)	-	(7)	(30)	-	(30)
Interest and other income, net	2	(1)	1	1	2	3	4	-	4	-	-	-	7	1	8
Income (loss) from continuing operations before income taxes	(79)	56	(23)	78	58	136	1,278	55	1,333	(67)	69	2	1,210	238	1,448
Income tax (benefit) provision	(25)	17	(8)	13	32	45	420	20	440	(21)	22	1	387	91	478
Net income (loss) from continuing operations	(54)	39	(15)	65	26	91	858	35	893	(46)	47	1	823	147	970
Net income (loss) from discontinued operations	35	(35)	-	6	(6)	-	(36)	36	-	30	(30)	-	35	(35)	-
Net income (loss)	<u>\$ (19)</u>	<u>\$ 4</u>	<u>\$ (15)</u>	<u>\$ 71</u>	<u>\$ 20</u>	<u>\$ 91</u>	<u>\$ 822</u>	<u>\$ 71</u>	<u>\$ 893</u>	<u>\$ (16)</u>	<u>\$ 17</u>	<u>\$ 1</u>	<u>\$ 858</u>	<u>\$ 112</u>	<u>\$ 970</u>
Basic net income (loss) per share from continuing operations	\$ (0.18)		\$ (0.05)	\$ 0.22		\$ 0.31	\$ 2.89		\$ 3.01	\$ (0.15)		\$ 0.00	\$ 2.78		\$ 3.27
Basic net income (loss) per share from discontinued operations	0.12		-	0.02		-	(0.12)		-	0.10		-	0.11		-
Basic net income (loss) per share	<u>\$ (0.06)</u>		<u>\$ (0.05)</u>	<u>\$ 0.24</u>		<u>\$ 0.31</u>	<u>\$ 2.77</u>		<u>\$ 3.01</u>	<u>\$ (0.05)</u>		<u>\$ 0.00</u>	<u>\$ 2.89</u>		<u>\$ 3.27</u>
Shares used in basic per share amounts	<u>296</u>		<u>296</u>	<u>296</u>		<u>296</u>	<u>297</u>		<u>297</u>	<u>298</u>		<u>298</u>	<u>297</u>		<u>297</u>
Diluted net income (loss) per share from continuing operations	\$ (0.18)		\$ (0.05)	\$ 0.21		\$ 0.30	\$ 2.83		\$ 2.94	\$ (0.15)		\$ 0.00	\$ 2.72		\$ 3.20
Diluted net income (loss) per share from discontinued operations	0.12		-	0.02		-	(0.12)		-	0.10		-	0.11		-
Diluted net income (loss) per share	<u>\$ (0.06)</u>		<u>\$ (0.05)</u>	<u>\$ 0.23</u>		<u>\$ 0.30</u>	<u>\$ 2.70</u>		<u>\$ 2.94</u>	<u>\$ (0.05)</u>		<u>\$ 0.00</u>	<u>\$ 2.83</u>		<u>\$ 3.20</u>
Shares used in diluted per share amounts	<u>296</u>		<u>296</u>	<u>303</u>		<u>303</u>	<u>304</u>		<u>304</u>	<u>298</u>		<u>304</u>	<u>303</u>		<u>303</u>

Note: See Intuit's Fact Sheet dated August 20, 2013 for a description of the non-GAAP financial measures above, including the reasons management uses each measure.

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

	Three Months Ended October 31, 2011			Three Months Ended January 31, 2012			Three Months Ended April 30, 2012			Three Months Ended July 31, 2012			Twelve Months Ended July 31, 2012		
	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP	GAAP	Non-GAAP Adjmts	Non-GAAP
	Net revenue:														
Product	\$ 222	\$ -	\$ 222	\$ 419	\$ -	\$ 419	\$ 598	\$ -	\$ 598	\$ 240	\$ -	\$ 240	\$ 1,479	\$ -	\$ 1,479
Service and other	269	-	269	492	-	492	1,241	-	1,241	327	-	327	2,329	-	2,329
Total net revenue	491	-	491	911	-	911	1,839	-	1,839	567	-	567	3,808	-	3,808
Costs and expenses:															
Cost of revenue:															
Cost of product revenue	32	-	32	52	-	52	33	-	33	29	-	29	146	-	146
Cost of service and other revenue	89	(1)	88	108	(1)	107	119	-	119	113	(2)	111	429	(4)	425
Amortization of acquired technology	2	(2)	-	2	(2)	-	2	(2)	-	4	(4)	-	10	(10)	-
Selling and marketing	195	(13)	182	310	(14)	296	330	(13)	317	198	(16)	182	1,033	(56)	977
Research and development	150	(11)	139	151	(13)	138	151	(11)	140	166	(14)	152	618	(49)	569
General and administrative	90	(13)	77	93	(13)	80	100	(13)	87	98	(18)	80	381	(57)	324
Amortization of other acquired intangible assets	13	(13)	-	2	(2)	-	2	(2)	-	6	(6)	-	23	(23)	-
Total costs and expenses	571	(53)	518	718	(45)	673	737	(41)	696	614	(60)	554	2,640	(199)	2,441
Income (loss) from continuing operations	(80)	53	(27)	193	45	238	1,102	41	1,143	(47)	60	13	1,168	199	1,367
Interest expense	(15)	-	(15)	(15)	-	(15)	(12)	-	(12)	(8)	-	(8)	(50)	-	(50)
Interest and other income, net	11	(11)	-	3	-	3	5	(1)	4	1	-	1	20	(12)	8
Income (loss) from continuing operations before income taxes	(84)	42	(42)	181	45	226	1,095	40	1,135	(54)	60	6	1,138	187	1,325
Income tax (benefit) provision	(29)	15	(14)	62	15	77	363	16	379	(22)	24	2	374	70	444
Net income (loss) from continuing operations	(55)	27	(28)	119	30	149	732	24	756	(32)	36	4	764	117	881
Net income (loss) from discontinued operations	(9)	9	-	(1)	1	-	2	(2)	-	36	(36)	-	28	(28)	-
Net income (loss)	\$ (64)	\$ 36	\$ (28)	\$ 118	\$ 31	\$ 149	\$ 734	\$ 22	\$ 756	\$ 4	\$ -	\$ 4	\$ 792	\$ 89	\$ 881
Basic net income (loss) per share from continuing operations	\$ (0.18)		\$ (0.09)	\$ 0.40		\$ 0.50	\$ 2.48		\$ 2.56	\$ (0.11)		\$ 0.01	\$ 2.58		\$ 2.97
Basic net income (loss) per share from discontinued operations	(0.03)		-	(0.00)		-	0.01		-	0.12		-	0.09		-
Basic net income (loss) per share	\$ (0.21)		\$ (0.09)	\$ 0.40		\$ 0.50	\$ 2.49		\$ 2.56	\$ 0.01		\$ 0.01	\$ 2.67		\$ 2.97
Shares used in basic per share amounts	300		300	297		297	295		295	294		294	296		296
Diluted net income (loss) per share from continuing operations	\$ (0.18)		\$ (0.09)	\$ 0.39		\$ 0.49	\$ 2.41		\$ 2.49	\$ (0.11)		\$ 0.01	\$ 2.51		\$ 2.89
Diluted net income (loss) per share from discontinued operations	(0.03)		-	(0.00)		-	0.01		-	0.12		-	0.09		-
Diluted net income (loss) per share	\$ (0.21)		\$ (0.09)	\$ 0.39		\$ 0.49	\$ 2.42		\$ 2.49	\$ 0.01		\$ 0.01	\$ 2.60		\$ 2.89
Shares used in diluted per share amounts	300		300	306		306	303		303	294		302	305		305

Note: See Intuit's Fact Sheet dated August 20, 2013 for a description of the non-GAAP financial measures above, including the reasons management uses each measure.