

INTUIT INC  
Form 8-K  
August 24, 2001  
Table of Contents

# 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

---

### TABLE OF CONTENTS

#### ITEM 5. OTHER EVENTS.

#### CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

#### CONDENSED CONSOLIDATED BALANCE SHEET

#### SIGNATURES

#### ITEM 5. OTHER EVENTS.

#### Press Release Announcing Fourth Quarter and Fiscal Year 2001 Results

#### Fiscal 2001 Results

## Edgar Filing: INTUIT INC - Form 8-K

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)

2

### Table of Contents

#### 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		

# Edgar Filing: INTUIT INC - Form 8-K

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

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

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)

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

---

---

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

---

---

---

---

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

---

---

---

---

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

---

---

---

---

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

---

---

---

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

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

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

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

**Table of Contents**

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

	<u>July 31,</u> <u>2000</u>	<u>July 31,</u> <u>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	

---

---

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

---

---

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

---

---

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

---

---

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

\_\_\_\_\_  
\_\_\_\_\_

**Table of Contents**

**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