

INTUIT INC  
Form 8-K  
August 24, 2001  
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# SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

## FORM 8-K

CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

August 24, 2001  
(Date of report)

August 21, 2001  
(Date of earliest event reported)

## INTUIT INC.

(Exact Name of Registrant as Specified in its Charter)

Delaware  
(State or other  
Jurisdiction of  
Incorporation)

000-21180  
(Commission File Number)

77-0034661  
(I.R.S. Employer  
Identification No.)

2535 Garcia Avenue  
Mountain View, CA 94043  
(Address of Principal Executive Offices)  
(Zip Code)

Registrant's telephone number, including area code: (650) 944-6000

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On August 21, 2001, Intuit announced its financial results for the fourth quarter and fiscal quarter ended July 31, 2001. Intuit reported fiscal 2001 revenue of \$1.26 billion, an increase of 15 percent over fiscal 2000 revenue of \$1.09 billion. Revenue growth was driven by strong performance in three of Intuit's businesses - Quicken Loans, payroll and consumer tax. Intuit reported a net loss for the year of \$82.8 million, or a loss of \$0.40 per share, compared to net income of \$305.7 million, or \$1.45 per share, in fiscal 2000. Year-over-year comparisons are complicated due to significant non-operating events that impacted fiscal 2000 and 2001 differently. Fiscal 2000 results benefited from a net \$481.1 million pre-tax gain (or \$1.37 in after-tax earnings per share) relating to marketable securities and other investments, which did not occur this year. In fiscal 2001, Intuit's results were impacted by the following significant pre-tax charges totaling approximately \$187.3 million (or \$0.69 in after-tax earnings per share): \$98.1 million in combined write-downs and losses related to marketable securities and other investments; and \$89.2 million more in acquisition-related costs in fiscal 2001 compared to fiscal 2000, due primarily to the accelerated write-down of goodwill for prior acquisitions.

### Fourth-Quarter Results

Intuit reported revenue of \$191.2 million for the fourth quarter of fiscal 2001, an increase of 18 percent over the \$162.3 million for the year-ago quarter. Growth was driven by very strong results from two of Intuit's businesses - Quicken Loans and payroll. Intuit reported a net loss for the quarter of \$61.3 million, or a loss of \$0.29 per share. Intuit typically reports a loss in its fourth quarter when revenue from tax preparation businesses is minimal, but operating expenses to develop new products and services continue at relatively consistent levels. In the year-ago quarter, Intuit reported net income of \$17.1 million, or \$0.08 per share. Similar to annual results, quarterly comparisons are complicated due to a significant non-operating event. In fiscal 2000, fourth-quarter results benefited from a net \$79 million pre-tax gain (or \$0.22 in after-tax earnings per share) relating to marketable securities and other investments, which did not occur this year.

(Financial statements follow)

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INTUIT INC.  
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS  
(In thousands, except per share data)  
(Unaudited)

	Quarter Ended July 31,		Year Ended July 31,	
	2000	2001	2000	2001
Net revenue	\$ 162,259	\$ 191,169	\$ 1,093,825	\$ 1,261,461
Costs and expenses:				
Cost of revenue				
Products and services				
57,347 63,814 282,385 312,040				
Amortization of purchased software and other				
1,762 3,729 8,798 14,949				
Customer service and technical support				
25,996 33,285 139,550 149,353				
Selling and marketing				
48,179 55,070 264,367 270,216				
Research and development				
42,554 51,911 169,083 207,085				
General and administrative				
18,899 25,304 83,745 102,918				
Charge for purchased research and development				
1,312 238				

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Acquisition related costs  
36,238 42,874 157,948 248,202  
Reorganization costs  
3,500

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Total costs and expenses  
230,975 275,987 1,110,688 1,305,001

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Loss from operations  
(68,716) (84,818) (16,863) (43,540)  
Interest and other income and expense, net  
18,462 12,630 48,443 60,366  
Gain (loss) on marketable securities and other  
investments, net  
79,034 (10,746) 481,130 (98,053)  
Net loss on divestiture of businesses  
(16,954) (15,315)

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Income (loss) before income tax, minority interest and  
cumulative effect of accounting change  
28,780 (99,888) 512,710 (96,542)  
Income tax provision (benefit)  
11,567 (38,795) 207,184 (229)  
Minority interest  
68 196 (135) 794

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Income (loss) before cumulative effect of accounting change  
17,145 (61,289) 305,661 (97,107)  
Cumulative effect of accounting change, net of taxes of  
\$9,543  
14,314

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Net income (loss)  
\$17,145 \$(61,289) \$305,661 \$(82,793)

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Basic net income (loss) per share before cumulative effect of accounting change  
\$0.08 \$(0.29) \$1.52 \$(0.47)  
Cumulative effect of accounting change  
0.07

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Basic net income (loss) per share  
\$0.08 \$(0.29) \$1.52 \$(0.40)

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Shares used in per share amounts  
203,721 209,800 200,770 207,959

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Diluted net income (loss) per share before cumulative  
effect of accounting change  
\$0.08 \$(0.29) \$1.45 \$(0.47)  
Cumulative effect of accounting change  
0.07

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Diluted net income (loss) per share  
\$0.08 \$(0.29) \$1.45 \$(0.40)

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Shares used in per share amounts  
211,940 209,800 211,271 207,959

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INTUIT INC.  
CONDENSED CONSOLIDATED BALANCE SHEET  
(In thousands)  
(Unaudited)

	<u>July 31, 2000</u>	<u>July 31, 2001</u>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$416,953	\$450,104
Short-term investments	1,050,220	1,119,305
Marketable securities	225,878	85,307
Customer deposits	181,678	230,410
Accounts receivable, net	67,420	27,990
Mortgage loans	60,330	123,241
Deferred income taxes	41,843	77,948
Prepaid expenses and other current assets	30,538	33,617
Total current assets		
	2,074,860	2,147,922
Property and equipment, net	167,707	185,969
Goodwill, net	358,890	326,986
Purchased intangibles, net	79,988	88,348
Long-term deferred income taxes	92,985	145,905
Investments	31,160	24,107
Loans due from affiliates	6,464	9,502
Other assets	12,914	32,997

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Total assets  
 \$2,824,968 \$2,961,736

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LIABILITIES AND  
 STOCKHOLDERS EQUITY

Current liabilities:

Accounts payable  
 \$79,145 \$66,400  
 Accrued compensation and related  
 liabilities  
 49,303 64,325  
 Payroll service obligations  
 177,002 205,067  
 Escrow liabilities  
 8,479 23,373  
 Drafts payable  
 23,598 63,518  
 Deferred revenue  
 107,578 125,018  
 Income tax payable  
 110,743 82,661  
 Short-term note payable  
 34,286 38,672  
 Other current liabilities  
 162,769 118,928

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Total current liabilities  
 752,903 787,962

Long-term obligations  
 538 12,413

Minority interest  
 238 35

Stockholders equity  
 2,071,289 2,161,326

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Total liabilities and stockholders  
 equity  
 \$2,824,968 \$2,961,736



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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: August 23, 2001

INTUIT INC.

By: /s/ Greg J. Santora

Greg J. Santora  
Senior Vice President and  
Chief Financial Officer