

DISH Network CORP  
Form 10-Q  
November 07, 2011  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

---

**Form 10-Q**

(Mark One)

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

**FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2011.**

**OR**

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

**FOR THE TRANSITION PERIOD FROM** \_\_\_\_\_ **TO** \_\_\_\_\_ .

Commission File Number: 0-26176

## DISH Network Corporation

(Exact name of registrant as specified in its charter)

**Nevada**

(State or other jurisdiction of incorporation or organization)

**88-0336997**

(I.R.S. Employer Identification No.)

**9601 South Meridian Boulevard  
Englewood, Colorado**

(Address of principal executive offices)

**80112**

(Zip code)

**(303) 723-1000**

(Registrant's telephone number, including area code)

**Not Applicable**

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of October 31, 2011, the registrant's outstanding common stock consisted of 207,735,717 shares of Class A common stock and 238,435,208 shares of Class B common stock.



Table of Contents

**TABLE OF CONTENTS**

**PART I FINANCIAL INFORMATION**

	<u>Disclosure Regarding Forward-Looking Statements</u>	i
<u>Item 1.</u>	<u>Financial Statements</u>	
	<u>Condensed Consolidated Balance Sheets</u> <u>September 30, 2011 and December 31, 2010 (Unaudited)</u>	1
	<u>Condensed Consolidated Statements of Operations and Comprehensive Income (Loss)</u> <u>For the Three and Nine Months Ended September 30, 2011 and 2010 (Unaudited)</u>	2
	<u>Condensed Consolidated Statements of Cash Flows For the</u> <u>Nine Months Ended September 30, 2011 and 2010 (Unaudited)</u>	3
	<u>Notes to Condensed Consolidated Financial Statements (Unaudited)</u>	4
<u>Item 2.</u>	<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	41
<u>Item 3.</u>	<u>Quantitative and Qualitative Disclosures About Market Risk</u>	61
<u>Item 4.</u>	<u>Controls and Procedures</u>	63

**PART II OTHER INFORMATION**

<u>Item 1.</u>	<u>Legal Proceedings</u>	64
<u>Item 1A.</u>	<u>Risk Factors</u>	69
<u>Item 2.</u>	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	70
<u>Item 3.</u>	<u>Defaults Upon Senior Securities</u>	None
<u>Item 4.</u>	<u>(Removed and Reserved)</u>	None
<u>Item 5.</u>	<u>Other Information</u>	70
<u>Item 6.</u>	<u>Exhibits</u>	71
	<u>Signatures</u>	72

Table of Contents

**PART I FINANCIAL INFORMATION**

**DISCLOSURE REGARDING FORWARD-LOOKING STATEMENTS**

We make forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 throughout this report. Whenever you read a statement that is not simply a statement of historical fact (such as when we describe what we believe, intend, plan, estimate, expect or anticipate will occur, and other similar statements), you must remember that our expectations may not be achieved, even though we believe they are reasonable. We do not guarantee that any future transactions or events described herein will happen as described or that they will happen at all. You should read this report completely and with the understanding that actual future results may be materially different from what we expect. Whether actual events or results will conform with our expectations and predictions is subject to a number of risks and uncertainties. The risks and uncertainties include, but are not limited to, the following:

- We face intense and increasing competition from satellite and cable television providers, telecommunications companies and providers of video content via the Internet, especially as the pay-TV industry matures, which may require us to increase subscriber acquisition and retention spending or accept lower subscriber acquisitions and higher subscriber churn.
- Competition from digital media companies that provide/facilitate the delivery of video content via the Internet, could materially adversely affect us.
- We may pursue acquisitions and other strategic transactions to complement or expand our business that may not be successful and we may lose up to the entire value of our investment in these acquisitions and transactions.
- If we do not improve our operational performance and customer satisfaction, our gross new subscriber additions may decrease and our subscriber churn may increase.
- If DISH Network gross new subscriber additions decrease, or if subscriber churn, subscriber acquisition costs or retention costs increase, our financial performance will be adversely affected.
- Economic weakness, including higher unemployment and reduced consumer spending, may adversely affect our ability to grow or maintain our business.
- Programming expenses are increasing and could adversely affect our future financial condition and results of operations.

## Edgar Filing: DISH Network CORP - Form 10-Q

- We depend on others to provide the programming that we offer to our subscribers and, if we lose access to this programming, our gross new subscriber additions may decline and subscriber churn may increase.
- We may be required to make substantial additional investments to maintain competitive programming offerings.
- Technology in our industry changes rapidly and could cause our services and products to become obsolete. We may have to upgrade or replace subscriber equipment and make substantial investments in our infrastructure to remain competitive.
- Increased distribution of video content via the Internet could expose us to regulatory risk.
- Our business depends on certain intellectual property rights and on not infringing the intellectual property rights of others.
- Any failure or inadequacy of our information technology infrastructure could harm our business.
- We may need additional capital, which may not be available on acceptable terms or at all, to continue investing in our business and to finance acquisitions and other strategic transactions.
- If Voom prevails in its breach of contract suit against us, we could be required to pay substantial damages, which would have a material adverse affect on our financial position and results of operations.
- A portion of our investment portfolio is invested in securities that have experienced limited or no liquidity and may not be immediately accessible to support our financing needs.

## Edgar Filing: DISH Network CORP - Form 10-Q

### Table of Contents

- We rely on EchoStar Corporation, or EchoStar, to design and develop all of our new set-top boxes and certain related components, and to provide transponder capacity, digital broadcast operations and other services to us. Our business would be adversely affected if EchoStar ceases to provide these services to us and we are unable to obtain suitable replacement services from third parties.
- We rely on a single vendor or a limited number of vendors to provide certain key products or services to us such as information technology support, billing systems, and security access devices, and the inability of these key vendors to meet our needs could have a material adverse effect on our business.
- Our programming signals are subject to theft, and we are vulnerable to other forms of fraud that could require us to make significant expenditures to remedy.
- We depend on third parties to solicit orders for DISH Network services that represent a significant percentage of our total gross subscriber acquisitions.
- Our competitors may be able to leverage their relationships with programmers so that they are able to reduce their programming costs and offer exclusive content that will place them at a competitive advantage to us.
- We depend on the Cable Act for access to programming from cable-affiliate programmers at non-discriminatory rates.
- We face increasing competition from other distributors of foreign language programming that may limit our ability to maintain our foreign language programming subscriber base.
- Our local programming strategy faces uncertainty because we may not be able to obtain necessary retransmission consent agreements at acceptable rates from local network stations.
- The injunction against our retransmission of distant networks, which is currently waived, may be reinstated.
- We are subject to significant regulatory oversight, and changes in applicable regulatory requirements, including any adoption or modification of laws or regulations relating to the Internet, could adversely affect our business.

## Edgar Filing: DISH Network CORP - Form 10-Q

- We have made a substantial investment in certain 700 MHz wireless licenses and will be required to make significant additional investments or partner with others to commercialize these licenses.
- We have substantial debt outstanding and may incur additional debt.
- We have limited owned and leased satellite capacity and failures or reduced capacity could adversely affect our business.
- Our owned and leased satellites are subject to construction, launch, operational and environmental risks that could limit our ability to utilize these satellites.
- We generally do not have commercial insurance coverage on the satellites we use and could face significant impairment charges if one of our satellites fails.
- We may have potential conflicts of interest with EchoStar due to our common ownership and management.
- We rely on key personnel and the loss of their services may negatively affect our businesses.
- We are party to various lawsuits which, if adversely decided, could have a significant adverse impact on our business, particularly lawsuits regarding intellectual property.
- Our business depends on Federal Communications Commission, or FCC, licenses that can expire or be revoked or modified and applications for FCC licenses that may not be granted.
- We are subject to digital high definition ( HD ) carry-one, carry-all requirements that cause capacity constraints.
- It may be difficult for a third party to acquire us, even if doing so may be beneficial to our shareholders, because of our ownership structure.



Table of Contents

- We are controlled by one principal stockholder who is also our Chairman.
- There can be no assurance that there will not be deficiencies leading to material weaknesses in our internal control over financial reporting.
- We may face other risks described from time to time in periodic and current reports we file with the Securities and Exchange Commission, or SEC.

All cautionary statements made herein should be read as being applicable to all forward-looking statements wherever they appear. Investors should consider the risks described herein and should not place undue reliance on any forward-looking statements. We assume no responsibility for updating forward-looking information contained or incorporated by reference herein or in other reports we file with the SEC.

In this report, the words DISH Network, the Company, we, our and us refer to DISH Network Corporation and its subsidiaries, unless the context otherwise requires. EchoStar refers to EchoStar Corporation and its subsidiaries.

Table of Contents**Item 1. FINANCIAL STATEMENTS****DISH NETWORK CORPORATION****CONDENSED CONSOLIDATED BALANCE SHEETS**

(Dollars in thousands, except share amounts)

(Unaudited)

	September 30, 2011	As of	December 31, 2010
<b>Assets</b>			
<i>Current Assets:</i>			
Cash and cash equivalents	\$ 1,045,516	\$	640,672
Marketable investment securities (Note 4)	2,319,146		2,299,705
Trade accounts receivable - other, net of allowance for doubtful accounts of \$14,661 and \$29,650, respectively	807,451		771,898
Trade accounts receivable - EchoStar, net of allowance for doubtful accounts of zero	17,966		14,155
Inventory	667,490		487,575
Deferred tax assets	211,432		216,899
Other current assets	354,291		142,489
Total current assets	5,423,292		4,573,393
<i>Noncurrent Assets:</i>			
Restricted cash and marketable investment securities (Note 4)	120,846		144,437
Property and equipment, net of accumulated depreciation of \$2,809,738 and \$2,684,521, respectively	3,184,594		3,232,348
FCC authorizations	1,391,441		1,391,441
Marketable and other investment securities (Note 4)	107,543		121,926
Investment in DBSD North America (Note 4)	1,285,512		102,591
TerreStar Transaction (Note 9)	1,345,000		
Other noncurrent assets, net	177,262		66,017
Total noncurrent assets	7,612,198		5,058,760
Total assets	\$ 13,035,490	\$	9,632,153
<b>Liabilities and Stockholders Equity (Deficit)</b>			
<i>Current Liabilities:</i>			
Trade accounts payable - other	\$ 205,691	\$	161,767
Trade accounts payable - EchoStar	308,764		238,997
Deferred revenue and other	824,991		803,768
Accrued programming	1,036,123		1,089,988
Litigation accrual (Note 10)	65,580		619,022
Other accrued expenses	684,868		554,864
Current portion of long-term debt and capital lease obligations	945,886		1,030,895
Total current liabilities	4,071,903		4,499,301
<i>Long-Term Obligations, Net of Current Portion:</i>			
Long-term debt and capital lease obligations, net of current portion	7,461,596		5,484,041
Deferred tax liabilities	1,156,434		567,686

Edgar Filing: DISH Network CORP - Form 10-Q

Long-term deferred revenue, distribution and carriage payments and other long-term liabilities	242,222	214,568
Total long-term obligations, net of current portion	8,860,252	6,266,295
Total liabilities	12,932,155	10,765,596

Commitments and Contingencies (Note 10)

*Stockholders' Equity (Deficit):*

Class A common stock, \$.01 par value, 1,600,000,000 shares authorized, 263,851,377 and 260,917,977 shares issued, 207,733,177 and 204,799,717 shares outstanding, respectively	2,639	2,609
Class B common stock, \$.01 par value, 800,000,000 shares authorized, 238,435,208 shares issued and outstanding	2,384	2,384
Class C common stock, \$.01 par value, 800,000,000 shares authorized, none issued and outstanding		
Additional paid-in capital	2,252,678	2,171,799
Accumulated other comprehensive income (loss)	44,875	93,357
Accumulated earnings (deficit)	(631,366)	(1,834,619)
Treasury stock, at cost	(1,569,459)	(1,569,459)
Total DISH Network stockholders' equity (deficit)	101,751	(1,133,929)
Noncontrolling interest	1,584	486
Total stockholders' equity (deficit)	103,335	(1,133,443)
Total liabilities and stockholders' equity (deficit)	\$ 13,035,490	\$ 9,632,153

The accompanying notes are an integral part of these condensed consolidated financial statements.

Table of Contents

**DISH NETWORK CORPORATION**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
**AND COMPREHENSIVE INCOME (LOSS)**

(In thousands, except per share amounts)

(Unaudited)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
<b>Revenue:</b>				
Subscriber-related revenue	\$ 3,229,345	\$ 3,185,515	\$ 9,739,784	\$ 9,362,974
Equipment and merchandise sales, rental and other revenue	362,088	11,894	648,107	42,231
Equipment sales, services and other revenue - EchoStar	11,218	10,319	29,052	28,960
<b>Total revenue</b>	<b>3,602,651</b>	<b>3,207,728</b>	<b>10,416,943</b>	<b>9,434,165</b>
<b>Costs and Expenses</b> (exclusive of depreciation shown separately below - Note 6):				
Subscriber-related expenses	1,702,661	1,684,583	5,125,315	4,972,403
Satellite and transmission expenses:				
EchoStar	108,442	107,524	332,713	316,109
Other	9,769	10,113	29,788	30,201
Cost of sales - equipment, merchandise, services, rental and other	150,356	14,997	262,026	53,903
<i>Subscriber acquisition costs:</i>				
Cost of sales - subscriber promotion subsidies -				
EchoStar	69,003	57,173	186,297	123,809
Other subscriber promotion subsidies	234,495	286,206	673,285	866,317
Subscriber acquisition advertising	91,320	103,094	232,936	273,750
<b>Total subscriber acquisition costs</b>	<b>394,818</b>	<b>446,473</b>	<b>1,092,518</b>	<b>1,263,876</b>
General and administrative expenses - EchoStar	13,788	12,424	38,260	35,393
General and administrative expenses	368,832	143,001	831,406	425,868
Litigation expense (Note 10)		91,097	(316,949)	151,999
Depreciation and amortization (Note 6)	229,146	242,859	695,892	746,967
<b>Total costs and expenses</b>	<b>2,977,812</b>	<b>2,753,071</b>	<b>8,090,969</b>	<b>7,996,719</b>
<b>Operating income (loss)</b>	<b>624,839</b>	<b>454,657</b>	<b>2,325,974</b>	<b>1,437,446</b>
<b>Other Income (Expense):</b>				
Interest income	8,527	6,265	23,414	18,356
Interest expense, net of amounts capitalized	(155,601)	(108,619)	(419,344)	(336,256)
Other, net	20,298	22,327	12,137	23,254
<b>Total other income (expense)</b>	<b>(126,776)</b>	<b>(80,027)</b>	<b>(383,793)</b>	<b>(294,646)</b>
<b>Income (loss) before income taxes</b>	<b>498,063</b>	<b>374,630</b>	<b>1,942,181</b>	<b>1,142,800</b>
<b>Income tax (provision) benefit, net</b>	<b>(179,085)</b>	<b>(129,652)</b>	<b>(739,039)</b>	<b>(409,923)</b>
<b>Net income (loss)</b>	<b>318,978</b>	<b>244,978</b>	<b>1,203,142</b>	<b>732,877</b>
	(121)	14	(111)	(24)

Edgar Filing: DISH Network CORP - Form 10-Q

Less: Net income (loss) attributable to noncontrolling interest					
Net income (loss) attributable to DISH Network common shareholders					
	\$	319,099	\$	244,964	\$ 1,203,253 \$ 732,901
<b>Comprehensive Income (Loss):</b>					
Net income (loss)					
	\$	318,978	\$	244,978	\$ 1,203,142 \$ 732,877
Foreign currency translation adjustments					
		(892)		(13,476)	(7,792) (13,476)
Unrealized holding gains (losses) on available-for-sale securities, net of tax					
		(132,065)		17,542	(38,996) 13,833
Recognition of previously unrealized (gains) losses on available-for-sale securities included in net income (loss), net of tax					
		(56)		1,871	(1,694) 768
Deferred income tax (expense) benefit					
				5,067	5,067
Comprehensive income (loss)					
		185,965		255,982	1,154,660 739,069
Less: Comprehensive income (loss) attributable to noncontrolling interest					
		(121)		14	(111) (24)
Comprehensive income (loss) attributable to DISH Network common shareholders					
	\$	186,086	\$	255,968	\$ 1,154,771 \$ 739,093
<b>Weighted-average common shares outstanding - Class A and B common stock:</b>					
Basic					
		446,133		445,662	445,034 446,789
Diluted					
		447,731		446,332	446,476 447,575
<b>Earnings per share - Class A and B common stock:</b>					
Basic net income (loss) per share attributable to DISH Network common shareholders					
	\$	0.72	\$	0.55	\$ 2.70 \$ 1.64
Diluted net income (loss) per share attributable to DISH Network common shareholders					
	\$	0.71	\$	0.55	\$ 2.70 \$ 1.64

The accompanying notes are an integral part of these condensed consolidated financial statements.

Table of Contents**DISH NETWORK CORPORATION****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(In thousands)

(Unaudited)

	<b>For the Nine Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>
<b>Cash Flows From Operating Activities:</b>		
Net income (loss)	\$ 1,203,142	\$ 732,877
<i>Adjustments to reconcile net income (loss) to net cash flows from operating activities:</i>		
Depreciation and amortization	695,892	746,967
Realized and unrealized losses (gains) on investments	(14,092)	(25,895)
Non-cash, stock-based compensation	25,595	12,326
Deferred tax expense (benefit)	590,849	104,469
Other, net	14,471	14,315
Change in noncurrent assets	(62,646)	(412)
Change in long-term deferred revenue, distribution and carriage payments and other long-term liabilities	27,651	(112,926)
Changes in current assets and current liabilities, net	(489,706)	62,221
<b>Net cash flows from operating activities</b>	<b>1,991,156</b>	<b>1,533,942</b>
<b>Cash Flows From Investing Activities:</b>		
Purchases of marketable investment securities	(5,101,420)	(4,170,764)
Sales and maturities of marketable investment securities	4,793,861	4,288,546
Purchases of property and equipment	(593,912)	(832,280)
Launch service assigned from EchoStar (Note 12)		(102,913)
Change in restricted cash and marketable investment securities	24,097	(4,385)
Investment in DBSD North America	(1,127,098)	
TerreStar Transaction (Note 9)	(1,345,000)	
Acquisition of Blockbuster, net of cash acquired of \$107,061	(126,523)	
Purchase of other strategic investments	(9,275)	
Proceeds from sale of strategic investments	11,327	20,413
Other	(542)	(383)
<b>Net cash flows from investing activities</b>	<b>(3,474,485)</b>	<b>(801,766)</b>
<b>Cash Flows From Financing Activities:</b>		
Proceeds from issuance of long-term debt	2,000,000	
Debt issuance costs	(27,167)	
Repayment of long-term debt and capital lease obligations	(26,206)	(21,979)
Repurchases of 6 3/8% Senior Notes due 2011	(85,358)	
Class A common stock repurchases		(106,683)
Net proceeds from Class A common stock options exercised and stock issued under the Employee Stock Purchase Plan	26,924	4,983
Other	4,296	16
<b>Net cash flows from financing activities</b>	<b>1,892,489</b>	<b>(123,663)</b>
<b>Effect of exchange rates on cash and cash equivalents</b>	<b>(4,316)</b>	
Net increase (decrease) in cash and cash equivalents	404,844	608,513

Edgar Filing: DISH Network CORP - Form 10-Q

Cash and cash equivalents, beginning of period		640,672		105,844
Cash and cash equivalents, end of period	\$	1,045,516	\$	714,357

**Supplemental Disclosure of Cash Flow Information:**

Cash paid for interest (including capitalized interest)	\$	351,506	\$	354,998
Capitalized interest	\$		\$	17,139
Cash received for interest	\$	25,583	\$	30,758
Cash paid for income taxes	\$	30,777	\$	511,550
Employee benefits paid in Class A common stock	\$	24,803	\$	29,127
Vendor financing	\$		\$	40,000
Satellites and other assets financed under capital lease obligations	\$	3,583	\$	786

The accompanying notes are an integral part of these condensed consolidated financial statements.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

(Unaudited)

**1. Organization and Business Activities**

***Principal Business***

DISH Network Corporation is a holding company. Its subsidiaries (which together with DISH Network Corporation are referred to as DISH Network, the Company, we, us and/or our ) operate two primary business segments.

- ***DISH Network.*** The DISH Network® direct broadcast satellite ( DBS ) subscription television service in the United States had 13.945 million subscribers as of September 30, 2011. The DISH Network DBS System consists of Federal Communications Commission ( FCC ) licenses authorizing us to use DBS and Fixed Satellite Service ( FSS ) spectrum, our owned and leased satellites, receiver systems, third-party broadcast operations, customer service facilities, leased fiber network, in-home service and call center operations, and certain other assets utilized in our operations.
- ***Blockbuster.*** On April 26, 2011, we completed the acquisition of most of the assets of Blockbuster, Inc. ( Blockbuster Acquisition ). We acquired Blockbuster operations in the United States and in certain foreign countries. Blockbuster primarily offers movies and video games for sale and rental through multiple distribution channels such as retail stores, by-mail, digital devices, the blockbuster.com website and the BLOCKBUSTER On Demand service.

On January 1, 2008, we completed the distribution of our technology and set-top box business and certain infrastructure assets (the Spin-off ) into a separate publicly-traded company, EchoStar Corporation ( EchoStar ). DISH Network and EchoStar operate as separate publicly-traded companies, and neither entity has any ownership interest in the other. However, a substantial majority of the voting power of the shares of both companies is owned beneficially by Charles W. Ergen, our Chairman, or by certain trusts established by Mr. Ergen for the benefit of his family.

**2. Summary of Significant Accounting Policies**

***Basis of Presentation***



## Edgar Filing: DISH Network CORP - Form 10-Q

The accompanying unaudited Condensed Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States ( GAAP ) and with the instructions to Form 10-Q and Article 10 of Regulation S-X for interim financial information. Accordingly, these statements do not include all of the information and notes required for complete financial statements prepared under GAAP. In our opinion, all adjustments (consisting of normal recurring adjustments) considered necessary for a fair presentation have been included. Our results of operations for the interim periods presented are not necessarily indicative of the results that may be expected for the full year. For further information, refer to the Consolidated Financial Statements and notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2010 ( 2010 10-K ). Certain prior period amounts have been reclassified to conform to the current period presentation.

Our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) for the three and nine months ended September 30, 2011 include the results of operations for Blockbuster from the acquisition date of April 26, 2011 to September 30, 2011. See the accounting policies below for changes related to the Blockbuster Acquisition.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**    **Continued**

(Unaudited)

***Principles of Consolidation***

We consolidate all majority owned subsidiaries, investments in entities in which we have controlling influence and variable interest entities where we have been determined to be the primary beneficiary. Non-majority owned investments are accounted for using the equity method when we have the ability to significantly influence the operating decisions of the investee. When we do not have the ability to significantly influence the operating decisions of an investee, the cost method is used. All significant intercompany accounts and transactions have been eliminated in consolidation.

***Use of Estimates***

The preparation of financial statements in conformity with GAAP requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense for each reporting period. Estimates are used in accounting for, among other things, allowances for doubtful accounts, self-insurance obligations, deferred taxes and related valuation allowances, uncertain tax positions, loss contingencies, the useful lives and residual value surrounding our rental library inventory, estimated accruals related to revenue-sharing titles that are subject to performance guarantees, fair value of financial instruments, fair value of options granted under our stock-based compensation plans, fair value of assets and liabilities acquired in business combinations, capital leases, asset impairments, useful lives of property, equipment and intangible assets, retailer incentives, programming expenses, subscriber lives and royalty obligations. Weak economic conditions have increased the inherent uncertainty in the estimates and assumptions indicated above. Actual results may differ from previously estimated amounts, and such differences may be material to the Condensed Consolidated Financial Statements. Estimates and assumptions are reviewed periodically, and the effects of revisions are reflected prospectively in the period they occur.

***Blockbuster Rental Library Inventory***

Our rental library inventory consists of movies and video games available for rental by customers and previously rented movies and video games that are available for sale. Our rental library inventory is carried at cost and includes an allocation of costs incurred in our distribution center to prepare this product for our stores. This inventory is amortized over its estimated useful life ranging from six to 24 months, depending on the title, down to an estimated residual value. Because of the relatively short useful lives of this inventory and because this inventory is available for sale to customers at any time, we view these assets as current assets.

***Blockbuster Merchandise Inventory***

Our merchandise inventory consists primarily of new and traded movies and video games and other general merchandise, including confections, and are stated at the lower of cost or market value. We include in the cost of our merchandise inventory an allocation of costs incurred in our distribution center to prepare this product for our stores. Merchandise inventory costs are determined using the weighted-average method, the use of which approximates the first-in, first-out basis.

***Revenue Recognition***

We recognize revenue when an arrangement exists, prices are determinable, collectibility is reasonably assured and the goods or services have been delivered.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

*DISH Network Segment*

Revenue from our subscription television services is recognized when programming is broadcast to subscribers. Payments received from subscribers in advance of the broadcast or service period are recorded as Deferred revenue and other in our Condensed Consolidated Balance Sheets until earned.

For certain of our promotions, subscribers are charged an upfront fee. A portion of these fees may be deferred and recognized over the estimated subscriber life for new subscribers or the estimated remaining life for existing subscribers ranging from 18 months to five years. Revenue from advertising sales is recognized when the related services are performed.

Subscriber fees for equipment rental, including DVRs, additional outlets and fees for receivers with multiple tuners, and our in-home service operations are recognized as revenue as earned. Revenue from equipment sales and equipment upgrades are recognized upon shipment to customers.

Certain of our existing and new subscriber promotions include programming discounts. Programming revenues are recorded as earned at the discounted monthly rate charged to the subscriber.

*Blockbuster Segment*

Rental revenue is generally recognized at the time of rental or sale. Rental revenue is generated from the rental of movies and video games and any eventual sale of previously rented items.

Certain rental and subscription programs allow customers to rent a specified or unlimited number of titles during a specific period. We recognize rental revenues from the sale of these programs and our online subscription service over the term of the service.

We offer our customers the opportunity to download movies for a specific viewing period or permanently purchase a movie from our web-site. We recognize revenue when the movie is successfully downloaded by the customer, which, based on our current technology, occurs at the time the customer plays the movie for the first time.

***Foreign Currency Translation and Transactions***

The financial statements of our foreign operations were prepared in their respective local currencies and translated into U.S. dollars for reporting purposes. The assets and liabilities are translated at exchange rates in effect at the balance sheet date, while results of operations are translated at average exchange rates for the respective periods. The cumulative effects of exchange rate changes on net assets are included as a part of Accumulated other comprehensive income (loss).

***Fair Value of Financial Instruments***

As of September 30, 2011 and December 31, 2010, the carrying value for cash and cash equivalents, marketable investment securities, trade accounts receivable, net of allowance for doubtful accounts, and current liabilities is equal to or approximates fair value due to their short-term nature or proximity to current market rates.

Fair values for our publicly traded debt securities are based on quoted market prices. The fair values of our private debt is estimated based on an analysis in which we evaluate market conditions, related securities, various public and private offerings, and other publicly available information. In performing this analysis, we make various assumptions regarding, among other things, credit spreads, and the impact of these factors on the value of the notes. See Note 7 for the fair value of our long-term debt.

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**3. Basic and Diluted Net Income (Loss) Per Share**

We present both basic earnings per share ( EPS ) and diluted EPS. Basic EPS excludes potential dilution and is computed by dividing Net income (loss) attributable to DISH Network common shareholders by the weighted-average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if stock awards were exercised. The potential dilution from stock awards was computed using the treasury stock method based on the average market value of our Class A common stock. The following table presents earnings per share amounts for all periods and the basic and diluted weighted-average shares outstanding used in the calculation.

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
	(In thousands, except per share amounts)			
Net income (loss) attributable to DISH Network common shareholders	\$ 319,099	\$ 244,964	\$ 1,203,253	\$ 732,901
<b>Weighted-average common shares outstanding - Class A and B common stock:</b>				
Basic	446,133	445,662	445,034	446,789
Dilutive impact of stock awards outstanding	1,598	670	1,442	786
Diluted	447,731	446,332	446,476	447,575
<b>Earnings per share - Class A and B common stock:</b>				
Basic net income (loss) per share attributable to DISH Network common shareholders	\$ 0.72	\$ 0.55	\$ 2.70	\$ 1.64
Diluted net income (loss) per share attributable to DISH Network common shareholders	\$ 0.71	\$ 0.55	\$ 2.70	\$ 1.64

As of September 30, 2011 and 2010, there were stock awards to purchase 5.3 million and 11.1 million shares, respectively, of Class A common stock outstanding, not included in the weighted-average common shares outstanding above, as their effect is antidilutive.

Vesting of options and rights to acquire shares of our Class A common stock granted pursuant to our performance based stock incentive plans ( Restricted Performance Units ) is contingent upon meeting certain goals which are not yet probable of being achieved. As a consequence, the following are also not included in the diluted EPS calculation.

As of September 30,

Edgar Filing: DISH Network CORP - Form 10-Q

	2011	2010
	(In thousands)	
Performance based options	11,028	11,003
Restricted Performance Units and other	1,376	1,518
Total	12,404	12,521

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**4. Marketable Investment Securities, Restricted Cash and Other Investment Securities**

Our marketable investment securities, restricted cash and other investment securities consist of the following:

	September 30, 2011	As of (In thousands)	December 31, 2010
<b>Marketable investment securities:</b>			
Current marketable investment securities - VRDNs	\$ 1,024,275		\$ 1,334,081
Current marketable investment securities - strategic	334,727		211,141
Current marketable investment securities - other	960,144		754,483
<i>Total current marketable investment securities</i>	<i>2,319,146</i>		<i>2,299,705</i>
Restricted marketable investment securities (1)	55,974		62,196
Noncurrent marketable investment securities - ARS and MBS (2)	104,738		119,121
<b>Total marketable investment securities</b>	<b>2,479,858</b>		<b>2,481,022</b>
<b>Restricted cash and cash equivalents (1)</b>	<b>64,872</b>		<b>82,241</b>
<b>Other investment securities:</b>			
Other investment securities - cost method (2)	2,805		2,805
Investment in DBSD North America	1,285,512		102,591
<b>Total other investment securities</b>	<b>1,288,317</b>		<b>105,396</b>
<b>Total marketable investment securities, restricted cash and other investment securities</b>	<b>\$ 3,833,047</b>		<b>\$ 2,668,659</b>

(1) Restricted marketable investment securities and restricted cash and cash equivalents are included in Restricted cash and marketable investment securities on our Condensed Consolidated Balance Sheets.

(2) Noncurrent marketable investment securities - auction rate securities ( ARS ), mortgage backed securities ( MBS ) and other investment securities are included in Marketable and other investment securities on our Condensed Consolidated Balance Sheets.

**Marketable Investment Securities**

Our marketable investment securities portfolio consists of various debt and equity instruments, all of which are classified as available-for-sale.



*Current Marketable Investment Securities - VRDNs*

Variable rate demand notes ( VRDNs ) are long-term floating rate municipal bonds with embedded put options that allow the bondholder to sell the security at par plus accrued interest. All of the put options are secured by a pledged liquidity source. Our VRDN portfolio is comprised of investments in many municipalities, which are backed by financial institutions or other highly rated companies that serve as the pledged liquidity source. While they are classified as marketable investment securities, the put option allows VRDNs to be liquidated generally on a same day or on a five business day settlement basis.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**    **Continued**

(Unaudited)

*Current Marketable Investment Securities - Strategic*

Our current strategic marketable investment securities include strategic and financial investments in public companies that are highly speculative and have experienced and continue to experience volatility. As of September 30, 2011, a significant portion of our strategic investment portfolio consisted of securities of several issuers, and a significant portion of the value of that portfolio depends on the value of those issuers.

*Current Marketable Investment Securities - Other*

Our current marketable investment securities portfolio includes investments in various debt instruments including corporate and government bonds.

*Restricted Cash and Marketable Investment Securities*

As of September 30, 2011 and December 31, 2010, our restricted marketable investment securities, together with our restricted cash, included amounts required as collateral for our letters of credit or surety bonds and for our litigation with ESPN (See Note 10).

*Noncurrent Marketable Investment Securities    ARS and MBS*

We have investments in ARS and MBS which are classified as available-for-sale securities and reported at fair value. Events in the credit markets have reduced or eliminated current liquidity for certain of our ARS and MBS investments. As a result, we classify these investments as noncurrent assets, as we intend to hold these investments until they recover or mature. See below for further discussion on the July 1, 2010 fair value election on certain ARS investments.

The valuation of our ARS and MBS investments portfolio is subject to uncertainties that are difficult to estimate. Due to the lack of observable market quotes for identical assets, we utilize analyses that rely on Level 2 and/or Level 3 inputs, as defined in Fair Value Measurements. These inputs include, among other things, observed prices on similar assets as well as our assumptions and estimates related to the counterparty credit quality, default risk underlying the security and overall capital market liquidity. These securities were also compared, when possible, to other observable market data for financial instruments with similar characteristics.

*Fair Value Election.* As of September 30, 2011 our ARS and MBS noncurrent marketable investment securities portfolio of \$105 million includes \$55 million of securities accounted for under the fair value method.

***Other Investment Securities***

We have a few strategic investments in certain debt and equity securities that are included in noncurrent Marketable and other investment securities on our Condensed Consolidated Balance Sheets and accounted for using the cost, equity and/or fair value methods of accounting.

Our ability to realize value from our strategic investments in companies that are not publicly traded depends on the success of those companies businesses and their ability to obtain sufficient capital to execute their business plans. Because private markets are not as liquid as public markets, there is also increased risk that we will not be able to sell these investments, or that when we desire to sell them we will not be able to obtain fair value for them.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

***Investment in DBSD North America***

Over the past several years, we have made various strategic investments in DBSD North America Inc. ( DBSD North America ), a subsidiary of Pendrell Corporation, formerly known as ICO Global Communications (Holdings) Limited ( ICO ). DBSD North America is developing an advanced hybrid system which combines both satellite and terrestrial communications capable of supporting wireless voice, data and/or Internet services throughout the United States. We have committed, through various agreements described below, to acquire 100% of the equity of reorganized DBSD North America for approximately \$1.4 billion. Our ultimate acquisition of 100% of the equity of reorganized DBSD North America is subject to the satisfaction of certain conditions, including approval by the FCC and DBSD North America's emergence from bankruptcy. In the event that necessary approval from the FCC is not obtained, we have the right to direct DBSD North America to sell substantially all of its assets under Section 363 of the bankruptcy code. Because of our ownership of certain claims and DBSD North America debt, and our rights under the Implementation Agreement (as defined below), we are entitled to receive substantially all of the proceeds of any such sales. There can be no assurance, however, that such sales will result in proceeds equal to the value of the claims or DBSD North America debt held by us. While we hold a material amount of financial instruments in DBSD North America, we do not have the power to direct its activities and will not until the acquisition is closed. DBSD North America will be consolidated into our financial statements if the acquisition is approved and DBSD North America has emerged from bankruptcy. As of September 30, 2011, our total investment in DBSD North America is \$1.286 billion and is included on our Condensed Consolidated Balance Sheets under the caption Investment in DBSD North America. The following paragraphs discuss the various components of our investment in DBSD North America.

*Investment in DBSD North America.* As of September 30, 2011 and December 31, 2010, our other investment securities portfolio included DBSD North America's 7.5% Convertible Senior Secured Notes due 2009 of \$112 million and \$56 million, respectively. In addition, as of September 30, 2011 and December 31, 2010, we held a \$47 million line of credit pursuant to the Amended and Restated Revolving Credit Agreement, dated as of April 7, 2008 between us and DBSD North America. During the nine months ended September 30, 2011, we made additional investments in DBSD North America pursuant to various agreements discussed below.

*Investment Agreement.* On February 1, 2011, we entered into an \$88 million Credit Facility with DBSD North America and committed to acquire 100% of the equity of reorganized DBSD North America (the Investment Agreement ) for approximately \$1.4 billion subject to certain adjustments, including interest accruing on DBSD North America's existing debt. As of September 30, 2011, we had funded \$66 million under the Credit Facility.

On February 24, 2011 and again on March 15, 2011, we amended the Investment Agreement (the Revised Investment Agreement ). Pursuant to the Revised Investment Agreement, on March 22, 2011, we initiated a tender offer to purchase all of DBSD North America's outstanding 7.5% Convertible Senior Secured Notes due 2009, certain claims against a DBSD North America's debtor affiliate and certain allowed claims against DBSD North America. The tender offer expired on April 18, 2011 and on April 20, 2011 we made payments of approximately \$727 million to purchase tendered DBSD North America's 7.5% Convertible Senior Secured Notes due 2009, and \$19 million in payments for certain claims against a DBSD North America's debtor affiliate and claims against DBSD North America.

## Edgar Filing: DISH Network CORP - Form 10-Q

*Restructuring Support Agreement and Implementation Agreement.* In connection with the Revised Investment Agreement on March 15, 2011, we entered into a restructuring support agreement (the Restructuring Support Agreement ) and an implementation agreement (the Implementation Agreement ) with ICO, the parent company of DBSD North America, pursuant to which ICO provided us with certain assets, rights and ICO's support of the reorganization of DBSD North America in exchange for approximately \$325 million, of which \$315 million has been paid. On March 21, 2011, we paid \$35 million to ICO pursuant to the Implementation Agreement. On April 26, 2011, we made a second payment of approximately \$280 million to ICO pursuant to the Implementation Agreement for the capital stock of DBSD North America. We have also agreed to indemnify ICO against certain liabilities in connection with certain pending litigation related to DBSD North America.

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

All of our investments in DBSD North America are accounted for under the cost method of accounting, except for the 7.5% Convertible Senior Secured Notes due 2009. We account for unrealized gains and losses associated with the 7.5% Convertible Senior Secured Notes due 2009 as a separate component of Accumulated other comprehensive income (loss) within Total stockholders equity (deficit) on our Condensed Consolidated Balance Sheets.

*Unrealized Gains (Losses) on Marketable Investment Securities*

As of September 30, 2011 and December 31, 2010, we had accumulated net unrealized gains of \$53 million and \$93 million, both net of related tax effect, respectively, as a part of Accumulated other comprehensive income (loss) within Total stockholders equity (deficit). A full valuation allowance has been established against any deferred taxes that are capital in nature. The components of our available-for-sale investments are detailed in the table below.

	As of September 30, 2011				As of December 31, 2010			
	Marketable Investment Securities	Gains	Unrealized Losses	Net	Marketable Investment Securities	Gains	Unrealized Losses	Net
<b>(In thousands)</b>								
<b>Debt securities:</b>								
VRDNs	\$ 1,024,275	\$	\$	\$	\$ 1,334,081	\$	\$	\$
ARS and MBS	49,349	998	(12,844)	(11,846)	56,430	902	(12,262)	(11,360)
ARS fair value election	55,389				62,691			
Other (including restricted)	1,032,222	5,574	(8,136)	(2,562)	832,798	9,330	(1,676)	7,654
<b>Equity securities:</b>								
Other	318,623	74,206	(85,880)	(11,674)	195,022	82,565	(8,429)	74,136
<b>Subtotal</b>	<b>2,479,858</b>	<b>80,778</b>	<b>(106,860)</b>	<b>(26,082)</b>	<b>2,481,022</b>	<b>92,797</b>	<b>(22,367)</b>	<b>70,430</b>
Investment in DBSD North America (1)	839,009	78,749		78,749	55,823	22,926		22,926
<b>Total</b>	<b>\$ 3,318,867</b>	<b>\$ 159,527</b>	<b>\$ (106,860)</b>	<b>\$ 52,667</b>	<b>\$ 2,536,845</b>	<b>\$ 115,723</b>	<b>\$ (22,367)</b>	<b>\$ 93,356</b>

- (1) Of our total investment in DBSD North America of \$1.286 billion as of September 30, 2011 and \$103 million as of December 31, 2010, only our \$839 million and \$56 million, respectively, investment in the 7.5% Convertible Senior Secured Notes due 2009 are accounted for as available-for-sale investments.

As of September 30, 2011, restricted and non-restricted marketable investment securities include debt securities of \$1.917 billion with contractual maturities of one year or less and \$244 million with contractual maturities greater than one year, excluding our \$839 million available-for-sale investment in DBSD North America. Actual maturities may differ from contractual maturities as a result of our ability to sell these securities prior to maturity.



Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**Marketable Investment Securities in a Loss Position**

The following table reflects the length of time that the individual securities, accounted for as available-for-sale, have been in an unrealized loss position, aggregated by investment category. As of September 30, 2011 and December 31, 2010, the unrealized losses on our investments in equity securities represent investments in broad-based indexes and several companies in the telecommunications and technology industries. We are not aware of any specific factors which indicate the unrealized losses in these investments are due to anything other than temporary market fluctuations. As of September 30, 2011 and December 31, 2010, the unrealized losses on our investments in debt securities primarily represent investments in auction rate, mortgage and asset-backed securities. We do not intend to sell our investments in these debt securities before they recover or mature, and it is more likely than not that we will hold these investments until that time. In addition, we are not aware of any specific factors indicating that the underlying issuers of these debt securities would not be able to pay interest as it becomes due or repay the principal at maturity. Therefore, we believe that these changes in the estimated fair values of these marketable investment securities are related to temporary market fluctuations.

	As of September 30, 2011			As of December 31, 2010		
	Debt Securities	Equity Securities	Total	Debt Securities	Equity Securities	Total
	(In thousands)					
<b>Less than Six Months:</b>						
Fair value	\$ 482,720	\$ 172,351	\$ 655,071	\$ 93,072	\$ 26,890	\$ 119,962
Unrealized loss	(5,491)	(85,880)	(91,371)	(174)	(8,429)	(8,603)
<b>Six to Nine Months:</b>						
Fair value	218,174		218,174	26,182		26,182
Unrealized loss	(1,474)		(1,474)	(103)		(103)
<b>Nine Months or More:</b>						
Fair value	114,601		114,601	193,603		193,603
Unrealized loss	(14,015)		(14,015)	(13,661)		(13,661)
<b>Total Fair Value</b>	<b>\$ 815,495</b>	<b>\$ 172,351</b>	<b>\$ 987,846</b>	<b>\$ 312,857</b>	<b>\$ 26,890</b>	<b>\$ 339,747</b>

**Fair Value Measurements**

We determine fair value based on the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. Market or observable inputs are the preferred source of values, followed by unobservable inputs or assumptions based on hypothetical transactions in the absence of market inputs. We apply the following hierarchy in determining fair value:



- Level 1, defined as observable inputs being quoted prices in active markets for identical assets;
- Level 2, defined as observable inputs other than quoted prices included in Level 1, including quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which significant inputs and significant value drivers are observable in active markets; and
- Level 3, defined as unobservable inputs for which little or no market data exists, consistent with reasonably available assumptions made by other participants therefore requiring assumptions based on the best information available.

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

Our assets measured at fair value on a recurring basis were as follows:

	As of											
	Total	September 30, 2011		December 31, 2010		Level 3		Total	December 31, 2010		Level 3	
		Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3
	(In thousands)											
<b>Debt securities:</b>												
VRDNs	\$ 1,024,275	\$	\$ 1,024,275	\$	\$ 1,334,081	\$	\$ 1,334,081	\$				
ARS and MBS	104,738		3,667	101,071	119,121		6,031					113,090
Other (including restricted)	1,032,222	4,200	1,027,003	1,019	832,798	21,835	810,883					80
<b>Equity securities</b>	318,623	318,623			195,022	195,022						
<b>Subtotal</b>	2,479,858	322,823	2,054,945	102,090	2,481,022	216,857	2,150,995					113,170
Investment in DBSD North America (1)	839,009			839,009	55,823							55,823
<b>Total</b>	\$ 3,318,867	\$ 322,823	\$ 2,054,945	\$ 941,099	\$ 2,536,845	\$ 216,857	\$ 2,150,995	\$				\$ 168,993

(1) Of our total investment in DBSD North America of \$1.286 billion as of September 30, 2011 and \$103 million as of December 31, 2010, only our \$839 million and \$56 million, respectively, investment in the 7.5% Convertible Senior Secured Notes due 2009 are accounted for as available-for-sale investments.

Changes in Level 3 instruments are as follows:

	Level 3 Investment Securities (In thousands)
<b>Balance as of December 31, 2010</b>	\$ 168,993
Net realized and unrealized gains (losses) included in earnings	(9,146)
Net realized and unrealized gains (losses) included in other comprehensive income (loss)	56,339
Purchases	727,364
Settlements	(2,451)
<b>Balance as of September 30, 2011</b>	\$ 941,099

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

*Gains and Losses on Sales and Changes in Carrying Values of Investments*

Other, net income and expense included on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) includes other changes in the carrying amount of our marketable and non-marketable investments as follows:

Other Income (Expense):	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
	(In thousands)			
Marketable investment securities - gains (losses) on sales/exchanges	\$ 11,668	\$ 19,227	\$ 13,400	\$ 19,237
Marketable investment securities - unrealized gains (losses) on investments accounted for at fair value	12,361	6,818	(7,147)	6,818
Other investment securities - gains (losses) on sales/exchanges			10,000	1,545
Marketable and other investment securities - other-than-temporary impairments	(2,161)	(3,858)	(2,161)	(1,712)
Other	(1,570)	140	(1,955)	(2,634)
<b>Total</b>	<b>\$ 20,298</b>	<b>\$ 22,327</b>	<b>\$ 12,137</b>	<b>\$ 23,254</b>

**5. Inventory**

Inventory consists of the following:

	As of	
	September 30, 2011	December 31, 2010
	(In thousands)	
<b>DISH Network:</b>		
Finished goods - DBS	\$ 294,565	\$ 305,068
Raw materials	179,144	143,111
Work-in-process - used	29,301	36,186
Work-in-process - new	1,059	3,210
	504,069	487,575
<b>Blockbuster:</b>		
Rental library	81,070	

Edgar Filing: DISH Network CORP - Form 10-Q

Merchandise		82,351		
Total Blockbuster		163,421		
<b>Total inventory</b>	\$	667,490	\$	487,575

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**6. Property and Equipment***Depreciation and Amortization Expense*

Depreciation and amortization expense consists of the following:

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	<b>(In thousands)</b>			
Equipment leased to customers	\$ 180,080	\$ 199,442	\$ 552,097	\$ 630,188
Satellites	32,087	30,544	96,265	78,426
Buildings, furniture, fixtures, equipment and other	16,979	12,873	47,530	38,353
Total depreciation and amortization	\$ 229,146	\$ 242,859	\$ 695,892	\$ 746,967

Cost of sales and operating expense categories included in our accompanying Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) do not include depreciation expense related to satellites or equipment leased to customers.

*Satellites*

We currently utilize 13 satellites in geostationary orbit approximately 22,300 miles above the equator, six of which we own and depreciate over the useful life of each satellite. We currently utilize capacity on five satellites from EchoStar, which are accounted for as operating leases. See Note 12 for further discussion of our satellite leases with EchoStar. We also lease two satellites from third parties, which are accounted for as capital leases and are depreciated over the shorter of the economic life or the term of the satellite agreement.

Operation of our subscription television service requires that we have adequate satellite transmission capacity for the programming we offer. Moreover, current competitive conditions require that we continue to expand our offering of new programming, particularly by expanding local high definition ( HD ) coverage and offering more HD national channels. While we generally have had in-orbit satellite capacity sufficient to transmit our existing channels and some backup capacity to recover the transmission of certain critical programming, our backup capacity is limited.

In the event of a failure or loss of any of our satellites, we may need to acquire or lease additional satellite capacity or relocate one of our other satellites and use it as a replacement for the failed or lost satellite. Such a failure could result in a prolonged loss of critical programming or a significant delay in our plans to expand programming as necessary to remain competitive and thus may have a material adverse effect on our business, financial condition and results of operations.

Prior to 2011, certain satellites in our fleet experienced anomalies, some of which have had a significant adverse impact on their remaining useful life and/or commercial operation. There can be no assurance that future anomalies will not further impact the remaining useful life and/or commercial operation of any of these satellites. See *Long-Lived Satellite Assets* below for further discussion of evaluation of impairment. There can be no assurance that we can recover critical transmission capacity in the event one or more of our in-orbit satellites were to fail. We do not anticipate carrying insurance for any of the in-orbit satellites that we use, and we will bear the risk associated with any in-orbit satellite failures. Recent developments with respect to certain of our satellites are discussed below.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

*Owned Satellites*

*EchoStar XIV.* EchoStar XIV was designed to meet a minimum 15-year useful life. During September 2011, we determined that EchoStar XIV experienced a solar array anomaly which reduced the total power available for use by the spacecraft. While this anomaly did not reduce the estimated useful life of the satellite to less than 15 years or impact commercial operation of the satellite, there can be no assurance that future anomalies will not reduce its useful life or impact its commercial operation.

*Leased Satellites*

*EchoStar VIII.* EchoStar VIII was designed to operate 32 DBS transponders in the continental United States at approximately 120 watts per channel, switchable to 16 DBS transponders operating at approximately 240 watts per channel. EchoStar VIII was also designed with spot-beam technology. This satellite has experienced several anomalies prior to 2011, and during January 2011 the satellite experienced an anomaly, which temporarily disrupted electrical power to some components causing an interruption of broadcast service. In addition, it has now been determined one of the two on-board computers used to control the satellite failed in connection with this anomaly. None of these anomalies has impacted the commercial operation or estimated useful life of the satellite. However, there can be no assurance that this anomaly or any future anomalies will not reduce its useful life or impact its commercial operation.

*QuetzSat-1.* QuetzSat-1 was launched on September 29, 2011. During 2008, we entered into a ten-year transponder service agreement with EchoStar which will be accounted for as an operating lease. We will lease 24 DBS transponders on QuetzSat-1 when the satellite is placed into commercial operation. QuetzSat-1 is expected to replace EchoStar VIII during the first quarter 2012. See Note 12 for further discussion.

*Long-Lived Satellite Assets*

We evaluate our satellite fleet for impairment as one asset group and test for recoverability whenever events or changes in circumstances indicate that its carrying amount may not be recoverable. While certain of the anomalies discussed above, and previously disclosed, may be considered to represent a significant adverse change in the physical condition of an individual satellite, based on the redundancy designed within each satellite and considering the asset grouping, these anomalies are not considered to be significant events that would require evaluation for impairment recognition. Unless and until a specific satellite is abandoned or otherwise determined to have no service potential, the net carrying amount related to the satellite would not be written off.

**7. Long-Term Debt**

*6 3/4% Senior Notes due 2021*

On May 5, 2011, we issued \$2.0 billion aggregate principal amount of our ten-year, 6 3/4% Senior Notes due June 1, 2021 at an issue price of 99.093%. Interest accrues at an annual rate of 6 3/4% and is payable semi-annually in cash, in arrears on June 1 and December 1 of each year, commencing on December 1, 2011.

The 6 3/4% Senior Notes are redeemable, in whole or in part, at any time at a redemption price equal to 100% of the principal amount plus a make-whole premium, as defined in the related indenture, together with accrued and unpaid interest. Prior to June 1, 2014, we may also redeem up to 35% of each of the 6 3/4% Senior Notes at specified premiums with the net cash proceeds from certain equity offerings or capital contributions.



Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

The 6 3/4% Senior Notes are:

- general unsecured senior obligations of DISH DBS Corporation ( DDBS );
- ranked equally in right of payment with all of DDBS and the guarantors existing and future unsecured senior debt; and
- ranked effectively junior to our and the guarantors current and future secured senior indebtedness up to the value of the collateral securing such indebtedness.

The indenture related to the 6 3/4% Senior Notes contains restrictive covenants that, among other things, impose limitations on the ability of DDBS and its restricted subsidiaries to:

- incur additional debt;
- pay dividends or make distributions on DDBS capital stock or repurchase DDBS capital stock;
- make certain investments;
- create liens or enter into sale and leaseback transactions;
- enter into transactions with affiliates;
- merge or consolidate with another company; and
- transfer or sell assets.

In the event of a change of control, as defined in the related indenture, we would be required to make an offer to repurchase all or any part of a holder's 6 3/4% Senior Notes at a purchase price equal to 101% of the aggregate principal amount thereof, together with accrued and unpaid interest thereon, to the date of repurchase.

***Fair Value of our Long-Term Debt***

Edgar Filing: DISH Network CORP - Form 10-Q

The following table summarizes the carrying and fair values of our debt facilities as of September 30, 2011 and December 31, 2010:

	September 30, 2011		As of December 31, 2010	
	Carrying Value	Fair Value	Carrying Value	Fair Value
	(In thousands)			
6 3/8% Senior Notes due 2011 (1)	\$ 914,642	\$ 914,642	\$ 1,000,000	\$ 1,032,500
7 % Senior Notes due 2013	500,000	527,000	500,000	532,815
6 5/8% Senior Notes due 2014	1,000,000	1,035,000	1,000,000	1,032,500
7 3/4% Senior Notes due 2015	750,000	778,125	750,000	798,750
7 1/8% Senior Notes due 2016	1,500,000	1,515,945	1,500,000	1,548,600
7 7/8% Senior Notes due 2019	1,400,000	1,435,000	1,400,000	1,463,000
6 3/4% Senior Notes due 2021	2,000,000	1,920,000		
Mortgages and other notes payable	72,230	72,230	77,965	77,965
Subtotal	8,136,872	\$ 8,197,942	6,227,965	\$ 6,486,130
Capital lease obligations (2)	270,610	NA	286,971	NA
Total long-term debt and capital lease obligations (including current portion)	\$ 8,407,482		\$ 6,514,936	

(1) During the three months ended September 30, 2011, we repurchased \$85 million of our 6 3/8% Senior Notes due 2011 in open market transactions. On October 3, 2011, we redeemed the remaining \$915 million principal balance of our 6 3/8% Senior Notes due 2011.

(2) Disclosure regarding fair value of capital leases is not required.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**8. Stock-Based Compensation**

*Stock Incentive Plans*

We maintain stock incentive plans to attract and retain officers, directors and key employees. Stock awards under these plans include both performance and non-performance based stock incentives. As of September 30, 2011, we had outstanding under these plans stock options to acquire 22.6 million shares of our Class A common stock and 1.4 million restricted stock units. Stock options granted prior to and on September 30, 2011 were granted with exercise prices equal to or greater than the market value of our Class A common stock at the date of grant and with a maximum term of approximately ten years. While historically we have issued stock awards subject to vesting, typically at the rate of 20% per year, some stock awards have been granted with immediate vesting and other stock awards vest only upon the achievement of certain company-wide objectives. As of September 30, 2011, we had 72.9 million shares of our Class A common stock available for future grant under our stock incentive plans.

During December 2009, we paid a dividend in cash of \$2.00 per share on our outstanding Class A and Class B common stock to shareholders of record on November 20, 2009. In light of such dividend, during February 2010, the exercise price of 20.6 million stock options, affecting approximately 700 employees, was reduced by \$2.00 per share (the Stock Option Adjustment). Except as noted below, all information discussed below reflects the Stock Option Adjustment.

In connection with the Spin-off, as permitted by our existing stock incentive plans and consistent with the Spin-off exchange ratio, each DISH Network stock option was converted into two stock options as follows:

- an adjusted DISH Network stock option for the same number of shares that were exercisable under the original DISH Network stock option, with an exercise price equal to the exercise price of the original DISH Network stock option multiplied by 0.831219.
- a new EchoStar stock option for one-fifth of the number of shares that were exercisable under the original DISH Network stock option, with an exercise price equal to the exercise price of the original DISH Network stock option multiplied by 0.843907.

Similarly, each holder of DISH Network restricted stock units retained his or her DISH Network restricted stock units and received one EchoStar restricted stock unit for every five DISH Network restricted stock units that they held.

Edgar Filing: DISH Network CORP - Form 10-Q

Consequently, the fair value of the DISH Network stock award and the new EchoStar stock award immediately following the Spin-off was equivalent to the fair value of such stock award immediately prior to the Spin-off.

As of September 30, 2011, the following stock awards were outstanding:

Stock Awards Outstanding	As of September 30, 2011			
	DISH Network Awards		EchoStar Awards	
	Stock Options	Restricted Stock Units	Stock Options	Restricted Stock Units
Held by DISH Network employees	19,540,791	1,220,872	823,454	57,786
Held by EchoStar employees	3,011,803	211,124	N/A	N/A
Total	22,552,594	1,431,996	823,454	57,786

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

We are responsible for fulfilling all stock awards related to DISH Network common stock and EchoStar is responsible for fulfilling all stock awards related to EchoStar common stock, regardless of whether such stock awards are held by our or EchoStar's employees. Notwithstanding the foregoing, our stock-based compensation expense, resulting from stock awards outstanding at the Spin-off date, is based on the stock awards held by our employees regardless of whether such stock awards were issued by DISH Network or EchoStar. Accordingly, stock-based compensation that we expense with respect to EchoStar stock awards is included in Additional paid-in capital on our Condensed Consolidated Balance Sheets.

**Stock Award Activity**

Our stock option activity was as follows:

	<b>For the Nine Months Ended September 30, 2011</b>	
	<b>Options</b>	<b>Weighted- Average Exercise Price</b>
Total options outstanding, beginning of period	21,918,500	\$ 18.62
Granted	3,210,000	\$ 28.55
Exercised	(1,567,056)	\$ 15.78
Forfeited and cancelled	(1,008,850)	\$ 17.57
Total options outstanding, end of period	22,552,594	\$ 20.63
Performance based options outstanding, end of period (1)	11,027,625	\$ 18.30
Exercisable at end of period	7,543,468	\$ 22.61

(1) These stock options are included in the caption Total options outstanding, end of period. See discussion of the 2005 LTIP, 2008 LTIP and other employee performance awards below.

We realized tax benefits from stock awards exercised during the three and nine months ended September 30, 2011 and 2010 as follows:

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	(In thousands)			
Tax benefit from stock awards exercised	\$ 713	\$ 80	\$ 7,122	\$ 1,351

## Edgar Filing: DISH Network CORP - Form 10-Q

Based on the closing market price of our Class A common stock on September 30, 2011, the aggregate intrinsic value of our stock options was as follows:

	As of September 30, 2011	
	Options Outstanding	Options Exercisable
	(In thousands)	
Aggregate intrinsic value	\$ 129,148	\$ 25,616

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

Our restricted stock unit activity was as follows:

	<b>For the Nine Months Ended September 30, 2011</b>	
	<b>Restricted Stock Units</b>	<b>Weighted- Average Grant Date Fair Value</b>
Total restricted stock units outstanding, beginning of period	1,564,332	\$ 23.00
Granted	300,000	\$ 30.67
Vested	(6,875)	\$ 11.09
Forfeited and cancelled	(425,461)	\$ 26.44
Total restricted stock units outstanding, end of period	1,431,996	\$ 23.66
Restricted Performance Units outstanding, end of period (1)	1,375,871	\$ 23.35

(1) These Restricted Performance Units are included in the caption Total restricted stock units outstanding, end of period. See discussion of the 2005 LTIP, 2008 LTIP and other employee performance awards below.

***Long-Term Performance Based Plans***

**2005 LTIP.** During 2005, we adopted a long-term, performance based stock incentive plan (the 2005 LTIP). The 2005 LTIP provides stock options and restricted stock units, either alone or in combination, which vest over seven years at the rate of 10% per year during the first four years, and at the rate of 20% per year thereafter. Exercise of the stock awards is subject to the foregoing vesting schedule and a performance condition that a company-specific subscriber goal is achieved by March 31, 2015.

Contingent compensation related to the 2005 LTIP will not be recorded in our financial statements unless and until management concludes achievement of the performance condition is probable. Given the competitive nature of our business, small variations in subscriber churn, gross new subscriber addition rates and certain other factors can significantly impact subscriber growth. Consequently, while it was determined that achievement of the goal was not probable as of September 30, 2011, that assessment could change in the future.

If all of the stock awards under the 2005 LTIP were vested and the goal had been met or if we had determined that achievement of the goal was probable during the nine months ended September 30, 2011, we would have recorded total non-cash, stock-based compensation expense for our employees as indicated in the table below. If the goal is met and there are unvested stock awards at that time, the vested amounts would be expensed immediately on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss), with the unvested portion

Edgar Filing: DISH Network CORP - Form 10-Q

recognized ratably over the remaining vesting period.

	2005 LTIP	
	Total	Vested Portion (1)
	(In thousands)	
DISH Network awards held by DISH Network employees	\$ 36,373	\$ 26,207
EchoStar awards held by DISH Network employees	7,122	5,120
Total	\$ 43,495	\$ 31,327

---

(1) Represents the amount of this award that has met the foregoing vesting schedule and would therefore vest upon achievement of the performance condition.



Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

**2008 LTIP.** During 2008, we adopted a long-term, performance based stock incentive plan (the 2008 LTIP ). The 2008 LTIP provides stock options and restricted stock units, either alone or in combination, which vest based on company-specific subscriber and financial goals. Exercise of the stock awards is contingent on achieving these goals by December 31, 2015.

Although no awards vest until the company attains the performance goals, compensation related to the 2008 LTIP will be recorded based on management's assessment of the probability of meeting the remaining goals. If the remaining goals are probable of being achieved, we will begin recognizing the associated non-cash, stock-based compensation expense on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) over the estimated period to achieve the goal. See table below titled Estimated Remaining Non-Cash, Stock-Based Compensation Expense.

During the first quarter 2011, we determined that all of the 2008 LTIP performance goals are probable of achievement. As of September 30, 2011, 25% of the 2008 LTIP awards had vested. We are recognizing the associated non-cash stock-based compensation expense on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) over the estimated period for vesting of the remaining 75% of the awards, as indicated in the table below titled Non-Cash, Stock-Based Compensation Expense Recognized.

**Other Employee Performance Awards.** In addition to the above long-term, performance stock incentive plans, we have other stock awards that vest based on certain other company-specific subscriber and financial goals. Exercise of these stock awards is contingent on achieving certain performance goals.

Additional compensation related to these awards will be recorded based on management's assessment of the probability of meeting the remaining performance goals. If the remaining goals are probable of being achieved, we will begin recognizing the associated non-cash, stock-based compensation expense on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) over the estimated period to achieve the goal. See table below titled Estimated Remaining Non-Cash, Stock-Based Compensation Expense.

Although no awards vest until the performance goals are attained, we determined that certain goals were probable of achievement and, as a result, recorded non-cash, stock-based compensation expense for the three and nine months ended September 30, 2011 and 2010, as indicated in the table below titled Non-Cash, Stock-Based Compensation Expense Recognized.

Given the competitive nature of our business, small variations in subscriber churn, gross new subscriber addition rates and certain other factors can significantly impact subscriber growth. Consequently, while it was determined that achievement of certain company-specific subscriber and financial goals was not probable as of September 30, 2011, that assessment could change at any time.

The non-cash stock-based compensation expense associated with these awards is as follows:

<b>Estimated Remaining Non-Cash, Stock-Based Compensation Expense</b>	<b>2008 LTIP</b>	<b>Other Employee Performance Awards</b>
	<b>(In thousands)</b>	
Remaining expense estimated to be recognized during 2011	\$ 1,828	\$ 1,086
Estimated contingent expense subsequent to 2011	9,051	51,237
Total estimated remaining expense over the term of the plan	\$ 10,879	\$ 52,323

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

Non-Cash, Stock-Based Compensation Expense Recognized	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
	(In thousands)			
2008 LTIP	\$ 2,507	\$ 781	\$ 16,806	\$ 2,392
Other employee performance awards	159	15	147	247
Total non-cash, stock-based compensation expense recognized for performance based awards	\$ 2,666	\$ 796	\$ 16,953	\$ 2,639

Of the 22.6 million stock options and 1.4 million restricted stock units outstanding under our stock incentive plans as of September 30, 2011, the following awards were outstanding pursuant to our performance based stock incentive plans:

	As of September 30, 2011	
	Number of Awards	Weighted- Average Exercise Price
<b><u>Performance Based Stock Options</u></b>		
2005 LTIP	3,350,000	\$ 22.93
2008 LTIP	4,477,625	\$ 11.48
Other employee performance awards	3,200,000	\$ 23.01
Total	11,027,625	\$ 18.30
<b><u>Restricted Performance Units and Other</u></b>		
2005 LTIP	443,996	
2008 LTIP	31,875	
Other employee performance awards	900,000	
Total	1,375,871	

***Stock-Based Compensation***

During the nine months ended September 30, 2010, we incurred \$3 million of additional non-cash, stock-based compensation cost in connection with the Stock Option Adjustment discussed previously. This amount is included in the table below. Total non-cash, stock-based compensation expense for all of our employees is shown in the following table for the three and nine months ended September 30, 2011 and 2010 and was allocated to the same expense categories as the base compensation for such employees:

For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
2011	2010	2011	2010
(In thousands)			

Edgar Filing: DISH Network CORP - Form 10-Q

Subscriber-related	\$	335	\$	227	\$	1,652	\$	910
General and administrative		6,365		2,889		23,943		11,416
Total non-cash, stock-based compensation	\$	6,700	\$	3,116	\$	25,595	\$	12,326

As of September 30, 2011, our total unrecognized compensation cost related to our non-performance based unvested stock awards was \$29 million and includes compensation expense that we will recognize for EchoStar stock awards held by our employees as a result of the Spin-off. This cost is based on an estimated future forfeiture rate of approximately 3.7% per year and will be recognized over a weighted-average period of approximately three years. Share-based compensation expense is recognized based on stock awards ultimately expected to vest and is reduced for estimated forfeitures. Forfeitures are estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates. Changes in the estimated forfeiture rate can have a

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

significant effect on share-based compensation expense since the effect of adjusting the rate is recognized in the period the forfeiture estimate is changed.

**Valuation**

The fair value of each stock option for the three and nine months ended September 30, 2011 and 2010 was estimated at the date of the grant using a Black-Scholes option valuation model with the following assumptions:

Stock Options	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
Risk-free interest rate	0.69% - 1.31%	1.50% - 1.71%	0.69% - 3.18%	1.50% - 2.89%
Volatility factor	36.67% - 44.68%	35.50% - 37.86%	31.74% - 44.68%	33.33% - 37.86%
Expected term of options in years	3.9 - 6.5	5.4 - 6.4	3.9 - 10.0	5.4 - 7.5
Weighted-average fair value of options granted	\$8.73 - \$9.68	\$7.05 - \$7.32	\$8.73 - \$14.77	\$6.83 - \$8.14

On November 1, 2011, our Board of Directors declared a dividend of \$2.00 per share on our outstanding Class A and Class B common stock. The dividend will be payable in cash on December 1, 2011 to shareholders of record on November 17, 2011. We do not intend to pay additional dividends on our common stock and accordingly, the dividend yield percentage used in the Black-Scholes option valuation model is set at zero for all periods. The Black-Scholes option valuation model was developed for use in estimating the fair value of traded stock options which have no vesting restrictions and are fully transferable. Consequently, our estimate of fair value may differ from other valuation models. Further, the Black-Scholes option valuation model requires the input of highly subjective assumptions. Changes in the subjective input assumptions can materially affect the fair value estimate.

We will continue to evaluate the assumptions used to derive the estimated fair value of our stock options as new events or changes in circumstances become known.

**9. Acquisitions**

When we acquire a business we recognize the assets acquired, liabilities assumed and any noncontrolling interests at fair value. We expense all transaction costs related to the acquisition as incurred.

***Blockbuster Acquisition***

On April 26, 2011, we completed the Blockbuster Acquisition. We acquired Blockbuster operations in the United States and in certain foreign countries. Our winning bid in the bankruptcy court auction was valued at \$321 million. We paid \$238 million, including \$226 million in cash and \$12 million in certain assumed liabilities. Of the \$226 million paid in cash, \$20 million was placed in escrow. Subsequent to this payment, we received a \$4 million refund from escrow, resulting in a net purchase price of \$234 million. Blockbuster primarily offers movies and video games for sale and rental through multiple distribution channels such as retail stores, by-mail, digital devices, the blockbuster.com website and the BLOCKBUSTER On Demand service. The Blockbuster Acquisition complements our core business of delivering high-quality video entertainment to consumers.

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

This transaction was accounted for as a business combination using the acquisition method of accounting. The preliminary allocation of the purchase consideration is in the table below and is incomplete until our final evaluation of fair value is determined.

	<b>Preliminary Purchase Price Allocation (In thousands)</b>
Cash	\$ 107,061
Current assets	153,258
Property and equipment	28,663
Acquisition intangibles	12,177
Other noncurrent assets	12,856
Current liabilities	(80,431)
Total purchase price	\$ 233,584

The pro forma revenue and earnings associated with the Blockbuster Acquisition are not included in this filing. Due to the material ongoing modifications of the business, management has determined that insufficient information exists to accurately develop meaningful historical pro forma financial information. Moreover, the historical operations of Blockbuster materially changed during the periods preceding the acquisition as a result of Blockbuster Inc.'s bankruptcy proceedings, and any historical pro forma information would not prove useful in assessing our post acquisition earnings and cash flows. The cost of goods sold on a unit basis for Blockbuster in the current period was lower-than-historical results. The carrying values in the current period of the rental library and merchandise inventories ( Blockbuster Inventory ) were reduced to their estimated fair value due to the application of purchase accounting. This impact on cost of goods sold on a unit basis will diminish in the future as we purchase new Blockbuster Inventory.

***TerreStar Transaction***

Gamma Acquisition L.L.C. ( Gamma ), a wholly-owned subsidiary of DISH Network, entered into an asset purchase agreement with TerreStar Networks, Inc. ( TerreStar ) and certain of its subsidiaries on June 14, 2011, under which Gamma would acquire substantially all of the assets of TerreStar and its subsidiaries for a cash purchase price of \$1.375 billion and agreed to assume certain liabilities associated with the ongoing operations of the business being acquired (the TerreStar Transaction ). On July 7, 2011, the U.S. Bankruptcy Court for the Southern District of New York approved the asset purchase agreement with TerreStar and we subsequently paid \$1.345 billion of the cash purchase price. DISH Network is a party to the asset purchase agreement solely with respect to certain guaranty obligations. Consummation of the acquisition contemplated in the asset purchase agreement is subject to, among other things, approval by the FCC and the Canadian federal Department of Industry. The remaining \$30 million of the purchase price will be paid upon closing of the transaction, or upon certain other conditions being met under the asset purchase agreement. In the event that the necessary approvals from the FCC and the Canadian federal Department of Industry are not obtained, Gamma has the right under the purchase agreement to require TerreStar to sell substantially all of its assets to a third party and to receive the proceeds of such sale. Additionally, Gamma is responsible for providing certain working capital and certain administrative expenses of TerreStar and certain of its subsidiaries beyond December 31, 2011.

We expect that this transaction will be accounted for as a business combination using the acquisition method of accounting. We also expect to allocate the purchase price to the various components of the acquisition based upon the fair value of each component using various valuation techniques, including the market approach, income approach and/or cost approach. We expect the purchase price of the TerreStar assets to be allocated to, among other things, spectrum and satellites.



Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

**10. Commitments and Contingencies****Commitments**

On May 5, 2011, we issued \$2.0 billion aggregate principal amount of our ten-year, 6 3/4% Senior Notes due June 1, 2021 at an issue price of 99.093%. Interest accrues at an annual rate of 6 3/4% and is payable semi-annually in cash, in arrears on June 1 and December 1 of each year, commencing on December 1, 2011.

***Blockbuster***

In connection with the Blockbuster Acquisition, we assumed or entered into new leases that had an aggregate commitment of \$267 million detailed by year in the table below.

	<b>Future Commitments (In thousands)</b>	
2011	\$	39,045
2012		75,978
2013		48,836
2014		32,501
2015		18,348
Thereafter		52,718
Total	\$	267,426

As of September 30, 2011, our lease commitments increased by \$48 million compared to the amount disclosed as of June 30, 2011 as a result of the assumption of additional domestic store leases during the third quarter.

***TiVo Inc.***

## Edgar Filing: DISH Network CORP - Form 10-Q

We are responsible for making future payments to TiVo of \$190 million in six equal annual installments between 2012 and 2017 related to the TiVo settlement. See further discussion under *TiVo Inc.* below.

### *Spectrum Investments*

In 2008, we paid \$712 million to acquire certain 700 MHz wireless licenses, which were granted to us by the FCC in February 2009. During the first quarter 2011, we entered into transactions to acquire 100% of the equity of reorganized DBSD North America for approximately \$1.4 billion. Our ultimate acquisition of 100% of the equity of reorganized DBSD North America is subject to the satisfaction of certain conditions, including approval by the FCC and DBSD North America's emergence from bankruptcy. In addition, in June 2011, we entered into an asset purchase agreement under which we would acquire substantially all of the assets of TerreStar for a purchase price of \$1.375 billion, assume certain liabilities associated with the ongoing operations of the business being acquired and provide certain working capital and pay certain administrative expenses of TerreStar and certain of its subsidiaries beyond December 31, 2011. Consummation of the TerreStar Transaction is subject to, among other things, approval by the FCC and the Canadian federal Department of Industry.

There can be no assurance that we will be able to develop and implement a business model that will realize a return on these spectrum investments or that we will be able to profitably deploy the assets represented by these spectrum investments. We will likely be required to make significant additional investments or partner with others to commercialize these licenses. In addition, we have not received approval from the FCC for our acquisition of DBSD North America or approvals from the FCC and the Canadian federal Department of Industry for the TerreStar

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**    **Continued**

(Unaudited)

Transaction. Consequently, we do not yet know the full costs (including any build-out requirements) associated with complying with regulations applicable to our acquisition of DBSD North America or the TerreStar Transaction. Depending on the nature and scope of such commercialization and build-out, any such investment or partnership could vary significantly.

***Dividend***

On November 1, 2011, our Board of Directors declared a dividend of \$2.00 per share on our outstanding Class A and Class B common stock. The dividend will be payable in cash on December 1, 2011 to shareholders of record on November 17, 2011. If the dividend was based on the number of shares of our Class A and B common stock outstanding as of October 31, 2011, we would distribute approximately \$892 million in cash to our shareholders.

***Guarantees***

In connection with the Spin-off, we distributed certain satellite lease agreements to EchoStar and remained the guarantor under those capital leases for payments totaling approximately \$228 million over approximately the next four years.

In addition, during the third quarter 2009, EchoStar entered into a new satellite transponder service agreement for Nimiq 5 through 2024. We sublease this capacity from EchoStar and also guarantee a certain portion of its obligation under this agreement through 2019. As of September 30, 2011, the remaining obligation under this agreement is the guarantee of \$516 million.

As of September 30, 2011, we have not recorded a liability on the balance sheet for any of these guarantees.

**Contingencies**

***Separation Agreement***

## Edgar Filing: DISH Network CORP - Form 10-Q

In connection with the Spin-off, we entered into a separation agreement with EchoStar that provides, among other things, for the division of certain liabilities, including liabilities resulting from litigation. Under the terms of the separation agreement, EchoStar has assumed certain liabilities that relate to its business including certain designated liabilities for acts or omissions that occurred prior to the Spin-off. Certain specific provisions govern intellectual property related claims under which, generally, EchoStar will only be liable for its acts or omissions following the Spin-off and we will indemnify EchoStar for any liabilities or damages resulting from intellectual property claims relating to the period prior to the Spin-off as well as our acts or omissions following the Spin-off.

### *Litigation*

We are involved in a number of legal proceedings (including those described below) concerning matters arising in connection with the conduct of our business activities. Many of these proceedings are at preliminary stages, and many of these cases seek an indeterminate amount of damages. We regularly evaluate the status of legal proceedings in which we are involved, to assess whether a loss is probable or there is a reasonable possibility that a loss or additional loss may have been incurred and determine if accruals are appropriate. We further evaluate each legal proceeding to assess whether an estimate of the possible loss or range of possible loss can be made, if accruals are not appropriate.

For certain cases described below, management is unable to provide a meaningful estimate of the possible loss or range of possible loss because, among other reasons, (i) the proceedings are in various stages; (ii) damages have not been sought; (iii) damages are unsupported and/or exaggerated; (iv) there is uncertainty as to the outcome of pending appeals or motions; (v) there are significant factual issues to be resolved; and/or (vi) there are novel legal issues or unsettled legal theories to be presented or a large number of parties (as with many patent-related cases). For these cases, however, management does not believe, based on currently available information, that the outcomes of these proceedings will have a material adverse effect on our financial condition, though the outcomes could be material to our operating results for any particular period, depending, in part, upon the operating results for such period.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

***Broadcast Innovation, L.L.C.***

During 2001, Broadcast Innovation, L.L.C. ( Broadcast Innovation ) filed a lawsuit against us, DirecTV, Thomson Consumer Electronics and others in United States District Court in Denver, Colorado. Broadcast Innovation is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. The suit alleges infringement of United States Patent Nos. 6,076,094 (the 094 patent) and 4,992,066 (the 066 patent). The 094 patent relates to certain methods and devices for transmitting and receiving data along with specific formatting information for the data. The 066 patent relates to certain methods and devices for providing the scrambling circuitry for a pay television system on removable cards. Subsequently, DirecTV and Thomson settled with Broadcast Innovation leaving us as the only defendant.

During 2004, the District Court issued an order finding the 066 patent invalid. Also in 2004, the District Court found the 094 patent invalid in a parallel case filed by Broadcast Innovation against Charter and Comcast. In 2005, the United States Court of Appeals for the Federal Circuit overturned that finding of invalidity with respect to the 094 patent and remanded the Charter case back to the District Court. During June 2006, Charter filed a reexamination request with the United States Patent and Trademark Office. The District Court has stayed the Charter case pending reexamination, and our case has been stayed pending resolution of the Charter case.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Channel Bundling Class Action***

During 2007, a purported class of cable and satellite subscribers filed an antitrust action against us in the United States District Court for the Central District of California. The suit also names as defendants DirecTV, Comcast, Cablevision, Cox, Charter, Time Warner, Inc., Time Warner Cable, NBC Universal, Viacom, Fox Entertainment Group and Walt Disney Company. The suit alleges, among other things, that the defendants engaged in a conspiracy to provide customers with access only to bundled channel offerings as opposed to giving customers the ability to purchase channels on an a la carte basis. On October 16, 2009, the District Court granted defendants motion to dismiss with prejudice. On June 3, 2011, the U.S. Court of Appeals for the Ninth Circuit affirmed the District Court's motion to dismiss with prejudice. The plaintiff class sought rehearing en banc. On October 31, 2011, the Ninth Circuit issued an order vacating the June 3, 2011 order, directing that a 3-judge panel be reconstituted, and denying the plaintiff class motion for rehearing as moot. We intend to vigorously defend this case. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***ESPN***

During 2008, we filed a lawsuit against ESPN, Inc., ESPN Classic, Inc., ABC Cable Networks Group, Soapnet L.L.C. and International Family Entertainment (collectively, ESPN ) for breach of contract in New York State Supreme Court. Our complaint alleges that ESPN failed to provide us with certain high-definition feeds of the Disney Channel, ESPN News, Toon and ABC Family. ESPN asserted a counterclaim, and then filed a motion for summary judgment, alleging that we owed approximately \$35 million under the applicable affiliation agreements. We brought a motion to amend our complaint to assert that ESPN was in breach of certain most-favored-nation provisions under the applicable affiliation agreements. On April 15, 2009, the New York State Supreme Court granted our motion to amend the complaint, and granted, in part, ESPN's motion on the counterclaim, finding that we are liable for some of the amount alleged to be owing but that the actual amount owing is disputed. We appealed the partial grant of ESPN's motion to the New York State Supreme Court, Appellate Division, First Department.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

After the partial grant of ESPN's motion, ESPN sought an additional \$30 million under the applicable affiliation agreements. On March 15, 2010, the New York State Supreme Court affirmed the prior grant of ESPN's motion and ruled that we owe the full amount of approximately \$66 million under the applicable affiliation agreement. On December 29, 2010, the New York State Supreme Court, Appellate Division, First Department affirmed the partial grant of ESPN's motion on the counterclaim. As of December 31, 2010, we had \$42 million recorded as a Litigation accrual on our Condensed Consolidated Balance Sheets.

On June 21, 2011, the First Department affirmed the New York Supreme Court's ruling that we owe approximately \$66 million under the applicable affiliation agreements and, on October 18, 2011, denied our motion for leave to appeal that decision to New York's highest court, the New York Court of Appeals. We intend to seek leave to appeal directly from the Court of Appeals. As a result of the First Department's June 2011 ruling, during the three and nine months ended September 30, 2011, we recorded zero and \$24 million of Litigation Expense on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss), respectively, and increased our Litigation accrual to a total of \$66 million as of September 30, 2011. This reflects our estimated exposure for ESPN's counterclaim. We intend to vigorously prosecute and defend this case.

***Ganas L.L.C.***

During August 2010, Ganas, L.L.C. (Ganas) filed suit against DISH DBS Corporation, our indirect wholly owned subsidiary, Sabre Holdings Corporation, SAP America, Inc., SAS Institute Inc., Scottrade, Inc., TD Ameritrade, Inc., The Charles Schwab Corporation, TiVo Inc., Unicoi Systems Inc., Xerox Corporation, Adobe Systems Inc., AOL Inc., Apple Inc., Axibase Corporation, DirecTV, E\*Trade Securities L.L.C., Exinda Networks, Fidelity Brokerage Services L.L.C., Firstrate Securities Inc., Hewlett-Packard Company, iControl Inc., International Business Machines Corporation and JPMorgan Chase & Co. in the United States District Court for the Eastern District of Texas alleging infringement of United States Patent Nos. 7,136,913, 7,325,053, and 7,734,756. The patents relate to hypertext transfer protocol and simple object access protocol. Ganas is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***InterAD Technologies, LLC***

On September 16, 2011, InterAD Technologies, LLC filed a complaint against our wholly-owned subsidiary DISH Network L.L.C., as well as EchoStar, EchoStar Technologies L.L.C., a wholly-owned subsidiary of EchoStar, Atlantic Broadband Finance, LLC, AT&T, Inc., Bright House

## Edgar Filing: DISH Network CORP - Form 10-Q

Networks, LLC, Cable One, Inc., Cequel Communications, LLC, Charter Communications Holding Company, LLC, Charter Communications, Inc., Comcast Corporation, Cox Communications, Inc., CSC Holdings, LLC, DirecTV, Inc., Insight Communications Company, Inc., Knology, Inc., Mediacom Broadband, LLC, RCN Telecom Services, LLC, Time Warner Cable, Inc., and Verizon, Inc. in the United States District Court for the District of Delaware alleging infringement of United States Patent No. 5,438,355, which is entitled Interactive System for Processing Viewer Responses to Television Programming.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.



Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

***Katz Communications***

During 2007, Ronald A. Katz Technology Licensing, L.P. ( Katz ) filed a patent infringement action against us in the United States District Court for the Northern District of California. The suit alleges infringement of 19 patents owned by Katz. The patents relate to interactive voice response, or IVR, technology. The case has been transferred and consolidated for pretrial purposes in the United States District Court for the Central District of California by order of the Judicial Panel on Multidistrict Litigation.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***LVL Patent Group, LLC***

On September 15, 2011, LVL Patent Group, LLC filed a complaint against our wholly-owned subsidiary DISH Network L.L.C., as well as EchoStar, EchoStar Technologies L.L.C., a wholly-owned subsidiary of EchoStar, and DirecTV, Inc. in the United States District Court for the District of Delaware alleging infringement of United States Patent No. 6,044,382, which is entitled Data Transaction Assembly Server.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***NorthPoint Technology***

On July 2, 2009, NorthPoint Technology, Ltd. filed suit against us, EchoStar and DirecTV in the United States District Court for the Western District of Texas alleging infringement of United States Patent No. 6,208,636 (the 636 patent). The 636 patent relates to the use of multiple low-noise block converter feedhorns, or LNBFs, which are antennas used for satellite reception. On April 21, 2011, the U.S. Patent and Trademark Office issued an order granting reexamination of the 636 patent. On June 21, 2011, the District Court entered summary judgment in our favor, finding that all asserted claims of the 636 patent are invalid. The plaintiff has appealed.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

*Olympic Developments*

On January 20, 2011, Olympic Developments AG, LLC ( Olympic ) filed suit against us, Atlantic Broadband, Inc., Bright House Networks, LLC, Cable One, Inc., Cequel Communications Holdings I, LLC, CSC Holdings, LLC, GCI Communication Corp., Insight Communications Company, Inc., Knology, Inc., Mediacom Communications Corporation and RCN Telecom Services, LLC in the United States District Court for the Central District of California alleging infringement of United States Patent Nos. 5,475,585 and 6,246,400. The patents relate to on-demand services. Olympic is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. On June 13, 2011, the case was transferred to the Northern District of California.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Personalized Media Communications***

During 2008, Personalized Media Communications, Inc. ( PMC ) filed suit against us, EchoStar and Motorola Inc. in the United States District Court for the Eastern District of Texas alleging infringement of United States Patent Nos. 4,694,490; 5,109,414; 4,965,825; 5,233,654; 5,335,277; and 5,887,243, which relate to satellite signal processing. PMC is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. Subsequently, Motorola Inc. settled with PMC leaving EchoStar and us as the only defendants.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Retailer Class Actions***

During 2000, lawsuits were filed by retailers in Colorado state and federal courts attempting to certify nationwide classes on behalf of certain of our retailers. The plaintiffs requested that the Courts declare certain provisions of, and changes to, alleged agreements between us and the retailers invalid and unenforceable, and to award damages for lost incentives and payments, charge backs and other compensation. On September 20, 2010, we agreed to a settlement of both lawsuits that provides, among other things, for mutual releases of the claims underlying the litigation, payment by us of up to \$60 million, and the option for certain class members to elect to reinstate certain monthly incentive payments, which the parties agreed have an aggregate maximum value of \$23 million. We cannot predict with any degree of certainty how many class members will elect to reinstate these monthly incentive payments. As a result, a \$60 million Litigation accrual was recorded as of December 31, 2010 on our Condensed Consolidated Balance Sheets. On February 9, 2011, the court granted final approval of the settlement, and we made a \$60 million settlement payment on April 28, 2011.

***Suomen Colorize Oy***

## Edgar Filing: DISH Network CORP - Form 10-Q

During October 2010, Suomen Colorize Oy ( Suomen ) filed suit against DISH Network L.L.C., our indirect wholly owned subsidiary, and EchoStar in the United States District Court for the Middle District of Florida alleging infringement of United States Patent No. 7,277,398. The abstract of the patent states that the claims are directed to a method and terminal for providing services in a telecommunication network. Suomen is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. The action has been transferred to the United States District Court for the District of Colorado.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

***Technology Development Licensing***

On January 22, 2009, Technology Development and Licensing L.L.C. ( TDL ) filed suit against us and EchoStar in the United States District Court for the Northern District of Illinois alleging infringement of United States Patent No. Re. 35,952, which relates to certain favorite channel features. TDL is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. In July 2009, the Court granted our motion to stay the case pending two reexamination petitions before the Patent and Trademark Office.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***TiVo Inc.***

In connection with our litigation with TiVo Inc. ( TiVo ), which is described in our periodic reports filed with the Securities and Exchange Commission, including in our annual report on Form 10-K for the year ended December 31, 2010 under the caption Item 3. Legal Proceedings TiVo Inc., on April 20, 2011, the U.S. Court of Appeals for the Federal Circuit vacated the District Court's contempt ruling on infringement, articulated a new standard for determining colorable difference and remanded that issue back to the District Court for determination. The Federal Circuit also vacated the District Court's amended injunction requiring that we inform the court of any further attempts to design around TiVo's United States Patent No. 6,233,389 (the 389 patent) and seek approval from the court before any such design-around is implemented. The Federal Circuit also vacated the infringement damages for the period after we deployed our original alternative technology (although it did not foreclose that damages may be reinstated if upon remand a new court or jury decision found that the original alternative technology infringed TiVo's 389 patent). The Federal Circuit affirmed the District Court's contempt ruling on disablement, holding that the original 2006 injunction required that we disable DVR functionality in all but approximately 192,000 digital set-top boxes deployed with customers (the Disablement Provision ) and affirmed the \$90 million in contempt sanctions awarded against us for violating the Disablement Provision.

On April 29, 2011, we and EchoStar entered into a settlement agreement with TiVo. The settlement resolves all pending litigation between us and EchoStar, on the one hand, and TiVo, on the other hand, including litigation relating to alleged patent infringement involving certain DISH Network digital video recorders, or DVRs, which litigation is described in our periodic reports filed with the Securities and Exchange Commission including in our annual report on Form 10-K for the year ended December 31, 2010 under the caption Item 3. Legal Proceedings TiVo Inc.

## Edgar Filing: DISH Network CORP - Form 10-Q

Under the settlement agreement, all pending litigation has been dismissed with prejudice and all injunctions that permanently restrain, enjoin or compel any action by us or EchoStar have been dissolved. We and EchoStar are jointly responsible for making payments to TiVo in the aggregate amount of \$500 million, including an initial payment of \$300 million and the remaining \$200 million in six equal annual installments between 2012 and 2017. Pursuant to the terms and conditions of the agreements entered into in connection with the Spin-off of EchoStar from us, we made the initial payment to TiVo in May 2011, except for the contribution from EchoStar totaling approximately \$10 million, representing an allocation of liability relating to EchoStar's sales of DVR-enabled receivers to an international customer. Future payments will be allocated between us and EchoStar based on historical sales of certain licensed products, with us being responsible for 95% of each annual payment.

As previously disclosed, our total litigation accrual for TiVo was \$517 million as of December 31, 2010. As a result of the settlement agreement, we reversed \$335 million of this accrual and made a payment of approximately \$290 million for our portion of the initial payment to TiVo. Of this amount, approximately \$182 million relates to prior periods and the remaining \$108 million represents a prepayment. Our \$108 million prepayment and our \$190

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

million share of the remaining payments, a total of \$298 million, will be expensed ratably as a subscriber-related expense from April 1, 2011 through July 31, 2018, the expiration date of the 389 patent. In connection with our TiVo settlement, TiVo agreed to advertise and market certain of our products and services. As a result, \$6 million was recognized as a reduction of litigation expense and we recorded a pre-paid marketing asset on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) and our Condensed Consolidated Balance Sheets, respectively. The amount of the pre-paid license agreement is being amortized as costs of sales over the six-year term of the agreement.

In addition, under the settlement agreement, TiVo granted us a license under its 389 patent and certain related patents, for the remaining life of those patents, with respect to DISH-branded and co-branded products and services.

We and EchoStar, on the one hand, and TiVo, on the other hand, have also agreed on mutual releases of certain related claims and agreed not to challenge each other's DVR technology-related patents that are licensed under the settlement agreement.

Because both we and EchoStar were defendants in the TiVo lawsuit, we and EchoStar were jointly and severally liable to TiVo for any final damages and sanctions that could have been awarded by the District Court. As previously disclosed, we determined that we were obligated under the agreements entered into in connection with the Spin-off to indemnify EchoStar for substantially all liability arising from this lawsuit. EchoStar contributed an amount equal to its \$5 million intellectual property liability limit under the receiver agreement. We and EchoStar further agreed that EchoStar's \$5 million contribution would not exhaust EchoStar's liability to us for other intellectual property claims that may arise under the receiver agreement. We and EchoStar also agreed that we would each be entitled to joint ownership of, and a cross-license to use, any intellectual property developed in connection with any potential new alternative technology. Any amounts that EchoStar is responsible for under the settlement agreement with TiVo are in addition to the \$5 million contribution previously made by EchoStar.

***Voom***

In January 2008, Voom HD Holdings (Voom) filed a lawsuit against us in New York Supreme Court, alleging breach of contract and other claims arising from our termination of the affiliation agreement governing carriage of certain Voom HD channels on the DISH Network satellite TV service. At that time, Voom also sought a preliminary injunction to prevent us from terminating the agreement. The Court denied Voom's request, finding, among other things, that Voom had not demonstrated that it was likely to prevail on the merits. In April 2010, we and Voom each filed motions for summary judgment. Voom later filed two motions seeking discovery sanctions. On November 9, 2010, the Court issued a decision denying both motions for summary judgment, but granting Voom's motions for discovery sanctions. The Court's decision provides for an adverse inference jury instruction at trial and precludes our damages expert from testifying at trial. We appealed the grant of Voom's motion for discovery sanctions to the New York State Supreme Court, Appellate Division, First Department. On February 15, 2011, the appellate Court granted our motion to stay the trial pending our appeal. Oral argument on the appeal took place on April 27, 2011. Voom is claiming over \$2.5 billion in damages. We intend to vigorously defend this case. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

*Other*

In addition to the above actions, we are subject to various other legal proceedings and claims which arise in the ordinary course of business, including, among other things, disputes with programmers regarding fees. In our opinion, the amount of ultimate liability with respect to any of these actions is unlikely to materially affect our financial position, results of operations or liquidity.



Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**11. Segment Reporting**

Operating segments are components of an enterprise for which separate financial information is available and regularly evaluated by the chief operating decision maker(s) of an enterprise. Under this definition, we operate two primary business segments.

- **DISH Network.** The DISH Network® DBS subscription television service in the United States had 13.945 million subscribers as of September 30, 2011. The DISH Network DBS System consists of FCC licenses authorizing us to use DBS and FSS spectrum, our owned and leased satellites, receiver systems, third-party broadcast operations, customer service facilities, leased fiber network, in-home service and call center operations, and certain other assets utilized in our operations.

- **Blockbuster.** On April 26, 2011, we completed the Blockbuster Acquisition. We acquired Blockbuster operations in the United States and in certain foreign countries. Blockbuster primarily offers movies and video games for sale and rental through multiple distribution channels such as retail stores, by-mail, digital devices, the blockbuster.com website and the BLOCKBUSTER On Demand service.

	As of	
	September 30, 2011	December 31, 2010
	(In thousands)	
<b>Total assets:</b>		
DISH Network	\$ 12,622,688	\$ 9,632,153
Blockbuster	412,802	
Total assets	\$ 13,035,490	\$ 9,632,153

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
	(In thousands)			
<b>Revenue:</b>				
DISH Network	\$ 3,255,599	\$ 3,207,728	\$ 9,815,938	\$ 9,434,165
Blockbuster (1)	347,052		601,005	
Total revenue	\$ 3,602,651	\$ 3,207,728	\$ 10,416,943	\$ 9,434,165
<b>Net income (loss) attributable to DISH Network common shareholders:</b>				
DISH Network	\$ 319,276	\$ 244,964	\$ 1,199,906	\$ 732,901

Edgar Filing: DISH Network CORP - Form 10-Q

Blockbuster (1)		(177)				3,347		
Total net income (loss) attributable to DISH Network common shareholders	\$	319,099	\$	244,964	\$	1,203,253	\$	732,901

---

(1) For the nine months ended September 30, 2011, this reflects the Blockbuster revenue and net income from the acquisition date of April 26, 2011 to September 30, 2011.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

**12. Related Party Transactions**

**Related Party Transactions with EchoStar**

Following the Spin-off, EchoStar has operated as a separate public company, and we have no continued ownership interest in EchoStar. However, a substantial majority of the voting power of the shares of both companies is owned beneficially by Charles W. Ergen, our Chairman, or by certain trusts established by Mr. Ergen for the benefit of his family.

EchoStar is our primary supplier of set-top boxes and digital broadcast operations and our key supplier of transponder capacity. Generally, the prices charged for products and services provided under the agreements entered into in connection with the Spin-off are based on pricing equal to EchoStar's cost plus a fixed margin (unless noted differently below), which will vary depending on the nature of the products and services provided.

In connection with the Spin-off and subsequent to the Spin-off, we and EchoStar have entered into certain agreements pursuant to which we obtain certain products, services and rights from EchoStar, EchoStar obtains certain products, services and rights from us, and we and EchoStar have indemnified each other against certain liabilities arising from our respective businesses. We also may enter into additional agreements with EchoStar in the future. The following is a summary of the terms of the principal agreements that we have entered into with EchoStar that may have an impact on our financial position and results of operations.

***Equipment sales - EchoStar***

***Remanufactured Receiver Agreement.*** In connection with the Spin-off, we entered into a remanufactured receiver agreement with EchoStar pursuant to which EchoStar has the right, but not the obligation, to purchase remanufactured receivers and accessories from us at cost plus a fixed margin, which varies depending on the nature of the equipment purchased. In November 2011, we and EchoStar extended this agreement until December 31, 2012. EchoStar may terminate the remanufactured receiver agreement for any reason upon at least 60 days notice to us. We may also terminate this agreement if certain entities acquire us.

***Services and other revenue - EchoStar***

## Edgar Filing: DISH Network CORP - Form 10-Q

*Professional Services Agreement.* Prior to 2010, in connection with the Spin-off, we entered into various agreements with EchoStar including the transition services agreement, satellite procurement agreement and services agreement, which all expired on January 1, 2010 and were replaced by the professional services agreement. During 2009, we and EchoStar agreed that EchoStar shall continue to have the right, but not the obligation, to receive from us the following services, among others: information technology, travel and event coordination, internal audit, legal, accounting and tax, benefits administration, program management and other support services. Additionally, we and EchoStar agreed that we shall continue to have the right, but not the obligation, to engage EchoStar to manage the process of procuring new satellite capacity for DISH Network and receive logistics, procurement and quality assurance services from EchoStar. The professional services agreement expires on January 1, 2012, but renews automatically for successive one-year periods thereafter, unless terminated earlier by either party upon at least 60 days notice. However, either party may terminate the services it receives with respect to a particular service for any reason upon at least 30 days notice.

*Management Services Agreement.* In connection with the Spin-off, we entered into a management services agreement with EchoStar pursuant to which we make certain of our officers available to provide services (which are primarily legal and accounting services) to EchoStar. Specifically, R. Stanton Dodge and Paul W. Orban remain employed by us, but also serve as EchoStar's Executive Vice President and General Counsel, and Senior Vice President and Controller, respectively. EchoStar makes payments to us based upon an allocable portion of the personnel costs and expenses incurred by us with respect to such officers (taking into account wages and fringe

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

benefits). These allocations are based upon the estimated percentages of time to be spent by our executive officers performing services for EchoStar under the management services agreement. EchoStar also reimburses us for direct out-of-pocket costs incurred by us for management services provided to EchoStar. We and EchoStar evaluate all charges for reasonableness at least annually and make any adjustments to these charges as we and EchoStar mutually agree upon.

The management services agreement automatically renewed on January 1, 2011 for an additional one-year period until January 1, 2012 and renews automatically for successive one-year periods thereafter, unless terminated earlier: (i) by EchoStar at any time upon at least 30 days prior notice; (ii) by us at the end of any renewal term, upon at least 180 days notice; or (iii) by us upon notice to EchoStar, following certain changes in control.

*Satellite Capacity Leased to EchoStar.* During 2009, we entered into a satellite capacity agreement pursuant to which EchoStar leases certain satellite capacity from us on EchoStar I. The fee for the services provided under this satellite capacity agreement depends, among other things, upon the orbital location of the satellite and the length of the lease. The lease generally terminates upon the earlier of: (i) the end of life or replacement of the satellite (unless EchoStar determines to renew on a year-to-year basis); (ii) the date the satellite fails; (iii) the date the transponder on which service is being provided fails; or (iv) a certain date, which depends, among other things, upon the estimated useful life of the satellite, whether the replacement satellite fails at launch or in orbit prior to being placed into service, and the exercise of certain renewal options. EchoStar generally has the option to renew this lease on a year-to-year basis through the end of the satellite's life. There can be no assurance that any options to renew this agreement will be exercised.

*Real Estate Lease Agreement.* During 2008, we entered into a sublease for space at 185 Varick Street, New York, New York to EchoStar for a period of approximately seven years. The rent on a per square foot basis for this sublease was comparable to per square foot rental rates of similar commercial property in the same geographic area at the time of the sublease, and EchoStar is responsible for its portion of the taxes, insurance, utilities and maintenance of the premises.

***Satellite and transmission expenses*** EchoStar

*Broadcast Agreement.* In connection with the Spin-off, we entered into a broadcast agreement pursuant to which EchoStar provides certain broadcast services to us, including teleport services such as transmission and downlinking, channel origination services, and channel management services for a period ending on January 1, 2012. We may terminate channel origination services and channel management services for any reason and without any liability upon at least 60 days notice to EchoStar. If we terminate teleport services for a reason other than EchoStar's breach, we are obligated to pay EchoStar the aggregate amount of the remainder of the expected cost of providing the teleport services. The fees for services provided under the broadcast agreement are calculated at cost plus a fixed margin, which varies depending on the nature of the products and services provided. We expect to enter into an agreement pursuant to which EchoStar will continue to provide certain broadcast services to us after January 1, 2012.

*Broadcast Agreement for Certain Sports Related Programming.* During May 2010, we entered into a broadcast agreement pursuant to which EchoStar provides certain broadcast services to us in connection with our carriage of certain sports related programming. The term of this agreement is for ten years. If we terminate this agreement for a reason other than EchoStar's breach, we are generally obligated to reimburse EchoStar for any direct costs EchoStar incurs related to any such termination that it cannot reasonably mitigate. The fees for the broadcast services provided under this agreement depend, among other things, upon the cost to develop and provide such services.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

*Satellite Capacity Leased from EchoStar.* In connection with the Spin-off and subsequent to the Spin-off, we entered into certain satellite capacity agreements pursuant to which we lease certain satellite capacity on certain satellites owned or leased by EchoStar. The fees for the services provided under these satellite capacity agreements depend, among other things, upon the orbital location of the applicable satellite and the length of the lease. The term of each of the leases is set forth below:

*EchoStar III, VI, VIII and XII.* We lease certain satellite capacity from EchoStar on EchoStar VI, VIII and XII. The leases generally terminate upon the earlier of: (i) the end of life or replacement of the satellite (unless we determine to renew on a year-to-year basis); (ii) the date the satellite fails; (iii) the date the transponder on which service is being provided fails; or (iv) a certain date, which depends upon, among other things, the estimated useful life of the satellite, whether the replacement satellite fails at launch or in orbit prior to being placed into service and the exercise of certain renewal options. We generally have the option to renew each lease on a year-to-year basis through the end of the respective satellite's life. There can be no assurance that any options to renew such agreements will be exercised. In August 2010, our lease of EchoStar III terminated when it was replaced by EchoStar XV.

*EchoStar IX.* We lease certain satellite capacity from EchoStar on EchoStar IX. Subject to availability, we generally have the right to continue to lease satellite capacity from EchoStar on EchoStar IX on a month-to-month basis.

*EchoStar XVI.* We will lease certain satellite capacity from EchoStar on EchoStar XVI after its service commencement date and this lease generally terminates upon the earlier of: (i) the end of life or replacement of the satellite; (ii) the date the satellite fails; (iii) the date the transponder(s) on which service is being provided under the agreement fails; or (iv) ten years following the actual service commencement date. Upon expiration of the initial term, we have the option to renew on a year-to-year basis through the end of life of the satellite. There can be no assurance that any options to renew this agreement will be exercised. EchoStar XVI is expected to be launched during the second half of 2012.

*EchoStar XV.* EchoStar XV is owned by us and is operated at the 61.5 degree orbital location. The FCC has granted EchoStar an authorization to operate the satellite at the 61.5 degree orbital location. For so long as EchoStar XV remains in service at the 61.5 degree orbital location, we are obligated to pay EchoStar a fee, which varies depending on the number of frequencies being used by EchoStar XV.

*Nimiq 5 Agreement.* During 2009, EchoStar entered into a fifteen-year satellite service agreement with Telesat Canada (Telesat) to receive service on all 32 DBS transponders on the Nimiq 5 satellite at the 72.7 degree orbital location (the Telesat Transponder Agreement). During 2009, EchoStar also entered into a satellite service agreement (the DISH Telesat Agreement) with us, pursuant to which we will receive service from EchoStar on all 32 of the DBS transponders covered by the Telesat Transponder Agreement. We and EchoStar are currently receiving service on 29 of these DBS transponders and will receive service on the remaining three DBS transponders beginning January 1, 2012. We have also guaranteed certain obligations of EchoStar under the Telesat Transponder Agreement. See discussions under Guarantees in Note 10.

## Edgar Filing: DISH Network CORP - Form 10-Q

Under the terms of the DISH Telesat Agreement, we make certain monthly payments to EchoStar that commenced in 2009 when the Nimiq 5 satellite was placed into service and continue through the service term. Unless earlier terminated under the terms and conditions of the DISH Telesat Agreement, the service term will expire ten years following the date it was placed into service. Upon expiration of the initial term we have the option to renew the DISH Telesat Agreement on a year-to-year basis through the end of life of the Nimiq 5 satellite. Upon in-orbit failure or end of life of the Nimiq 5 satellite, and in certain other circumstances, we have certain rights to receive service from EchoStar on a replacement satellite. There can be no assurance that any options to renew this agreement will be exercised or that we will exercise our option to receive service on a replacement satellite.



Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

*QuetzSat-1 Lease Agreement.* During 2008, EchoStar entered into a ten-year satellite service agreement with SES Latin America S.A. ( SES ), which provides, among other things, for the provision by SES to EchoStar of service on 32 DBS transponders on the QuetzSat-1 satellite. During 2008, EchoStar also entered into a transponder service agreement ( QuetzSat-1 Transponder Agreement ) with us pursuant to which we will receive service from EchoStar on 24 of the DBS transponders. This agreement will be accounted for as an operating lease. QuetzSat-1 which was launched on September 29, 2011 is expected to replace EchoStar VIII during the first quarter 2012.

Under the terms of the QuetzSat-1 Transponder Agreement, we will make certain monthly payments to EchoStar commencing when the QuetzSat-1 satellite is placed into service and continuing through the service term. Unless earlier terminated under the terms and conditions of the QuetzSat-1 Transponder Agreement, the service term will expire ten years following the actual service commencement date. Upon expiration of the initial term, we have the option to renew the QuetzSat-1 Transponder Agreement on a year-to-year basis through the end of life of the QuetzSat-1 satellite. Upon an in-orbit failure or end of life of the QuetzSat-1 satellite, and in certain other circumstances, we have certain rights to receive service from EchoStar on a replacement satellite. There can be no assurance that any options to renew this agreement will be exercised or that we will exercise our option to receive service on a replacement satellite.

*TT&C Agreement.* In connection with the Spin-off, we entered into a telemetry, tracking and control ( TT&C ) agreement pursuant to which we receive TT&C services from EchoStar for a period ending on January 1, 2012. We expect to enter into an agreement pursuant to which EchoStar will continue to provide certain TT&C services to us after January 1, 2012. The fees for services provided under the TT&C agreement are calculated at cost plus a fixed margin. We may terminate the TT&C agreement for any reason upon at least 60 days notice.

*Cost of sales subscriber promotion subsidies EchoStar*

*Receiver Agreement.* EchoStar is currently our sole supplier of set-top box receivers. The table below indicates the dollar value of set-top boxes and other equipment that we purchased from EchoStar as well as the amount of purchases that are included in Cost of sales subscriber promotion subsidies EchoStar on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss). The remaining amount is included in Inventory and Property and equipment, net on our Condensed Consolidated Balance Sheets.

Purchases from EchoStar	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
	(In thousands)			
Set-top boxes and other equipment	\$ 339,272	\$ 392,821	\$ 882,027	\$ 1,161,508
Set-top boxes and other equipment included in Cost of sales subscriber promotion subsidies EchoStar	\$ 69,003	\$ 57,173	\$ 186,297	\$ 123,809

In connection with the Spin-off, we entered into a receiver agreement pursuant to which we have the right, but not the obligation, to purchase digital set-top boxes and related accessories, and other equipment from EchoStar for a period ending on January 1, 2012. The receiver agreement allows us to purchase digital set-top boxes, related accessories and other equipment from EchoStar at cost plus a fixed margin, which varies depending on the nature of the equipment purchased. Additionally, EchoStar provides us with standard manufacturer warranties for the goods sold under the receiver agreement. We may terminate the receiver agreement for any reason upon at least 60 days notice to EchoStar. EchoStar may terminate the receiver agreement if certain entities were to acquire us. The receiver agreement also includes an indemnification provision, whereby the parties indemnify each other for certain intellectual property matters. We expect to enter into an agreement pursuant to which we will continue to purchase digital set-top boxes and related components from EchoStar after January 1, 2012.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

***General and administrative expenses*** *EchoStar*

*Product Support Agreement.* In connection with the Spin-off, we entered into a product support agreement pursuant to which we have the right, but not the obligation, to receive product support from EchoStar (including certain engineering and technical support services) for all set-top boxes and related accessories that EchoStar has previously sold and in the future may sell to us. The fees for the services provided under the product support agreement are calculated at cost plus a fixed margin, which varies depending on the nature of the services provided. The term of the product support agreement is the economic life of such receivers and related accessories, unless terminated earlier. We may terminate the product support agreement for any reason upon at least 60 days notice. In the event of an early termination of this agreement, we are entitled to a refund of any unearned fees paid to EchoStar for the services.

*Real Estate Lease Agreements.* We have entered into lease agreements pursuant to which we lease certain real estate from EchoStar. The rent on a per square foot basis for each of the leases is comparable to per square foot rental rates of similar commercial property in the same geographic area, and EchoStar is responsible for its portion of the taxes, insurance, utilities and maintenance of the premises. The term of each of the leases is set forth below:

- *Inverness Lease Agreement.* In November 2011, we and EchoStar extended the lease for certain space at 90 Inverness Circle East in Englewood, Colorado for a period ending on December 31, 2016. This agreement can be terminated by either party upon six months prior notice.
- *Meridian Lease Agreement.* The lease for all of 9601 S. Meridian Blvd. in Englewood, Colorado is for a period ending on December 31, 2016.
- *Santa Fe Lease Agreement.* In November 2011, we and EchoStar extended the lease for all of 5701 S. Santa Fe Dr. in Littleton, Colorado for a period ending on December 31, 2016 with a renewal option for one additional year.
- *EchoStar Data Networks Sublease Agreement.* The sublease for certain space at 211 Perimeter Center in Atlanta, Georgia is for a period ending on October 31, 2016.

## Edgar Filing: DISH Network CORP - Form 10-Q

- *Gilbert Lease Agreement.* The lease for certain space at 801 N. DISH Dr. in Gilbert, Arizona is a month to month lease and can be terminated by either party upon 30 days prior notice.

*DISHOnline.com Services Agreement.* Effective January 1, 2010, we entered into a two-year agreement with EchoStar pursuant to which we will receive certain services associated with an online video portal. The fees for the services provided under this services agreement depend, among other things, upon the cost to develop and operate such services. We have the option to renew this agreement for three successive one year terms and the agreement may be terminated for any reason upon at least 120 days notice to EchoStar. In November 2011, we exercised our right to renew this agreement for a one-year period ending on December 31, 2012.

*DISH Remote Access Services Agreement.* Effective February 23, 2010, we entered into an agreement with EchoStar pursuant to which we will receive, among other things, certain remote DVR management services. The fees for the services provided under this services agreement depend, among other things, upon the cost to develop and operate such services. This agreement has a term of five years with automatic renewal for successive one year terms and may be terminated for any reason upon at least 120 days notice to EchoStar.

Table of Contents

**DISH NETWORK CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Continued**

(Unaudited)

*SlingService Services Agreement.* Effective February 23, 2010, we entered into an agreement with EchoStar pursuant to which we will receive certain place-shifting services. The fees for the services provided under this services agreement depend, among other things, upon the cost to develop and operate such services. This agreement has a term of five years with automatic renewal for successive one year terms and may be terminated for any reason upon at least 120 days notice to EchoStar.

*Blockbuster.* On April 26, 2011, we completed the Blockbuster Acquisition. During the second quarter 2011, EchoStar acquired Hughes Communications, Inc, which provides broadband products and services of less than \$1 million per quarter to Blockbuster. As of September 30, 2011, we had less than \$1 million payable to EchoStar as a result of the Blockbuster Acquisition.

Additionally, on August 5, 2011, we entered into a letter agreement with EchoStar pursuant to which certain assets used to support Blockbuster's website were transferred to EchoStar and they agreed to provide certain technical and infrastructure support for the Blockbuster website to us. The fees for the services provided under the letter agreement are calculated at cost plus a fixed margin, which varies depending upon the nature of the services provided. The letter agreement provides that it shall continue in effect until the completion of a definitive agreement between EchoStar and us setting forth the terms of the support of the Blockbuster website.

***Other Agreements EchoStar***

*Tax Sharing Agreement.* In connection with the Spin-off, we entered into a tax sharing agreement with EchoStar which governs our respective rights, responsibilities and obligations after the Spin-off with respect to taxes for the periods ending on or before the Spin-off. Generally, all pre-Spin-off taxes, including any taxes that are incurred as a result of restructuring activities undertaken to implement the Spin-off, are borne by us, and we will indemnify EchoStar for such taxes. However, we are not liable for and will not indemnify EchoStar for any taxes that are incurred as a result of the Spin-off or certain related transactions failing to qualify as tax-free distributions pursuant to any provision of Section 355 or Section 361 of the Code because of: (i) a direct or indirect acquisition of any of EchoStar's stock, stock options or assets; (ii) any action that EchoStar takes or fails to take; or (iii) any action that EchoStar takes that is inconsistent with the information and representations furnished to the IRS in connection with the request for the private letter ruling, or to counsel in connection with any opinion being delivered by counsel with respect to the Spin-off or certain related transactions. In such case, EchoStar is solely liable for, and will indemnify us for, any resulting taxes, as well as any losses, claims and expenses. The tax sharing agreement will only terminate after the later of the full period of all applicable statutes of limitations, including extensions, or once all rights and obligations are fully effectuated or performed.

*TiVo.* On April 29, 2011, we and EchoStar entered into a settlement agreement with TiVo Inc. See Note 10 for further discussion.

## Edgar Filing: DISH Network CORP - Form 10-Q

*EchoStar XV Launch Service.* During 2009, EchoStar assigned certain of its rights under a launch contract to us for EchoStar's fair value of \$103 million. This amount was paid to EchoStar during the first quarter 2010. We recorded these rights at EchoStar's net book value of \$89 million and recorded the \$14 million difference between EchoStar's net book value and our purchase price as a capital transaction with EchoStar. We used these rights to launch EchoStar XV in July 2010.

*Weather Related Programming Agreement.* During May 2010, we entered into an agreement pursuant to which, among other things, EchoStar agreed to develop certain weather related programming and we received the right to distribute such programming. This agreement was terminated during June 2010. In July 2010, we purchased EchoStar's interest in the entity that held such weather related programming for \$5 million.

*International Programming Rights Agreement.* During the three and nine months ended September 30, 2011 we made no purchases and for the three and nine months ended September 30, 2010 we purchased zero and \$2 million, respectively, of certain international rights for sporting events from EchoStar, included in "Subscriber-related expenses" on the Condensed Consolidated Statements of Operations and Comprehensive Income (Loss), of which EchoStar only retained a certain portion.

*Acquisition of South.com, L.L.C.* During October 2010, we purchased all of South.com, L.L.C. from EchoStar and another party for \$5 million. South.com, L.L.C. is an entity that holds certain authorizations for multichannel video and data distribution service (MVDDS) spectrum in the United States.

Table of Contents**DISH NETWORK CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS** Continued

(Unaudited)

***Other Agreements***

In November 2009, Mr. Roger Lynch became employed by both us and EchoStar as Executive Vice President. Mr. Lynch is responsible for the development and implementation of advanced technologies that are of potential utility and importance to both us and EchoStar. Mr. Lynch's compensation consists of cash and equity compensation and is borne by both EchoStar and us.

**Related Party Transactions with NagraStar L.L.C.**

Prior to the Spin-off, we owned 50% of NagraStar L.L.C. ( NagraStar ), which was contributed to EchoStar in connection with the Spin-off. NagraStar is a joint venture between EchoStar and Nagra USA, Inc. that is our provider of encryption and related security systems intended to assure that only paying customers have access to our programming.

The table below summarizes our transactions with NagraStar.

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2011	2010	2011	2010
(In thousands)				
<b>Purchases (including fees):</b>				
Purchases from NagraStar	\$ 19,768	\$ 19,891	\$ 60,213	\$ 59,600

**Amounts Payable and Commitments:****13. Subsequent Events**

***6 3/8% Senior Notes due 2011***

On October 3, 2011, we redeemed the remaining \$915 million principal balance of our 6 3/8% Senior Notes due 2011.

***Dividend***

On November 1, 2011, our Board of Directors declared a dividend of \$2.00 per share on our outstanding Class A and Class B common stock. The dividend will be payable in cash on December 1, 2011 to shareholders of record on November 17, 2011. If the dividend was based on the number of shares of our Class A and B common stock outstanding as of October 31, 2011, we would distribute approximately \$892 million in cash to our shareholders.

***Sprint Settlement Agreement***

On November 3, 2011, we and Sprint Nextel Corporation ( *Sprint* ) entered into a mutual release and settlement agreement (the *Sprint Settlement Agreement* ) pursuant to which all disputed issues relating to our acquisition of DBSD North America and the TerreStar Transaction were resolved between us and Sprint, including, but not limited to, issues relating to costs allegedly incurred by Sprint to relocate users from the spectrum now owned by DBSD North America and TerreStar (the *Sprint Clearing Costs* ). EchoStar was a party to the *Sprint Settlement Agreement* solely for the purposes of executing a mutual release between it and Sprint relating to the *Sprint Clearing Costs*. EchoStar is currently a holder of certain TerreStar debt instruments. Upon full performance of the parties' monetary and non-monetary obligations under the *Sprint Settlement Agreement*, which is expected to occur in the fourth quarter 2011, we will have made a net payment to Sprint of approximately \$114 million.



Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*You should read the following discussion and analysis of our financial condition and results of operations together with the condensed consolidated financial statements and notes to the financial statements included elsewhere in this quarterly report. This management's discussion and analysis is intended to help provide an understanding of our financial condition, changes in financial condition and results of our operations and contains forward-looking statements that involve risks and uncertainties. The forward-looking statements are not historical facts, but rather are based on current expectations, estimates, assumptions and projections about our industry, business and future financial results. Our actual results could differ materially from the results contemplated by these forward-looking statements due to a number of factors, including those discussed in our Annual Report on Form 10-K for the year ended December 31, 2010 and this Quarterly Report on Form 10-Q under the caption Item 1A. Risk Factors.*

**EXECUTIVE SUMMARY**

**Overview**

DISH Network lost approximately 111,000 net subscribers during the three months ended September 30, 2011, compared to a loss of approximately 29,000 net subscribers during the same period in 2010. The change versus the prior year primarily resulted from a decline in gross new subscriber activations. During the three months ended September 30, 2011, DISH Network added approximately 656,000 gross new subscribers compared to approximately 819,000 gross new subscribers during the same period in 2010, a decrease of 19.9%.

Our gross activations and net subscriber additions were negatively impacted during the third quarter 2011 compared to the same period in 2010 as a result of increased competitive pressures, including aggressive marketing and the effectiveness of certain competitors' promotional offers, which included an increased level of discounts. In addition, telecommunications companies continue to grow their customer base. Also, our gross activations and net subscriber additions continue to be adversely affected during the third quarter 2011 by sustained economic weakness and uncertainty, including, among other things, the weak housing market in the United States combined with lower discretionary spending.

Our average monthly subscriber churn rate for the three months ended September 30, 2011 was 1.83%, compared to 1.98% for the same period in 2010. While churn improved compared to the same period in 2010, churn continues to be adversely affected by the increased competitive pressures discussed above. In general, our churn rate is impacted by the quality of subscribers acquired in past quarters, our ability to provide outstanding customer service, and our ability to control piracy.

DISH Network lost approximately 188,000 net subscribers for the nine months ended September 30, 2011, compared to a gain of approximately 189,000 net new subscribers for the same period in 2010. The change versus the prior year primarily resulted from a decline in gross new subscriber activations. During the nine months ended September 30, 2011, DISH Network added approximately 1.909 million gross new subscribers compared to approximately 2.399 million gross new subscribers during the same period in 2010, a decrease of 20.4%. Our average monthly subscriber churn rate for the nine months ended September 30, 2011 was 1.65%, compared to 1.72% for the same period in 2010.

## Edgar Filing: DISH Network CORP - Form 10-Q

Net income (loss) attributable to DISH Network common shareholders for the three and nine months ended September 30, 2011 was \$319 million and \$1.203 billion, respectively, compared to \$245 million and \$733 million for the same periods in 2010. During the third quarter 2011, Net income (loss) attributable to DISH Network common shareholders increased as a result of price increases during the past year and less costs associated with fewer gross new subscriber activations. During the nine months ended September 30, 2011, Net income (loss) attributable to DISH Network common shareholders improved primarily due to a reduction in our accrued expenses related to the TiVo Inc. settlement, price increases during the past year and less costs associated with fewer gross new subscriber activations.

Programming costs represent a large percentage of our Subscriber-related expenses. Going forward, our margins may face pressure if we are unable to renew our long-term programming contracts on favorable pricing and other economic terms. Additionally, our gross new subscriber additions and subscriber churn rate may be negatively impacted if we are unable to renew our long-term programming contracts before they expire.

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

As the pay-TV industry matures, we and our competitors increasingly must seek to attract a greater proportion of new subscribers from each other's existing subscriber bases rather than from first-time purchasers of pay-TV services. Some of our competitors have been especially aggressive by offering discounted programming and services for both new and existing subscribers. In addition, programming offered over the Internet has become more prevalent as the speed and quality of broadband networks have improved. Significant changes in consumer behavior with regard to the means by which they obtain video entertainment and information in response to digital media competition could materially adversely affect our business, results of operations and financial condition or otherwise disrupt our business.

While economic factors have impacted the entire pay-TV industry, our relative performance has also been driven by issues specific to DISH Network. In the past, our subscriber growth has been adversely affected by signal theft and other forms of fraud and by operational inefficiencies at DISH Network. To combat signal theft and improve the security of our broadcast system, we completed the replacement of our security access devices to re-secure our system during 2009. We expect that additional future replacements of these devices will be necessary to keep our system secure. To combat other forms of fraud, we continue to monitor our third party distributors and retailers to ensure adherence to our business rules.

While we have made improvements in responding to and dealing with customer service issues, we continue to focus on the prevention of these issues, which is critical to our business, financial position and results of operations. To address our operational inefficiencies, we continue to focus on simplifying and standardizing our operations. We continue to make significant investments in staffing, training, information systems, and other initiatives, primarily in our call center and in-home service operations. These investments are intended to help combat inefficiencies introduced by the increasing complexity of our business, improve customer satisfaction, reduce churn, increase productivity and allow us to scale better over the long run. We cannot, however, be certain that our increased spending will ultimately be successful in yielding such returns.

We have been investing more in advanced technology equipment as part of our subscriber acquisition and retention efforts. Initiatives to transmit certain programming only in MPEG-4 and to activate most new subscribers only with MPEG-4 receivers have accelerated our deployment of MPEG-4 receivers. To meet current demand, we have increased the rate at which we upgrade existing subscribers to high definition ( HD ) and DVR receivers. While these efforts may increase our subscriber acquisition and retention costs, we believe that they will help mitigate subscriber churn in the future and reduce costs over the long run.

We are also continuing to change equipment for certain subscribers to make more efficient use of transponder capacity in support of HD and other initiatives. We expect to continue these initiatives through 2011. We believe that the benefit from the increase in available transponder capacity outweighs the short-term cost of these equipment changes.

To maintain and enhance our competitiveness over the long term, we are promoting our new Blockbuster offerings including the Blockbuster Movie Pass which provides movies, games and TV shows through Internet streaming, mail and in-store exchanges. This offering is only available to DISH Network subscribers. We are also promoting a suite of integrated products designed to maximize the convenience and ease of watching TV anytime and anywhere, referred to as TV Everywhere. TV Everywhere utilizes, among other things, online access and Slingbox placeshifting technology. There can be no assurance that these integrated products will positively affect our results of operations or our gross new subscriber additions.

***Blockbuster***

On April 26, 2011, we completed the acquisition of most of the assets of Blockbuster, Inc. ( Blockbuster Acquisition ). We acquired Blockbuster operations in the United States and in certain foreign countries. Our winning bid in the bankruptcy court auction was valued at \$321 million. We paid \$238 million, including \$226 million in cash and \$12 million in certain assumed liabilities. Of the \$226 million paid in cash, \$20 million was placed in escrow. Subsequent to this payment, we received a \$4 million refund from escrow, resulting in a net

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

purchase price of \$234 million. Blockbuster primarily offers movies and video games for sale and rental through multiple distribution channels such as retail stores, by-mail, digital devices, the blockbuster.com website and the BLOCKBUSTER On Demand service. The Blockbuster Acquisition complements our core business of delivering high-quality video entertainment to consumers. This transaction was accounted for as a business combination and therefore the purchase price was allocated to the assets acquired based on their estimated fair value. Since we expect the purchases of future inventory to be higher than the fair value of the inventory acquired, we anticipate our overall cost of sales will be lower during the short term. As of September 30, 2011, Blockbuster operated over 1,500 retail stores in the United States. We have negotiated flexible termination provisions in the leases of over 900 of these stores, should estimates of future revenue growth not meet our expectations.

The following discussion and analysis of our condensed consolidated results of operations, financial condition and liquidity are presented on a historical basis. Our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) for the three and nine months ended September 30, 2011 includes the results of operations for Blockbuster from the acquisition date of April 26, 2011 to September 30, 2011. Therefore, our results of operations for the three and nine months ended September 30, 2011 are not comparable to our results of operations for the same periods in 2010.

***Liquidity Drivers***

Like many companies, we make general investments in property such as satellites, set-top boxes, information technology and facilities that support our overall business. As a subscriber-based company, however, we also make subscriber-specific investments to acquire new subscribers and retain existing subscribers. While the general investments may be deferred without impacting the business in the short-term, the subscriber-specific investments are less discretionary. Our overall objective is to generate sufficient cash flow over the life of each subscriber to provide an adequate return against the upfront investment. Once the upfront investment has been made for each subscriber, the subsequent cash flow is generally positive.

There are a number of factors that impact our future cash flow compared to the cash flow we generate at a given point in time. The first factor is how successful we are at retaining our current subscribers. As we lose subscribers from our existing base, the positive cash flow from that base is correspondingly reduced. The second factor is how successful we are at maintaining our subscriber-related margins. To the extent our Subscriber-related expenses grow faster than our Subscriber-related revenue, the amount of cash flow that is generated per existing subscriber is reduced. The third factor is the rate at which we acquire new subscribers. The faster we acquire new subscribers, the more our positive ongoing cash flow from existing subscribers is offset by the negative upfront cash flow associated with new subscribers. Finally, our future cash flow is impacted by the rate at which we make general investments and any cash flow from financing activities.

Our subscriber-specific investments to acquire new subscribers have a significant impact on our cash flow. While fewer subscribers might translate into lower ongoing cash flow in the long-term, cash flow is actually aided, in the short-term, by the reduction in subscriber-specific investment spending. As a result, a slow down in our business due to external or internal factors does not introduce the same level of short-term liquidity risk as it might in other industries.

*Availability of Credit and Effect on Liquidity*

The ability to raise capital has generally existed for DISH Network despite the weak economic conditions. Modest fluctuations in the cost of capital will not likely impact our current operational plans.

*Future Liquidity*

*Spectrum Investments*

In 2008, we paid \$712 million to acquire certain 700 MHz wireless licenses, which were granted to us by the Federal Communications Commission ( FCC ) in February 2009. During the first quarter 2011, we entered into

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

transactions to acquire 100% of the equity of reorganized DBSD North America for approximately \$1.4 billion. Our ultimate acquisition of 100% of the equity of reorganized DBSD North America is subject to the satisfaction of certain conditions, including approval by the FCC and DBSD North America's emergence from bankruptcy. In addition, in June 2011, we entered into an asset purchase agreement under which we would acquire substantially all of the assets of TerreStar for a purchase price of \$1.375 billion, assume certain liabilities associated with the ongoing operations of the business being acquired and provide certain working capital and pay certain administrative expenses of TerreStar and certain of its subsidiaries beyond December 31, 2011 (the TerreStar Transaction). Consummation of the TerreStar Transaction is subject to, among other things, approval by the FCC and the Canadian federal Department of Industry.

There can be no assurance that we will be able to develop and implement a business model that will realize a return on these spectrum investments or that we will be able to profitably deploy the assets represented by these spectrum investments. We will likely be required to make significant additional investments or partner with others to commercialize these licenses. In addition, we have not received approval from the FCC for our acquisition of DBSD North America or approvals from the FCC and the Canadian federal Department of Industry for the TerreStar Transaction. Consequently, we do not yet know the full costs (including any build-out requirements) associated with complying with regulations applicable to our acquisition of DBSD North America or the TerreStar Transaction. Depending on the nature and scope of such commercialization and build-out, any such investment or partnership could vary significantly.

*Voom*

If Voom prevails in its breach of contract suit against us, we could be required to pay substantial damages, which would have a material adverse affect on our financial position and results of operations. In January 2008, Voom HD Holdings (Voom) filed a lawsuit against us in New York Supreme Court, alleging breach of contract and other claims arising from our termination of the affiliation agreement governing carriage of certain Voom HD channels on the DISH Network satellite TV service. At that time, Voom also sought a preliminary injunction to prevent us from terminating the agreement. The Court denied Voom's request, finding, among other things, that Voom had not demonstrated that it was likely to prevail on the merits. In April 2010, we and Voom each filed motions for summary judgment. Voom later filed two motions seeking discovery sanctions. On November 9, 2010, the Court issued a decision denying both motions for summary judgment, but granting Voom's motions for discovery sanctions. The Court's decision provides for an adverse inference jury instruction at trial and precludes our damages expert from testifying at trial. We appealed the grant of Voom's motion for discovery sanctions to the New York State Supreme Court, Appellate Division, First Department. On February 15, 2011, the appellate Court granted our motion to stay the trial pending our appeal. Oral argument on the appeal took place on April 27, 2011. Voom is claiming over \$2.5 billion in damages.

*The Spin-off*

On January 1, 2008, we completed the distribution of our technology and set-top box business and certain infrastructure assets (the Spin-off) into a separate publicly-traded company, EchoStar. DISH Network and EchoStar operate as separate publicly-traded companies, and neither entity has any ownership interest in the other. However, a substantial majority of the voting power of the shares of both companies is owned beneficially by Charles W. Ergen, our Chairman, or by certain trusts established by Mr. Ergen for the benefit of his family.

**EXPLANATION OF KEY METRICS AND OTHER ITEMS**

***Subscriber-related revenue.*** Subscriber-related revenue consists principally of revenue from basic, premium movie, local, HD programming, pay-per-view, Latino and international subscription television services, equipment rental fees and other hardware related fees, including fees for DVRs, equipment upgrade fees and additional outlet fees from subscribers with receivers with multiple tuners, advertising services, fees earned from our in-home service operations and other subscriber revenue. Certain of the amounts included in Subscriber-related revenue are not recurring on a monthly basis.



Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

***Equipment and merchandise sales, rental and other revenue.*** Equipment and merchandise sales, rental and other revenue principally includes the non-subsidized sales of DBS accessories to retailers and other third-party distributors of our equipment domestically and to DISH Network subscribers. Effective April 26, 2011, revenue from merchandise sold to customers including movies, video games and other accessories, and revenue from the rental of movies and video games and the sale of previously rented titles related to our Blockbuster operations are included in this category.

***Equipment sales, services and other revenue - EchoStar.*** Equipment sales, services and other revenue - EchoStar includes revenue related to equipment sales, services, and other agreements with EchoStar.

***Subscriber-related expenses.*** Subscriber-related expenses principally include programming expenses, which represent a substantial majority of these expenses. Subscriber-related expenses also include costs incurred in connection with our in-home service and call center operations, billing costs, refurbishment and repair costs related to receiver systems, subscriber retention and other variable subscriber expenses.

***Satellite and transmission expenses - EchoStar.*** Satellite and transmission expenses - EchoStar includes the cost of leasing satellite and transponder capacity from EchoStar and the cost of digital broadcast operations provided to us by EchoStar, including satellite uplinking/downlinking, signal processing, conditional access management, telemetry, tracking and control, and other professional services.

***Satellite and transmission expenses - other.*** Satellite and transmission expenses - other includes executory costs associated with capital leases and costs associated with transponder leases and other related services.

***Cost of sales - equipment, merchandise, services, rental and other.*** Cost of sales - equipment, merchandise, services, rental and other principally includes the cost of non-subsidized sales of DBS accessories to retailers and other third-party distributors of our equipment domestically and to DISH Network subscribers. Effective April 26, 2011, the cost of movies and video games including rental title purchases or revenue sharing to studios, packaging and on-line delivery costs and cost of merchandise sold including movies, video games and other accessories related to our Blockbuster operations are included in this category. In addition, Cost of sales - equipment, merchandise, services, rental and other includes costs related to equipment sales, services, and other agreements with EchoStar.

***Subscriber acquisition costs.*** In addition to leasing receivers, we generally subsidize installation and all or a portion of the cost of our receiver systems to attract new DISH Network subscribers. Our Subscriber acquisition costs include the cost of our receiver systems sold to retailers and other third-party distributors of our equipment, the cost of receiver systems sold directly by us to subscribers, including net costs related to our promotional incentives, costs related to our direct sales efforts and costs related to installation and acquisition advertising. We exclude the value of equipment capitalized under our lease program for new subscribers from Subscriber acquisition costs.

## Edgar Filing: DISH Network CORP - Form 10-Q

**SAC.** Subscriber acquisition cost measures are commonly used by those evaluating companies in the pay-TV industry. We are not aware of any uniform standards for calculating the average subscriber acquisition costs per new subscriber activation, or SAC, and we believe presentations of SAC may not be calculated consistently by different companies in the same or similar businesses. Our SAC is calculated as Subscriber acquisition costs, plus the value of equipment capitalized under our lease program for new subscribers, divided by gross new subscriber additions. We include all the costs of acquiring subscribers (e.g., subsidized and capitalized equipment) as our management believes it is a more comprehensive measure of how much we are spending to acquire subscribers. We also include all new DISH Network subscribers in our calculation, including DISH Network subscribers added with little or no subscriber acquisition costs.

**General and administrative expenses.** General and administrative expenses consists primarily of employee-related costs associated with administrative services such as legal, information systems, accounting and finance, including non-cash, stock-based compensation expense. It also includes outside professional fees (e.g., legal, information systems and accounting services) and other items associated with facilities and administration.

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

**Litigation expense.** Litigation expense primarily consists of legal settlements, judgments or accruals associated with certain significant litigation.

**Interest expense, net of amounts capitalized.** Interest expense, net of amounts capitalized primarily includes interest expense, prepayment premiums and amortization of debt issuance costs associated with our senior debt (net of capitalized interest), and interest expense associated with our capital lease obligations.

**Other, net.** The main components of Other, net are gains and losses realized on the sale of investments, impairment of marketable and non-marketable investment securities, unrealized gains and losses from changes in fair value of marketable and non-marketable strategic investments accounted for at fair value, and equity in earnings and losses of our affiliates.

**Earnings before interest, taxes, depreciation and amortization ( EBITDA ).** EBITDA is defined as Net income (loss) attributable to DISH Network common shareholders plus Interest expense, net of amounts capitalized net of Interest income, Taxes and Depreciation and amortization. This non-GAAP measure is reconciled to Net income (loss) attributable to DISH Network common shareholders in our discussion of Results of Operations below.

**DISH Network subscribers.** We include customers obtained through direct sales, third-party retailers and other third-party distribution relationships in our DISH Network subscriber count. We also provide DISH Network service to hotels, motels and other commercial accounts. For certain of these commercial accounts, we divide our total revenue for these commercial accounts by an amount approximately equal to the retail price of our lowest, widely advertised residential programming package (but taking into account price changes and other factors), and include the resulting number, which is substantially smaller than the actual number of commercial units served, in our DISH Network subscriber count. Effective during the first quarter 2011, we made two changes to this calculation methodology compared to prior periods. Beginning February 1, 2011, the retail price of our DISH America programming package was used in the calculation rather than America's Top 120 programming package, which had been used in prior periods. We also determined that two of our commercial business lines, which had previously been included in the described calculation, could be more accurately reflected through actual subscriber counts. The net impact of these two changes was to increase our subscriber count by approximately 6,000 subscribers in the first quarter 2011. Prior period DISH Network subscribers have not been adjusted for this revised commercial accounts calculation as the impacts were immaterial.

**Average monthly revenue per subscriber ( ARPU ).** We are not aware of any uniform standards for calculating ARPU and believe presentations of ARPU may not be calculated consistently by other companies in the same or similar businesses. We calculate average monthly revenue per subscriber, or ARPU, by dividing average monthly Subscriber-related revenue for the period (total Subscriber-related revenue during the period divided by the number of months in the period) by our average DISH Network subscribers for the period. Average DISH Network subscribers are calculated for the period by adding the average DISH Network subscribers for each month and dividing by the number of months in the period. Average DISH Network subscribers for each month are calculated by adding the beginning and ending DISH Network subscribers for the month and dividing by two.

## Edgar Filing: DISH Network CORP - Form 10-Q

**Average monthly subscriber churn rate.** We are not aware of any uniform standards for calculating subscriber churn rate and believe presentations of subscriber churn rates may not be calculated consistently by different companies in the same or similar businesses. We calculate subscriber churn rate for any period by dividing the number of DISH Network subscribers who terminated service during the period by the average DISH Network subscribers for the same period, and further dividing by the number of months in the period. When calculating subscriber churn, the same methodology for calculating average DISH Network subscribers is used as when calculating ARPU.

**Free cash flow.** We define free cash flow as Net cash flows from operating activities less Purchases of property and equipment, as shown on our Condensed Consolidated Statements of Cash Flows.

Table of Contents**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued****RESULTS OF OPERATIONS**

Three Months Ended September 30, 2011 Compared to the Three Months Ended September 30, 2010.

Statements of Operations Data	For the Three Months Ended September 30,		Amount	Variance	%
	2011	2010			
	(In thousands)				
<b>Revenue:</b>					
Subscriber-related revenue	\$ 3,229,345	\$ 3,185,515	\$ 43,830		1.4
Equipment and merchandise sales, rental and other revenue	362,088	11,894	350,194		NM
Equipment sales, services and other revenue - EchoStar	11,218	10,319	899		8.7
Total revenue	3,602,651	3,207,728	394,923		12.3
<b>Costs and Expenses:</b>					
Subscriber-related expenses	1,702,661	1,684,583	18,078		1.1
<b>% of Subscriber-related revenue</b>	<b>52.7%</b>	<b>52.9%</b>			
Satellite and transmission expenses - EchoStar	108,442	107,524	918		0.9
<b>% of Subscriber-related revenue</b>	<b>3.4%</b>	<b>3.4%</b>			
Satellite and transmission expenses - Other	9,769	10,113	(344)		(3.4)
<b>% of Subscriber-related revenue</b>	<b>0.3%</b>	<b>0.3%</b>			
Cost of sales - equipment, merchandise, services, rental and other	150,356	14,997	135,359		NM
Subscriber acquisition costs	394,818	446,473	(51,655)		(11.6)
General and administrative expenses	382,620	155,425	227,195		NM
<b>% of Total revenue</b>	<b>10.6%</b>	<b>4.8%</b>			
Litigation expense		91,097	(91,097)		(100.0)
Depreciation and amortization	229,146	242,859	(13,713)		(5.6)
Total costs and expenses	2,977,812	2,753,071	224,741		8.2
Operating income (loss)	624,839	454,657	170,182		37.4
<b>Other Income (Expense):</b>					
Interest income	8,527	6,265	2,262		36.1
Interest expense, net of amounts capitalized	(155,601)	(108,619)	(46,982)		(43.3)
Other, net	20,298	22,327	(2,029)		(9.1)
Total other income (expense)	(126,776)	(80,027)	(46,749)		(58.4)
Income (loss) before income taxes	498,063	374,630	123,433		32.9
Income tax (provision) benefit, net	(179,085)	(129,652)	(49,433)		(38.1)
<b>Effective tax rate</b>	<b>36.0%</b>	<b>34.6%</b>			
Net income (loss)	318,978	244,978	74,000		30.2
Less: Net income (loss) attributable to noncontrolling interest	(121)	14	(135)		NM

Edgar Filing: DISH Network CORP - Form 10-Q

Net income (loss) attributable to DISH Network common shareholders	\$	319,099	\$	244,964	\$	74,135	30.3
<b>Other Data:</b>							
DISH Network subscribers, as of period end (in millions)		13.945		14.289		(0.344)	(2.4)
DISH Network subscriber additions, gross (in millions)		0.656		0.819		(0.163)	(19.9)
DISH Network subscriber additions, net (in millions)		(0.111)		(0.029)		(0.082)	NM
Average monthly subscriber churn rate		1.83%		1.98%		(0.15)%	(7.6)
Average monthly revenue per subscriber ( ARPU )	\$	76.99	\$	74.36	\$	2.63	3.5
Average subscriber acquisition cost per subscriber ( SAC )	\$	789	\$	795	\$	(6)	(0.8)
EBITDA	\$	874,404	\$	719,829	\$	154,575	21.5

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

***DISH Network subscribers.*** As of September 30, 2011, we had approximately 13.945 million DISH Network subscribers compared to approximately 14.289 million subscribers at September 30, 2010, a decrease of 2.4%. DISH Network lost approximately 111,000 net subscribers during the three months ended September 30, 2011, compared to a loss of approximately 29,000 net subscribers during the same period in 2010. The change versus the prior year primarily resulted from a decline in gross new subscriber activations. During the three months ended September 30, 2011, DISH Network added approximately 656,000 gross new subscribers compared to approximately 819,000 gross new subscribers during the same period in 2010, a decrease of 19.9%.

Our gross activations and net subscriber additions were negatively impacted during the third quarter 2011 compared to the same period in 2010 as a result of increased competitive pressures, including aggressive marketing and the effectiveness of certain competitors' promotional offers, which included an increased level of discounts. In addition, telecommunications companies continue to grow their customer base as they build out their fiber-based pay-TV networks. Also, our gross activations and net subscriber additions continue to be adversely affected during the third quarter 2011 by sustained economic weakness and uncertainty, including, among other things, the weak housing market in the United States combined with lower discretionary spending.

Our average monthly subscriber churn rate for the three months ended September 30, 2011 was 1.83%, compared to 1.98% for the same period in 2010. While churn improved compared to the same period in 2010, churn continues to be adversely affected by the increased competitive pressures discussed above. In general, our churn rate is impacted by the quality of subscribers acquired in past quarters, our ability to provide outstanding customer service, and our ability to control piracy.

We have not always met our own standards for performing high-quality installations, effectively resolving subscriber issues when they arise, answering subscriber calls in an acceptable timeframe, effectively communicating with our subscriber base, reducing calls driven by the complexity of our business, improving the reliability of certain systems and subscriber equipment, and aligning the interests of certain third party retailers and installers to provide high-quality service. Most of these factors have affected both gross new subscriber additions as well as existing subscriber churn. Our future gross new subscriber additions and subscriber churn may be negatively impacted by these factors, which could in turn adversely affect our revenue growth.

***Subscriber-related revenue.*** DISH Network Subscriber-related revenue totaled \$3.229 billion for the three months ended September 30, 2011, an increase of \$44 million or 1.4% compared to the same period in 2010. This change was primarily related to the increase in ARPU discussed below.

***ARPU.*** Average monthly revenue per subscriber was \$76.99 during the three months ended September 30, 2011 versus \$74.36 during the same period in 2010. The \$2.63 or 3.5% increase in ARPU was primarily attributable to price increases during the past year and fees earned from our in-home service operations, partially offset by increases in the amount of promotional discounts on programming offered to our subscribers, decreases in premium/pay per view revenue, and a decrease in hardware upgrade events.

Edgar Filing: DISH Network CORP - Form 10-Q

***Equipment and merchandise sales, rental and other revenue.*** Equipment and merchandise sales, rental and other revenue totaled \$362 million for the three months ended September 30, 2011, an increase of \$350 million compared to the same period in 2010. This increase was primarily driven by revenue from the rental of movies and video games, the sale of previously rented titles, and other merchandise sold to customers including movies, video games and other accessories related to our Blockbuster operations.



Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

**Subscriber-related expenses.** Subscriber-related expenses totaled \$1.703 billion during the three months ended September 30, 2011, an increase of \$18 million or 1.1% compared to the same period in 2010. The increase in Subscriber-related expenses was primarily attributable to higher programming costs. The increase in programming costs was driven by rate increases in certain of our programming contracts, including the renewal of certain contracts at higher rates. These increases were partially offset by reduced costs related to our call centers. We continue to address our operational inefficiencies by streamlining our offerings and making significant investments in staffing, training, information systems, and other initiatives, primarily in our call centers and in-home service operations. Subscriber-related expenses represented 52.7% and 52.9% of Subscriber-related revenue during the three months ended September 30, 2011 and 2010, respectively. The improvement in this expense to revenue ratio primarily resulted from an increase in Subscriber-related revenue, partially offset by higher programming costs, discussed above.

In the normal course of business, we enter into contracts to purchase programming content in which our payment obligations are fully contingent on the number of subscribers to whom we provide the respective content. Our programming expenses will continue to increase to the extent we are successful in growing our subscriber base. In addition, our Subscriber-related expenses may face further upward pressure from price increases and the renewal of long-term programming contracts on less favorable pricing terms.

**Cost of sales equipment, merchandise, services, rental and other.** Cost of sales equipment, merchandise, services, rental and other totaled \$150 million for the three months ended September 30, 2011, an increase of \$135 million compared to the same period in 2010. This increase is primarily associated with the cost of rental title purchases or revenue sharing to studios, packaging and on-line delivery costs as well as the cost of merchandise sold such as movies, video games and other accessories related to our Blockbuster operations. The Blockbuster Acquisition was accounted for as a business combination and therefore the purchase price was allocated to the assets acquired based on their fair value. Since we expect the purchases of future inventory to be higher than the fair value of the inventory acquired, we anticipate our overall cost of sales will be lower during the short term.

**Subscriber acquisition costs.** Subscriber acquisition costs totaled \$395 million for the three months ended September 30, 2011, a decrease of \$52 million or 11.6% compared to the same period in 2010. This decrease was primarily attributable to a decline in gross new subscriber additions.

**SAC.** SAC was \$789 during the three months ended September 30, 2011 compared to \$795 during the same period in 2010, a decrease of \$6 or 0.8%. This decrease was primarily attributable to a decrease in hardware costs per activation partially offset by an increase in advertising costs per activation. The decrease in hardware costs per activation was driven primarily by an increase in the percentage of redeployed receivers.

During the three months ended September 30, 2011 and 2010, the amount of equipment capitalized under our lease program for new subscribers totaled \$122 million and \$205 million, respectively. This decrease in capital expenditures under our lease program for new subscribers resulted primarily from a decrease in gross new subscribers as well as a decrease in hardware costs per activation, discussed above.

## Edgar Filing: DISH Network CORP - Form 10-Q

Capital expenditures resulting from our equipment lease program for new subscribers were partially mitigated by the redeployment of equipment returned by disconnecting lease program subscribers. To remain competitive we upgrade or replace subscriber equipment periodically as technology changes, and the costs associated with these upgrades may be substantial. To the extent technological changes render a portion of our existing equipment obsolete, we would be unable to redeploy all returned equipment and consequently would realize less benefit from the SAC reduction associated with redeployment of that returned lease equipment.

Our SAC calculation does not reflect any benefit from payments we received in connection with equipment not returned to us from disconnecting lease subscribers and returned equipment that is made available for sale or used in our existing customer lease program rather than being redeployed through our new customer lease program. During the three months ended September 30, 2011 and 2010, these amounts totaled \$29 million and \$29 million, respectively.

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

We have been deploying receivers that utilize 8PSK modulation technology and receivers that utilize MPEG-4 compression technology for several years. These technologies, when fully deployed, will allow more programming channels to be carried over our existing satellites. A majority of our customers today, however, do not have receivers that use MPEG-4 compression and a smaller but still significant percentage do not have receivers that use 8PSK modulation. We may choose to invest significant capital to accelerate the conversion of customers to MPEG-4 and/or 8PSK to realize the bandwidth benefits sooner. In addition, given that all of our HD content is broadcast in MPEG-4, any growth in HD penetration will naturally accelerate our transition to these newer technologies and may increase our subscriber acquisition and retention costs. All new receivers that we purchase from EchoStar now have MPEG-4 technology. Although we continue to refurbish and redeploy MPEG-2 receivers, as a result of our HD initiatives and current promotions, we currently activate most new customers with higher priced MPEG-4 technology. This limits our ability to redeploy MPEG-2 receivers and, to the extent that our promotions are successful, will accelerate the transition to MPEG-4 technology, resulting in an adverse effect on our SAC.

Our Subscriber acquisition costs and SAC may materially increase in the future to the extent that we transition to newer technologies, introduce more aggressive promotions, or provide greater equipment subsidies. See further discussion under *Liquidity and Capital Resources* *Subscriber Acquisition and Retention Costs*.

**General and administrative expenses.** General and administrative expenses totaled \$383 million during the three months ended September 30, 2011, a \$227 million increase compared to the same period in 2010. This increase was primarily due to an increase in personnel, building and maintenance and other administrative costs associated with our Blockbuster operations.

**Litigation expense.** During the three months ended September 30, 2011, no material Litigation expense was recorded. During the three months ended September 30, 2010, we recorded \$91 million of Litigation expense. See Note 10 in the Notes to the Condensed Consolidated Financial Statements for further discussion.

**Depreciation and amortization.** Depreciation and amortization expense totaled \$229 million during the three months ended September 30, 2011, a \$14 million or 5.6% decrease compared to the same period in 2010. This change in Depreciation and amortization expense was primarily due to a decrease in depreciation on equipment leased to subscribers.

**Interest expense, net of amounts capitalized.** Interest expense, net of amounts capitalized totaled \$156 million during the three months ended September 30, 2011, an increase of \$47 million or 43.3% compared to the same period in 2010. This change primarily resulted from an increase in interest expense related to the issuance of our 6 3/4% Senior Notes due 2021 during the second quarter 2011.

**Earnings before interest, taxes, depreciation and amortization.** EBITDA was \$874 million during the three months ended September 30, 2011, an increase of \$155 million or 21.5% compared to the same period in 2010. The following table reconciles EBITDA to the accompanying financial statements.

Edgar Filing: DISH Network CORP - Form 10-Q

	<b>For the Three Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>
	<b>(In thousands)</b>	
EBITDA	\$ 874,404	\$ 719,829
Interest expense, net	(147,074)	(102,354)
Income tax (provision) benefit, net	(179,085)	(129,652)
Depreciation and amortization	(229,146)	(242,859)
Net income (loss) attributable to DISH Network common shareholders	\$ 319,099	\$ 244,964

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

EBITDA is not a measure determined in accordance with accounting principles generally accepted in the United States, or GAAP, and should not be considered a substitute for operating income, net income or any other measure determined in accordance with GAAP. EBITDA is used as a measurement of operating efficiency and overall financial performance and we believe it to be a helpful measure for those evaluating companies in the pay-TV industry. Conceptually, EBITDA measures the amount of income generated each period that could be used to service debt, pay taxes and fund capital expenditures. EBITDA should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP.

***Income tax (provision) benefit, net.*** Our income tax provision was \$179 million during the three months ended September 30, 2011, an increase of \$49 million compared to the same period in 2010. The increase in the provision was primarily related to the increase in Income (loss) before income taxes.

***Net income (loss) attributable to DISH Network common shareholders.*** Net income (loss) attributable to DISH Network common shareholders was \$319 million during the three months ended September 30, 2011, an increase of \$74 million compared to \$245 million for the same period in 2010. The increase was primarily attributable to the changes in revenue and expenses discussed above.

Table of Contents**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued****RESULTS OF OPERATIONS**

*Nine Months Ended September 30, 2011 Compared to the Nine Months Ended September 30, 2010.*

Statements of Operations Data	For the Nine Months Ended September 30,		Amount	Variance	%
	2011	2010			
	(In thousands)				
<b>Revenue:</b>					
Subscriber-related revenue	\$ 9,739,784	\$ 9,362,974	\$ 376,810		4.0
Equipment and merchandise sales, rental and other revenue	648,107	42,231	605,876		NM
Equipment sales, services and other revenue - EchoStar	29,052	28,960	92		0.3
Total revenue	10,416,943	9,434,165	982,778		10.4
<b>Costs and Expenses:</b>					
Subscriber-related expenses	5,125,315	4,972,403	152,912		3.1
<b>% of Subscriber-related revenue</b>	<b>52.6%</b>	<b>53.1%</b>			
Satellite and transmission expenses - EchoStar	332,713	316,109	16,604		5.3
<b>% of Subscriber-related revenue</b>	<b>3.4%</b>	<b>3.4%</b>			
Satellite and transmission expenses - Other	29,788	30,201	(413)		(1.4)
<b>% of Subscriber-related revenue</b>	<b>0.3%</b>	<b>0.3%</b>			
Cost of sales - equipment, merchandise, services, rental and other	262,026	53,903	208,123		NM
Subscriber acquisition costs	1,092,518	1,263,876	(171,358)		(13.6)
General and administrative expenses	869,666	461,261	408,405		88.5
<b>% of Total revenue</b>	<b>8.3%</b>	<b>4.9%</b>			
Litigation expense	(316,949)	151,999	(468,948)		NM
Depreciation and amortization	695,892	746,967	(51,075)		(6.8)
Total costs and expenses	8,090,969	7,996,719	94,250		1.2
Operating income (loss)	2,325,974	1,437,446	888,528		61.8
<b>Other Income (Expense):</b>					
Interest income	23,414	18,356	5,058		27.6
Interest expense, net of amounts capitalized	(419,344)	(336,256)	(83,088)		(24.7)
Other, net	12,137	23,254	(11,117)		(47.8)
Total other income (expense)	(383,793)	(294,646)	(89,147)		(30.3)
Income (loss) before income taxes	1,942,181	1,142,800	799,381		69.9
Income tax (provision) benefit, net	(739,039)	(409,923)	(329,116)		(80.3)
<b>Effective tax rate</b>	<b>38.1%</b>	<b>35.9%</b>			
Net income (loss)	1,203,142	732,877	470,265		64.2
Less: Net income (loss) attributable to noncontrolling interest	(111)	(24)	(87)		NM

Edgar Filing: DISH Network CORP - Form 10-Q

Net income (loss) attributable to DISH Network common shareholders	\$	1,203,253	\$	732,901	\$	470,352	64.2
<b>Other Data:</b>							
DISH Network subscribers, as of period end (in millions)		13.945		14.289		(0.344)	(2.4)
DISH Network subscriber additions, gross (in millions)		1.909		2.399		(0.490)	(20.4)
DISH Network subscriber additions, net (in millions)		(0.188)		0.189		(0.377)	NM
Average monthly subscriber churn rate		1.65%		1.72%		(0.07)%	(4.1)
Average monthly revenue per subscriber ( ARPU )	\$	76.81	\$	72.86	\$	3.95	5.4
Average subscriber acquisition cost per subscriber ( SAC )	\$	768	\$	760	\$	8	1.1
EBITDA	\$	3,034,114	\$	2,207,691	\$	826,423	37.4

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

**DISH Network subscribers.** DISH Network lost approximately 188,000 net subscribers for the nine months ended September 30, 2011, compared to a gain of approximately 189,000 net new subscribers for the same period in 2010. The change versus the prior year primarily resulted from a decline in gross new subscriber activations. During the nine months ended September 30, 2011, DISH Network added approximately 1.909 million gross new subscribers compared to approximately 2.399 million gross new subscribers during the same period in 2010, a decrease of 20.4%. Our average monthly subscriber churn rate for the nine months ended September 30, 2011 was 1.65%, compared to 1.72% for the same period in 2010.

**Subscriber-related revenue.** DISH Network Subscriber-related revenue totaled \$9.740 billion for the nine months ended September 30, 2011, an increase of \$377 million or 4.0% compared to the same period in 2010. This change was primarily related to the increase in ARPU discussed below.

**ARPU.** Average monthly revenue per subscriber was \$76.81 during the nine months ended September 30, 2011 versus \$72.86 during the same period in 2010. The \$3.95 or 5.4% increase in ARPU was primarily attributable to price increases during the past year and fees earned from our in-home service operations, partially offset by increases in the amount of promotional discounts on programming offered to our subscribers, decreases in premium/pay per view revenue, and a decrease in hardware upgrade events.

**Equipment and merchandise sales, rental and other revenue.** Equipment and merchandise sales, rental and other revenue totaled \$648 million for the nine months ended September 30, 2011, an increase of \$606 million compared to the same period in 2010. This increase was primarily driven by revenue from the rental of movies and video games, the sale of previously rented titles, and other merchandise sold to customers including movies, video games and other accessories related to our Blockbuster operations.

**Subscriber-related expenses.** Subscriber-related expenses totaled \$5.125 billion during the nine months ended September 30, 2011, an increase of \$153 million or 3.1% compared to the same period in 2010. The increase in Subscriber-related expenses was primarily attributable to higher programming costs and an increase in customer retention expense. The increase in programming costs was driven by rate increases in certain of our programming contracts, including the renewal of certain contracts at higher rates. These increases were partially offset by reduced costs related to our call centers and operations. Subscriber-related expenses represented 52.6% and 53.1% of Subscriber-related revenue during the nine months ended September 30, 2011 and 2010, respectively. The improvement in this expense to revenue ratio primarily resulted from an increase in Subscriber-related revenue, partially offset by higher programming costs, discussed above.

**Cost of sales equipment, merchandise, services, rental and other.** Cost of sales equipment, merchandise, services, rental and other totaled \$262 million for the nine months ended September 30, 2011, an increase of \$208 million compared to the same period in 2010. This increase is primarily associated with the cost of rental title purchases or revenue sharing to studios, packaging and on-line delivery costs as well as the cost of merchandise sold such as movies, video games and other accessories related to our Blockbuster operations.

**Subscriber acquisition costs.** Subscriber acquisition costs totaled \$1.093 billion for the nine months ended September 30, 2011, a decrease of \$171 million or 13.6% compared to the same period in 2010. This decrease was primarily attributable to a decline in gross new subscriber



additions, partially offset by higher SAC discussed below.

**SAC.** SAC was \$768 during the nine months ended September 30, 2011 compared to \$760 during the same period in 2010, an increase of \$8 or 1.1%. This increase was primarily attributable to an increase in advertising and hardware costs per activation, partially offset by an increase in the percentage of redeployed receivers. The increase in hardware costs per activation was driven by deployment of more advanced set-top-boxes, such as HD receivers and HD DVRs and by a build-up of partially subsidized inventory to third party retailers and installers. The build-up of inventory was associated with lower-than-historical subscriber activation rates.

During the nine months ended September 30, 2011 and 2010, the amount of equipment capitalized under our lease program for new subscribers totaled \$373 million and \$559 million, respectively. This decrease in capital expenditures under our lease program for new subscribers resulted primarily from a decrease in gross new subscribers, partially offset by an increase in hardware costs per activation, discussed above.

Table of Contents**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

Our SAC calculation does not reflect any benefit from payments we received in connection with equipment not returned to us from disconnecting lease subscribers and returned equipment that is made available for sale or used in our existing customer lease program rather than being redeployed through our new customer lease program. During the nine months ended September 30, 2011 and 2010, these amounts totaled \$71 million and \$68 million, respectively.

**General and administrative expenses.** General and administrative expenses totaled \$870 million during the nine months ended September 30, 2011, a \$408 million increase compared to the same period in 2010. This increase was primarily due to an increase in personnel, building and maintenance and other administrative costs associated with our Blockbuster operations.

**Litigation expense.** Litigation expense totaled a negative \$317 million during the nine months ended September 30, 2011, a reduction in expense of \$469 million compared to the same period in 2010. See Note 10 in the Notes to the Condensed Consolidated Financial Statements for further discussion.

**Depreciation and amortization.** Depreciation and amortization expense totaled \$696 million during the nine months ended September 30, 2011, a \$51 million or 6.8% decrease compared to the same period in 2010. This change in Depreciation and amortization expense was primarily due to a decrease in depreciation on equipment leased to subscribers, partially offset by an increase in depreciation on satellites. The increase in depreciation on satellites is a result of EchoStar XIV and EchoStar XV being placed into service during the second and third quarters 2010, respectively.

**Interest expense, net of amounts capitalized.** Interest expense, net of amounts capitalized totaled \$419 million during the nine months ended September 30, 2011, an increase of \$83 million or 24.7% compared to the same period in 2010. This change primarily resulted from an increase in interest expense related to the issuance of our 6 3/4% Senior Notes due 2021 during the second quarter 2011, a decrease in the amount of interest capitalized.

**Earnings before interest, taxes, depreciation and amortization.** EBITDA was \$3.034 billion during the nine months ended September 30, 2011, an increase of \$826 million or 37.4% compared to the same period in 2010. The following table reconciles EBITDA to the accompanying financial statements.

	<b>For the Nine Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>
	<b>(In thousands)</b>	
EBITDA	\$ 3,034,114	\$ 2,207,691
Interest expense, net	(395,930)	(317,900)
Income tax (provision) benefit, net	(739,039)	(409,923)
Depreciation and amortization	(695,892)	(746,967)

## Edgar Filing: DISH Network CORP - Form 10-Q

Net income (loss) attributable to DISH Network common shareholders	\$	1,203,253	\$	732,901
--	----	-----------	----	---------

EBITDA is not a measure determined in accordance with GAAP and should not be considered a substitute for operating income, net income or any other measure determined in accordance with GAAP. EBITDA is used as a measurement of operating efficiency and overall financial performance and we believe it to be a helpful measure for those evaluating companies in the pay-TV industry. Conceptually, EBITDA measures the amount of income generated each period that could be used to service debt, pay taxes and fund capital expenditures. EBITDA should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP.

**Income tax (provision) benefit, net.** Our income tax provision was \$739 million during the nine months ended September 30, 2011, an increase of \$329 million compared to the same period in 2010. The increase in the provision was primarily related to the increase in Income (loss) before income taxes, and an increase in our effective tax rate due to an increase in state income tax rates.

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

*Net income (loss) attributable to DISH Network common shareholders.* Net income (loss) attributable to DISH Network common shareholders was \$1.203 billion during the nine months ended September 30, 2011, an increase of \$470 million compared to \$733 million for the same period in 2010. The increase was primarily attributable to the changes in revenue and expenses discussed above.

**LIQUIDITY AND CAPITAL RESOURCES**

**Cash, Cash Equivalents and Current Marketable Investment Securities**

We consider all liquid investments purchased within 90 days of their maturity to be cash equivalents. See Item 3. Quantitative and Qualitative Disclosures About Market Risk for further discussion regarding our marketable investment securities. As of September 30, 2011, our cash, cash equivalents and current marketable investment securities totaled \$3.365 billion compared to \$2.940 billion as of December 31, 2010, an increase of \$425 million. This increase in cash, cash equivalents and current marketable investment securities was primarily related to cash generated from operations of \$1.991 billion and the net proceeds of \$1.973 billion related to our 6 3/4% Senior Notes due 2021, partially offset by our investment in DBSD North America of \$1.127 billion, the TerreStar Transaction of \$1.345 billion, the Blockbuster Acquisition of \$127 million, net of \$107 million cash received, repurchases of our 6 3/8% Senior Notes due 2011 of \$85 million, capital expenditures of \$594 million and other changes in working capital.

We have investments in various debt and equity instruments including corporate bonds, corporate equity securities, government bonds and variable rate demand notes (VRDNs). VRDNs are long-term floating rate municipal bonds with embedded put options that allow the bondholder to sell the security at par plus accrued interest. All of the put options are secured by a pledged liquidity source. Our VRDN portfolio is comprised of investments in many municipalities, which are backed by financial institutions or other highly rated companies that serve as the pledged liquidity source. While they are classified as marketable investment securities, the put option allows VRDNs to be liquidated generally on a same day or on a five business day settlement basis. As of September 30, 2011 and December 31, 2010, we held VRDNs, within our current marketable investment securities portfolio, with fair values of \$1.024 billion and \$1.334 billion, respectively.

**Dividend**

On November 1, 2011, our Board of Directors declared a dividend of \$2.00 per share on our outstanding Class A and Class B common stock. The dividend will be payable in cash on December 1, 2011 to shareholders of record on November 17, 2011. If the dividend was based on the number of shares of our Class A and B common stock outstanding as of October 31, 2011, we would distribute approximately \$892 million in cash to our shareholders.

The following discussion highlights our cash flow activities during the nine months ended September 30, 2011.

**Cash Flow**

*Cash flows from operating activities*

For the nine months ended September 30, 2011, we reported Net cash flows from operating activities of \$1.991 billion primarily attributable to \$2.490 billion of net income adjusted to exclude non-cash charges for Depreciation and amortization expense and Deferred income tax expense (benefit), partially offset by changes in operating assets and liabilities related to timing differences between book expense and cash payments. In addition, cash decreased as a result of the \$350 million in payments for the TiVo and Retailer Class Action settlements.

On December 17, 2010, the Tax Relief, Unemployment Insurance Reauthorization and Job Creation Act of 2010 was enacted, which provides for a bonus depreciation deduction of 100% of the cost of our qualified capital expenditures from September 8, 2010 through December 31, 2011. During the nine months ended September 30, 2011, our Deferred income tax expense (benefit) recorded as a non-cash adjustment to net income on our Condensed Consolidated Statements of Cash Flows increased \$486 million compared to the same period in 2010. This change is primarily associated with equipment-related temporary differences as a result of bonus depreciation deductions available in 2011.

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

*Cash flows from investing activities*

For the nine months ended September 30, 2011, we reported Net cash outflows from investing activities of \$3.474 billion primarily related to purchases of strategic investments of \$2.608 billion, capital expenditures of \$594 million, and net purchases of marketable investment securities of \$308 million. The purchases of strategic investments primarily included our investment in DBSD North America of \$1.127 billion, the TerreStar Transaction of \$1.345 billion, and the Blockbuster Acquisition of \$127 million, net of \$107 million cash received. The capital expenditures included \$541 million associated with our subscriber acquisition and retention lease programs, and \$53 million of other corporate capital expenditures.

*Cash flows from financing activities*

For the nine months ended September 30, 2011, we reported Net cash flows from financing activities of \$1.892 billion primarily related to our \$1.973 billion debt issuance of our 6 3/4% Senior Notes due 2021, net of deferred financing costs, partially offset by the repurchases of our 6 3/8% Senior Notes due 2011 of \$85 million.

**Free Cash Flow**

We define free cash flow as Net cash flows from operating activities less Purchases of property and equipment, as shown on our Condensed Consolidated Statements of Cash Flows. We believe free cash flow is an important liquidity metric because it measures, during a given period, the amount of cash generated that is available to repay debt obligations, make investments, fund acquisitions and for certain other uses. Free cash flow is not a measure determined in accordance with GAAP and should not be considered a substitute for Operating income, Net income, Net cash flows from operating activities or any other measure determined in accordance with GAAP. Since free cash flow includes investments in operating assets, we believe this non-GAAP liquidity measure is useful in addition to the most directly comparable GAAP measure Net cash flows from operating activities.

During the nine months ended September 30, 2011 and 2010, free cash flow was significantly impacted by changes in operating assets and liabilities and in Purchases of property and equipment as shown in the Net cash flows from operating activities and Net cash flows from investing sections, respectively, of our Condensed Consolidated Statements of Cash Flows included herein. Operating asset and liability balances can fluctuate significantly from period to period and there can be no assurance that free cash flow will not be negatively impacted by material changes in operating assets and liabilities in future periods, since these changes depend upon, among other things, management's timing of payments and control of inventory levels, and cash receipts. In addition to fluctuations resulting from changes in operating assets and liabilities, free cash flow can vary significantly from period to period depending upon, among other things, subscriber growth, subscriber revenue, subscriber churn, subscriber acquisition costs including amounts capitalized under our equipment lease programs, operating efficiencies, increases or decreases in purchases of property and equipment, and other factors.

## Edgar Filing: DISH Network CORP - Form 10-Q

The following table reconciles free cash flow to Net cash flows from operating activities.

	For the Nine Months Ended September 30,	
	2011	2010
	(In thousands)	
Free cash flow	\$ 1,397,244	\$ 598,749
Add back:		
Purchases of property and equipment	593,912	935,193
Net cash flows from operating activities	\$ 1,991,156	\$ 1,533,942

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

**Subscriber Churn**

DISH Network lost approximately 188,000 net subscribers for the nine months ended September 30, 2011, compared to a gain of approximately 189,000 net new subscribers for the same period in 2010. The change versus the prior period was driven primarily by a decrease in gross new subscriber additions. See Results of Operations above for further discussion. There are a number of factors that impact our future cash flow compared to the cash flow we generate at any given point in time, including subscriber churn and how successful we are at retaining our current subscribers. As we lose subscribers from our existing base, the positive cash flow from that base is correspondingly reduced.

**Satellites**

Operation of our subscription television service requires that we have adequate satellite transmission capacity for the programming we offer. Moreover, current competitive conditions require that we continue to expand our offering of new programming, particularly by expanding local HD coverage and offering more national HD channels. While we generally have had in-orbit satellite capacity sufficient to transmit our existing channels and some backup capacity to recover the transmission of certain critical programming, our backup capacity is limited. In the event of a failure or loss of any of our satellites, we may need to acquire or lease additional satellite capacity or relocate one of our other satellites and use it as a replacement for the failed or lost satellite. Such a loss or failure could result in a prolonged loss of critical programming or a significant delay in our plans to expand programming as necessary to remain competitive and cause us to expend a significant portion of our cash to acquire or lease additional satellite capacity.

**Security Systems**

Increases in theft of our signal or our competitors' signals could, in addition to reducing new subscriber activations, also cause subscriber churn to increase. We use microchips embedded in credit card-sized access cards, called smart cards, or security chips in our receiver systems to control access to authorized programming content ( Security Access Devices ). Our signal encryption has been compromised in the past and may be compromised in the future even though we continue to respond with significant investment in security measures, such as Security Access Device replacement programs and updates in security software, that are intended to make signal theft more difficult. It has been our prior experience that security measures may only be effective for short periods of time or not at all and that we remain susceptible to additional signal theft. During 2009, we completed the replacement of our Security Access Devices and re-secured our system. We expect additional future replacements of these devices will be necessary to keep our system secure. We cannot ensure that we will be successful in reducing or controlling theft of our programming content and we may incur additional costs in the future if our system's security is compromised.

**Stock Repurchases**



## Edgar Filing: DISH Network CORP - Form 10-Q

Our Board of Directors previously authorized stock repurchases of up to \$1.0 billion of our Class A common stock. On November 1, 2011, our Board of Directors extended the plan and authorized an increase in the maximum dollar value of shares that may be repurchased under the plan, such that we are currently authorized to repurchase up to \$1.0 billion of our outstanding shares of our Class A common stock through and including December 31, 2012. As of September 30, 2011, we may repurchase up to \$1.0 billion under this plan.

### **Subscriber Acquisition and Retention Costs**

We incur significant upfront costs to acquire subscribers, including advertising, retailer incentives, equipment, installation and new customer promotions. While we attempt to recoup these upfront costs over the lives of their subscription, there can be no assurance that we will. We deploy business rules such as minimum credit requirements and we strive to provide outstanding customer service, to increase the likelihood of customers keeping

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

their DISH Network service over longer periods of time. Our subscriber acquisition costs may vary significantly from period to period.

We incur significant costs to retain our existing customers, mostly by upgrading their equipment to HD and DVR receivers. As with our subscriber acquisition costs, our retention spending includes the cost of equipment and installation. In certain circumstances, we also offer free programming and/or promotional pricing for limited periods for existing customers in exchange for a commitment to receive service for a minimum term. A component of our retention efforts includes the installation of equipment for customers who move. Our subscriber retention costs may vary significantly from period to period.

**Covenants and Restrictions Related to our Senior Notes**

The indentures related to our outstanding senior notes contain restrictive covenants that, among other things, impose limitations on the ability of DISH DBS Corporation ( DDBS ) and its restricted subsidiaries to: (i) incur additional indebtedness; (ii) enter into sale and leaseback transactions; (iii) pay dividends or make distributions on DDBS' capital stock or repurchase DDBS' capital stock; (iv) make certain investments; (v) create liens; (vi) enter into certain transactions with affiliates; (vii) merge or consolidate with another company; and (viii) transfer or sell assets. Should we fail to comply with these covenants, all or a portion of the debt under the senior notes could become immediately payable. The senior notes also provide that the debt may be required to be prepaid if certain change-in-control events occur. As of the date of filing, DDBS was in compliance with the covenants.

**Other**

We are also vulnerable to fraud, particularly in the acquisition of new subscribers. While we are addressing the impact of subscriber fraud through a number of actions, there can be no assurance that we will not continue to experience fraud, which could impact our subscriber growth and churn. Sustained economic weakness may create greater incentive for signal theft and subscriber fraud, which could lead to higher subscriber churn and reduced revenue.

**Obligations and Future Capital Requirements**

*Future Capital Requirements*

On October 3, 2011, we redeemed the \$915 million remaining principal balance of our 6 3/8% Senior Notes due 2011 with cash on hand at September 30, 2011. We expect to fund our future working capital, capital expenditure and debt service requirements from cash generated from

## Edgar Filing: DISH Network CORP - Form 10-Q

operations, existing cash and marketable investment securities balances, and cash generated through raising additional capital. The amount of capital required to fund our future working capital and capital expenditure needs varies, depending on, among other things, the rate at which we acquire new subscribers and the cost of subscriber acquisition and retention, including capitalized costs associated with our new and existing subscriber equipment lease programs. The majority of our capital expenditures for 2011 are driven by the costs associated with subscriber premises equipment, included in our firm purchase obligations, as well as capital expenditures for our satellite-related obligations. These expenditures are necessary to operate and maintain the DISH Network television service. Consequently, we consider them to be non-discretionary. The amount of capital required will also depend on the levels of investment necessary to support potential strategic initiatives, including our plans to expand our national HD offerings and other strategic opportunities that may arise from time to time. Our capital expenditures vary depending on the number of satellites leased or under construction at any point in time, and could increase materially as a result of increased competition, significant satellite failures, or sustained economic weakness. These factors could require that we raise additional capital in the future.

On May 5, 2011, we issued \$2.0 billion aggregate principal amount of our ten-year, 6 3/4% Senior Notes due June 1, 2021 at an issue price of 99.093%. Interest accrues at an annual rate of 6 3/4% and is payable semi-annually in cash, in arrears on June 1 and December 1 of each year, commencing on December 1, 2011.

*Dividend.* On November 1, 2011, our Board of Directors declared a dividend of \$2.00 per share on our outstanding Class A and Class B common stock. The dividend will be payable in cash on December 1, 2011 to shareholders of record on November 17, 2011. If the dividend was based on the number of shares of our Class A and B common stock outstanding as of October 31, 2011, we would distribute approximately \$892 million in cash to our shareholders.

Table of Contents**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

Volatility in the financial markets has made it more difficult at times for issuers of high-yield indebtedness, such as us, to access capital markets at acceptable terms. These developments may have a significant effect on our cost of financing and our liquidity position.

*Blockbuster.* In connection with the Blockbuster Acquisition, we assumed or entered into new leases that had an aggregate commitment of \$267 million detailed by year in the table below.

	<b>Future Commitments (In thousands)</b>
2011	\$ 39,045
2012	75,978
2013	48,836
2014	32,501
2015	18,348
Thereafter	52,718
Total	\$ 267,426

As of September 30, 2011, our lease commitments increased by \$48 million compared to the amount disclosed as of June 30, 2011 as a result of the assumption of additional domestic store leases during the third quarter.

*TiVo Inc.*

We are responsible for making future payments to TiVo of \$190 million in six equal annual installments between 2012 and 2017 related to the TiVo settlement. See Note 10 in the Notes to our Condensed Consolidated Financial Statements for further discussion.

*Spectrum Investments*

In 2008, we paid \$712 million to acquire certain 700 MHz wireless licenses, which were granted to us by the FCC in February 2009. During the first quarter 2011, we entered into transactions to acquire 100% of the equity of reorganized DBSD North America for approximately \$1.4 billion. Our ultimate acquisition of 100% of the equity of reorganized DBSD North America is subject to the satisfaction of certain conditions, including approval by the FCC and DBSD North America's emergence from bankruptcy. In addition, in June 2011, we entered into an asset purchase agreement under which we would acquire substantially all of the assets of TerreStar for a purchase price of \$1.375 billion, assume certain liabilities associated with the ongoing operations of the business being acquired and provide certain working capital and pay certain administrative expenses of TerreStar and certain of its subsidiaries beyond December 31, 2011. Consummation of the TerreStar Transaction is subject to, among other things, approval by the FCC and the Canadian federal Department of Industry.

There can be no assurance that we will be able to develop and implement a business model that will realize a return on these spectrum investments or that we will be able to profitably deploy the assets represented by these spectrum investments. We will likely be required to make significant additional investments or partner with others to commercialize these licenses. In addition, we have not received approval from the FCC for our acquisition of DBSD North America or approvals from the FCC and the Canadian federal Department of Industry for the TerreStar Transaction. Consequently, we do not yet know the full costs (including any build-out requirements) associated with complying with regulations applicable to our acquisition of DBSD North America or the TerreStar Transaction. Depending on the nature and scope of such commercialization and build-out, any such investment or partnership could vary significantly.

Table of Contents

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS-Continued**

*Sprint Settlement Agreement*

On November 3, 2011, we and Sprint Nextel Corporation ( Sprint ) entered into a mutual release and settlement agreement (the Sprint Settlement Agreement ) pursuant to which all disputed issues relating to our acquisition of DBSD North America and the TerreStar Transaction were resolved between us and Sprint, including, but not limited to, issues relating to costs allegedly incurred by Sprint to relocate users from the spectrum now owned by DBSD North America and TerreStar (the Sprint Clearing Costs ). EchoStar was a party to the Sprint Settlement Agreement solely for the purposes of executing a mutual release between it and Sprint relating to the Sprint Clearing Costs. EchoStar is currently a holder of certain TerreStar debt instruments. Upon full performance of the parties' monetary and non-monetary obligations under the Sprint Settlement Agreement, which is expected to occur in the fourth quarter 2011, we will have made a net payment to Sprint of approximately \$114 million.

*Voom*

If Voom prevails in its breach of contract suit against us, we could be required to pay substantial damages, which would have a material adverse affect on our financial position and results of operations. In January 2008, Voom HD Holdings ( Voom ) filed a lawsuit against us in New York Supreme Court, alleging breach of contract and other claims arising from our termination of the affiliation agreement governing carriage of certain Voom HD channels on the DISH Network satellite TV service. At that time, Voom also sought a preliminary injunction to prevent us from terminating the agreement. The Court denied Voom's request, finding, among other things, that Voom had not demonstrated that it was likely to prevail on the merits. In April 2010, we and Voom each filed motions for summary judgment. Voom later filed two motions seeking discovery sanctions. On November 9, 2010, the Court issued a decision denying both motions for summary judgment, but granting Voom's motions for discovery sanctions. The Court's decision provides for an adverse inference jury instruction at trial and precludes our damages expert from testifying at trial. We appealed the grant of Voom's motion for discovery sanctions to the New York State Supreme Court, Appellate Division, First Department. On February 15, 2011, the appellate Court granted our motion to stay the trial pending our appeal. Oral argument on the appeal took place on April 27, 2011. Voom is claiming over \$2.5 billion in damages.

*Strategic Investments or Acquisitions*

From time to time we evaluate opportunities for strategic investments or acquisitions that may complement our current services and products, enhance our technical capabilities, improve or sustain our competitive position, or otherwise offer growth opportunities. We may make investments in or partner with others to expand our business into mobile and portable video, IPTV, data and voice services. Future material investments or acquisitions may require that we obtain additional capital, assume third party debt or incur other long-term obligations.

*Investments in ARS/MBS*

## Edgar Filing: DISH Network CORP - Form 10-Q

A portion of our investment portfolio is invested in auction rate securities ( ARS ), mortgage backed securities ( MBS ), and strategic investments, and as a result a portion of our portfolio has restricted liquidity. Liquidity in the markets for these investments has been adversely impacted. If the credit ratings of these securities deteriorate or the lack of liquidity in the marketplace continues, we may be required to record impairment charges. Moreover, the sustained uncertainty of domestic and global financial markets has greatly affected the volatility and value of our marketable investment securities. To the extent we require access to funds, we may need to sell these securities under unfavorable market conditions, record further impairment charges and fall short of our financing needs.

### *Off-Balance Sheet Arrangements*

Other than the Guarantees disclosed in Note 10 in the Notes to our Condensed Consolidated Financial Statements, we generally do not engage in off-balance sheet financing activities.

Table of Contents

**Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

**Market Risks Associated With Financial Instruments**

Our investments and debt are exposed to market risks, discussed below.

*Cash, Cash Equivalents and Current Marketable Investment Securities*

As of September 30, 2011, our cash, cash equivalents and current marketable investment securities had a fair value of \$3.365 billion. Of that amount, a total of \$3.030 billion was invested in: (a) cash; (b) VRDNs convertible into cash at par value plus accrued interest generally in five business days or less; (c) debt instruments of the United States Government and its agencies; (d) commercial paper and corporate notes with an overall average maturity of less than one year and rated in one of the four highest rating categories by at least two nationally recognized statistical rating organizations; and/or (e) instruments with similar risk, duration and credit quality characteristics to the commercial paper and corporate obligations described above. The primary purpose of these investing activities has been to preserve principal until the cash is required to, among other things, fund operations, make strategic investments and expand the business. Consequently, the size of this portfolio fluctuates significantly as cash is received and used in our business. The value of this portfolio is negatively impacted by credit losses; however, this risk is mitigated through diversification that limits our exposure to any one issuer.

*Interest Rate Risk*

A change in interest rates would affect the fair value of our cash, cash equivalents and current marketable investment securities portfolio. Based on our September 30, 2011 current non-strategic investment portfolio of \$3.030 billion, a hypothetical 10% increase in average interest rates would result in a decrease of approximately \$22 million in fair value of this portfolio. We normally hold these investments to maturity; however, the hypothetical loss in fair value would be realized if we sold the investments prior to maturity.

Our cash, cash equivalents and current marketable investment securities had an average annual rate of return for the nine months ended September 30, 2011 of 0.4%. A change in interest rates would affect our future annual interest income from this portfolio, since funds would be re-invested at different rates as the instruments mature. A hypothetical 10% decrease in average interest rates during 2011 would result in a decrease of approximately \$2 million in annual interest income.

*Strategic Marketable Investment Securities*

As of September 30, 2011, we held strategic and financial debt and equity investments of public companies with a fair value of \$335 million. These investments, which are held for strategic and financial purposes, are concentrated in several companies, are highly speculative and have



## Edgar Filing: DISH Network CORP - Form 10-Q

experienced and continue to experience volatility. The fair value of our strategic and financial debt and equity investments can be significantly impacted by the risk of adverse changes in securities markets generally, as well as risks related to the performance of the companies whose securities we have invested in, risks associated with specific industries, and other factors. These investments are subject to significant fluctuations in fair value due to the volatility of the securities markets and of the underlying businesses. In general, the debt instruments held in our strategic marketable investment securities portfolio are not significantly impacted by interest rate fluctuations as their value is more closely related to factors specific to the underlying business. A hypothetical 10% adverse change in the price of our public strategic debt and equity investments would result in a decrease of approximately \$34 million in the fair value of these investments.

Table of Contents

**Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK-Continued**

*Restricted Cash and Marketable Investment Securities and Noncurrent Marketable and Other Investment Securities*

*Restricted Cash and Marketable Investment Securities*

As of September 30, 2011, we had \$121 million of restricted cash and marketable investment securities invested in: (a) cash; (b) VRDNs convertible into cash at par value plus accrued interest generally in five business days or less; (c) debt instruments of the United States Government and its agencies; (d) commercial paper and corporate notes with an overall average maturity of less than one year and rated in one of the four highest rating categories by at least two nationally recognized statistical rating organizations; and/or (e) instruments with similar risk, duration and credit quality characteristics to the commercial paper described above. Based on our September 30, 2011 investment portfolio, a hypothetical 10% increase in average interest rates would not have a material impact in the fair value of our restricted cash and marketable investment securities.

*Noncurrent Auction Rate and Mortgage Backed Securities*

As of September 30, 2011, we held investments in ARS and MBS of \$105 million, which are reported at fair value. Events in the credit markets have reduced or eliminated current liquidity for certain of our ARS and MBS investments. As a result, we classify these investments as noncurrent assets as we intend to hold these investments until they recover or mature, and therefore interest rate risk associated with these securities is mitigated. A hypothetical 10% adverse change in the price of these investments would result in a decrease of approximately \$11 million in the fair value of these investments.

*Investment in DBSD North America (ICO) and Other Investment Securities*

As of September 30, 2011, we had \$1.288 billion of public and nonpublic debt and equity instruments that we hold for strategic business purposes. We account for these investments under the cost, equity and/or fair value methods of accounting. A hypothetical 10% adverse change in the price of these public and nonpublic debt and equity instruments would result in a decrease of approximately \$129 million in the fair value of these investments. Of the \$1.288 billion, a total of \$1.286 billion is invested in DBSD North America. If we fail to obtain FCC approvals we may suffer significant financial losses. See Note 4 in the Notes to the Condensed Consolidated Financial Statements for further discussion.

Our ability to realize value from our strategic investments in companies that are not publicly traded depends on the success of those companies businesses and their ability to obtain sufficient capital to execute their business plans. Because private markets are not as liquid as public markets, there is also increased risk that we will not be able to sell these investments, or that when we desire to sell them we will not be able to obtain fair value for them.

***Long-Term Debt***

As of September 30, 2011, we had long-term debt of \$8.137 billion, excluding capital lease obligations, on our Condensed Consolidated Balance Sheets. We estimated the fair value of this debt to be approximately \$8.198 billion using quoted market prices for our publicly traded debt, which constitutes approximately 99% of our debt. Our debt has fixed interest rates, however the fair value of our debt is affected by fluctuations in interest rates. A hypothetical 10% decrease in assumed interest rates would increase the fair value of our debt by approximately \$243 million. To the extent interest rates increase, our costs of financing would increase at such time as we are required to refinance our debt. As of September 30, 2011, a hypothetical 10% increase in assumed interest rates would increase our annual interest expense by approximately \$57 million.

**Derivative Financial Instruments**

From time to time, we speculate using derivative financial instruments; such amounts, however, are typically insignificant.

Table of Contents

**Item 4. CONTROLS AND PROCEDURES**

**Conclusion regarding disclosure controls and procedures**

Under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, we evaluated the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities Exchange Act of 1934) as of the end of the period covered by this report. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective as of the end of the period covered by this report.

**Changes in internal control over financial reporting**

On April 26, 2011, we completed the Blockbuster Acquisition. We are currently integrating policies, processes, people, technology and operations for the combined company. Management will continue to evaluate our internal control over financial reporting as we execute integration activities. Except as discussed above, there has been no change in our internal control over financial reporting (as defined in Rule 13a-15(f) under the Securities Exchange Act of 1934) during our most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

Table of Contents

**PART II OTHER INFORMATION**

**Item 1. LEGAL PROCEEDINGS**

We are involved in a number of legal proceedings (including those described below) concerning matters arising in connection with the conduct of our business activities. Many of these proceedings are at preliminary stages, and many of these cases seek an indeterminate amount of damages. We regularly evaluate the status of legal proceedings in which we are involved, to assess whether a loss is probable or there is a reasonable possibility that a loss or additional loss may have been incurred and determine if accruals are appropriate. We further evaluate each legal proceeding to assess whether an estimate of the possible loss or range of possible loss can be made, if accruals are not appropriate.

For certain cases described below, management is unable to provide a meaningful estimate of the possible loss or range of possible loss because, among other reasons, (i) the proceedings are in various stages; (ii) damages have not been sought; (iii) damages are unsupported and/or exaggerated; (iv) there is uncertainty as to the outcome of pending appeals or motions; (v) there are significant factual issues to be resolved; and/or (vi) there are novel legal issues or unsettled legal theories to be presented or a large number of parties (as with many patent-related cases). For these cases, however, management does not believe, based on currently available information, that the outcomes of these proceedings will have a material adverse effect on our financial condition, though the outcomes could be material to our operating results for any particular period, depending, in part, upon the operating results for such period.

***Broadcast Innovation, L.L.C.***

During 2001, Broadcast Innovation, L.L.C. ( Broadcast Innovation ) filed a lawsuit against us, DirecTV, Thomson Consumer Electronics and others in United States District Court in Denver, Colorado. Broadcast Innovation is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. The suit alleges infringement of United States Patent Nos. 6,076,094 (the 094 patent) and 4,992,066 (the 066 patent). The 094 patent relates to certain methods and devices for transmitting and receiving data along with specific formatting information for the data. The 066 patent relates to certain methods and devices for providing the scrambling circuitry for a pay television system on removable cards. Subsequently, DirecTV and Thomson settled with Broadcast Innovation leaving us as the only defendant.

During 2004, the District Court issued an order finding the 066 patent invalid. Also in 2004, the District Court found the 094 patent invalid in a parallel case filed by Broadcast Innovation against Charter and Comcast. In 2005, the United States Court of Appeals for the Federal Circuit overturned that finding of invalidity with respect to the 094 patent and remanded the Charter case back to the District Court. During June 2006, Charter filed a reexamination request with the United States Patent and Trademark Office. The District Court has stayed the Charter case pending reexamination, and our case has been stayed pending resolution of the Charter case.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

*Channel Bundling Class Action*

During 2007, a purported class of cable and satellite subscribers filed an antitrust action against us in the United States District Court for the Central District of California. The suit also names as defendants DirecTV, Comcast, Cablevision, Cox, Charter, Time Warner, Inc., Time Warner Cable, NBC Universal, Viacom, Fox Entertainment Group and Walt Disney Company. The suit alleges, among other things, that the defendants engaged in a conspiracy to provide customers with access only to bundled channel offerings as opposed to giving customers the ability to purchase channels on an a la carte basis. On October 16, 2009, the District Court granted defendants' motion to dismiss with prejudice. On June 3, 2011, the U.S. Court of Appeals for the Ninth Circuit affirmed the District Court's motion to dismiss with prejudice. The plaintiff class sought rehearing en banc. On October 31, 2011, the Ninth Circuit issued an order vacating the June 3, 2011 order, directing that a 3-judge panel be

Table of Contents

reconstituted, and denying the plaintiff class motion for rehearing as moot. We intend to vigorously defend this case. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

**ESPN**

During 2008, we filed a lawsuit against ESPN, Inc., ESPN Classic, Inc., ABC Cable Networks Group, Soapnet L.L.C. and International Family Entertainment (collectively, ESPN) for breach of contract in New York State Supreme Court. Our complaint alleges that ESPN failed to provide us with certain high-definition feeds of the Disney Channel, ESPN News, Toon and ABC Family. ESPN asserted a counterclaim, and then filed a motion for summary judgment, alleging that we owed approximately \$35 million under the applicable affiliation agreements. We brought a motion to amend our complaint to assert that ESPN was in breach of certain most-favored-nation provisions under the applicable affiliation agreements. On April 15, 2009, the New York State Supreme Court granted our motion to amend the complaint, and granted, in part, ESPN's motion on the counterclaim, finding that we are liable for some of the amount alleged to be owing but that the actual amount owing is disputed. We appealed the partial grant of ESPN's motion to the New York State Supreme Court, Appellate Division, First Department. After the partial grant of ESPN's motion, ESPN sought an additional \$30 million under the applicable affiliation agreements. On March 15, 2010, the New York State Supreme Court affirmed the prior grant of ESPN's motion and ruled that we owe the full amount of approximately \$66 million under the applicable affiliation agreement. On December 29, 2010, the New York State Supreme Court, Appellate Division, First Department affirmed the partial grant of ESPN's motion on the counterclaim. As of December 31, 2010, we had \$42 million recorded as a Litigation accrual on our Condensed Consolidated Balance Sheets.

On June 21, 2011, the First Department affirmed the New York Supreme Court's ruling that we owe approximately \$66 million under the applicable affiliation agreements and, on October 18, 2011, denied our motion for leave to appeal that decision to New York's highest court, the New York Court of Appeals. We intend to seek leave to appeal directly from the Court of Appeals. As a result of the First Department's June 2011 ruling, during the three and nine months ended September 30, 2011, we recorded zero and \$24 million of Litigation Expense on our Condensed Consolidated Statements of Operations and Comprehensive Income (Loss), respectively, and increased our Litigation accrual to a total of \$66 million as of September 30, 2011. This reflects our estimated exposure for ESPN's counterclaim. We intend to vigorously prosecute and defend this case.

**Ganas L.L.C.**

During August 2010, Ganas, L.L.C. (Ganas) filed suit against DISH DBS Corporation, our indirect wholly owned subsidiary, Sabre Holdings Corporation, SAP America, Inc., SAS Institute Inc., Scottrade, Inc., TD Ameritrade, Inc., The Charles Schwab Corporation, TiVo Inc., Unicoi Systems Inc., Xerox Corporation, Adobe Systems Inc., AOL Inc., Apple Inc., Axibase Corporation, DirecTV, E\*Trade Securities L.L.C., Exinda Networks, Fidelity Brokerage Services L.L.C., Firsttrade Securities Inc., Hewlett-Packard Company, iControl Inc., International Business Machines Corporation and JPMorgan Chase & Co. in the United States District Court for the Eastern District of Texas alleging infringement of United States Patent Nos. 7,136,913, 7,325,053, and 7,734,756. The patents relate to hypertext transfer protocol and simple object access protocol. Ganas is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

*InterAD Technologies, LLC*

On September 16, 2011, InterAD Technologies, LLC filed a complaint against our wholly-owned subsidiary DISH Network L.L.C., as well as EchoStar, EchoStar Technologies L.L.C., a wholly-owned subsidiary of EchoStar, Atlantic Broadband Finance, LLC, AT&T, Inc., Bright House Networks, LLC, Cable One, Inc., Cequel Communications, LLC, Charter Communications Holding Company, LLC, Charter Communications, Inc., Comcast Corporation, Cox Communications, Inc., CSC Holdings, LLC, DirecTV, Inc., Insight Communications Company, Inc., Knology, Inc., Mediacom Broadband, LLC, RCN Telecom Services, LLC, Time Warner Cable, Inc., and



Table of Contents

Verizon, Inc. in the United States District Court for the District of Delaware alleging infringement of United States Patent No. 5,438,355, which is entitled Interactive System for Processing Viewer Responses to Television Programming.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Katz Communications***

During 2007, Ronald A. Katz Technology Licensing, L.P. ( Katz ) filed a patent infringement action against us in the United States District Court for the Northern District of California. The suit alleges infringement of 19 patents owned by Katz. The patents relate to interactive voice response, or IVR, technology. The case has been transferred and consolidated for pretrial purposes in the United States District Court for the Central District of California by order of the Judicial Panel on Multidistrict Litigation.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***LVL Patent Group, LLC***

On September 15, 2011, LVL Patent Group, LLC filed a complaint against our wholly-owned subsidiary DISH Network L.L.C., as well as EchoStar, EchoStar Technologies L.L.C., a wholly-owned subsidiary of EchoStar, and DirecTV, Inc. in the United States District Court for the District of Delaware alleging infringement of United States Patent No. 6,044,382, which is entitled Data Transaction Assembly Server.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***NorthPoint Technology***

## Edgar Filing: DISH Network CORP - Form 10-Q

On July 2, 2009, NorthPoint Technology, Ltd. filed suit against us, EchoStar and DirecTV in the United States District Court for the Western District of Texas alleging infringement of United States Patent No. 6,208,636 (the '636 patent). The '636 patent relates to the use of multiple low-noise block converter feedhorns, or LNBFs, which are antennas used for satellite reception. On April 21, 2011, the U.S. Patent and Trademark Office issued an order granting reexamination of the '636 patent. On June 21, 2011, the District Court entered summary judgment in our favor, finding that all asserted claims of the '636 patent are invalid. The plaintiff has appealed.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

### *Olympic Developments*

On January 20, 2011, Olympic Developments AG, LLC ( Olympic ) filed suit against us, Atlantic Broadband, Inc., Bright House Networks, LLC, Cable One, Inc., Cequel Communications Holdings I, LLC, CSC Holdings, LLC, GCI Communication Corp., Insight Communications Company, Inc., Knology, Inc., Mediacom Communications Corporation and RCN Telecom Services, LLC in the United States District Court for the Central District of California alleging infringement of United States Patent Nos. 5,475,585 and 6,246,400. The patents

Table of Contents

relate to on-demand services. Olympic is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. On June 13, 2011, the case was transferred to the Northern District of California.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Personalized Media Communications***

During 2008, Personalized Media Communications, Inc. ( PMC ) filed suit against us, EchoStar and Motorola Inc. in the United States District Court for the Eastern District of Texas alleging infringement of United States Patent Nos. 4,694,490; 5,109,414; 4,965,825; 5,233,654; 5,335,277; and 5,887,243, which relate to satellite signal processing. PMC is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. Subsequently, Motorola Inc. settled with PMC leaving EchoStar and us as the only defendants.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe any of the asserted patents, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Retailer Class Actions***

During 2000, lawsuits were filed by retailers in Colorado state and federal courts attempting to certify nationwide classes on behalf of certain of our retailers. The plaintiffs requested that the Courts declare certain provisions of, and changes to, alleged agreements between us and the retailers invalid and unenforceable, and to award damages for lost incentives and payments, charge backs and other compensation. On September 20, 2010, we agreed to a settlement of both lawsuits that provides, among other things, for mutual releases of the claims underlying the litigation, payment by us of up to \$60 million, and the option for certain class members to elect to reinstate certain monthly incentive payments, which the parties agreed have an aggregate maximum value of \$23 million. We cannot predict with any degree of certainty how many class members will elect to reinstate these monthly incentive payments. As a result, a \$60 million Litigation accrual was recorded as of December 31, 2010 on our Condensed Consolidated Balance Sheets. On February 9, 2011, the court granted final approval of the settlement, and we made a \$60 million settlement payment on April 28, 2011.

***Suomen Colorize Oy***

During October 2010, Suomen Colorize Oy ( Suomen ) filed suit against DISH Network L.L.C., our indirect wholly owned subsidiary, and EchoStar in the United States District Court for the Middle District of Florida alleging infringement of United States Patent No. 7,277,398. The abstract of the patent states that the claims are directed to a method and terminal for providing services in a telecommunication network.

## Edgar Filing: DISH Network CORP - Form 10-Q

Suomen is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. The action has been transferred to the United States District Court for the District of Colorado.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

Table of Contents

***Technology Development Licensing***

On January 22, 2009, Technology Development and Licensing L.L.C. ( TDL ) filed suit against us and EchoStar in the United States District Court for the Northern District of Illinois alleging infringement of United States Patent No. Re. 35,952, which relates to certain favorite channel features. TDL is an entity that seeks to license an acquired patent portfolio without itself practicing any of the claims recited therein. In July 2009, the Court granted our motion to stay the case pending two reexamination petitions before the Patent and Trademark Office.

We intend to vigorously defend this case. In the event that a court ultimately determines that we infringe the asserted patent, we may be subject to substantial damages, which may include treble damages, and/or an injunction that could require us to materially modify certain user-friendly features that we currently offer to consumers. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***TiVo Inc.***

In connection with our litigation with TiVo Inc. ( TiVo ), which is described in our periodic reports filed with the Securities and Exchange Commission, including in our annual report on Form 10-K for the year ended December 31, 2010 under the caption Item 3. Legal Proceedings TiVo Inc., on April 20, 2011, the U.S. Court of Appeals for the Federal Circuit vacated the District Court's contempt ruling on infringement, articulated a new standard for determining colorable difference and remanded that issue back to the District Court for determination. The Federal Circuit also vacated the District Court's amended injunction requiring that we inform the court of any further attempts to design around TiVo's United States Patent No. 6,233,389 (the 389 patent) and seek approval from the court before any such design-around is implemented. The Federal Circuit also vacated the infringement damages for the period after we deployed our original alternative technology (although it did not foreclose that damages may be reinstated if upon remand a new court or jury decision found that the original alternative technology infringed TiVo's 389 patent). The Federal Circuit affirmed the District Court's contempt ruling on disablement, holding that the original 2006 injunction required that we disable DVR functionality in all but approximately 192,000 digital set-top boxes deployed with customers (the Disablement Provision ) and affirmed the \$90 million in contempt sanctions awarded against us for violating the Disablement Provision.

On April 29, 2011, we and EchoStar entered into a settlement agreement with TiVo. The settlement resolves all pending litigation between us and EchoStar, on the one hand, and TiVo, on the other hand, including litigation relating to alleged patent infringement involving certain DISH Network digital video recorders, or DVRs, which litigation is described in our periodic reports filed with the Securities and Exchange Commission including in our annual report on Form 10-K for the year ended December 31, 2010 under the caption Item 3. Legal Proceedings TiVo Inc.

Under the settlement agreement, all pending litigation has been dismissed with prejudice and all injunctions that permanently restrain, enjoin or compel any action by us or EchoStar have been dissolved. We and EchoStar are jointly responsible for making payments to TiVo in the aggregate amount of \$500 million, including an initial payment of \$300 million and the remaining \$200 million in six equal annual installments between 2012 and 2017. Pursuant to the terms and conditions of the agreements entered into in connection with the Spin-off of EchoStar from us, we made the initial payment to TiVo in May 2011, except for the contribution from EchoStar totaling approximately \$10 million, representing an allocation of liability relating to EchoStar's sales of DVR-enabled receivers to an international customer. Future payments will be allocated between us and EchoStar based on historical sales of certain licensed products, with us being responsible for 95% of each annual payment.

## Edgar Filing: DISH Network CORP - Form 10-Q

As previously disclosed, our total litigation accrual for TiVo was \$517 million as of December 31, 2010. As a result of the settlement agreement, we reversed \$335 million of this accrual and made a payment of approximately \$290 million for our portion of the initial payment to TiVo. Of this amount, approximately \$182 million relates to prior periods and the remaining \$108 million represents a prepayment. Our \$108 million prepayment and our \$190 million share of the remaining payments, a total of \$298 million, will be expensed ratably as a subscriber-related expense from April 1, 2011 through July 31, 2018, the expiration date of the 389 patent. In connection with our TiVo settlement, TiVo agreed to advertise and market certain of our products and services. As a result, \$6 million was recognized as a reduction of litigation expense and we recorded a pre-paid marketing asset on our Condensed

Table of Contents

Consolidated Statements of Operations and Comprehensive Income (Loss) and our Condensed Consolidated Balance Sheets, respectively. The amount of the pre-paid license agreement is being amortized as costs of sales over the six-year term of the agreement.

In addition, under the settlement agreement, TiVo granted us a license under its 389 patent and certain related patents, for the remaining life of those patents, with respect to DISH-branded and co-branded products and services.

We and EchoStar, on the one hand, and TiVo, on the other hand, have also agreed on mutual releases of certain related claims and agreed not to challenge each other's DVR technology-related patents that are licensed under the settlement agreement.

Because both we and EchoStar were defendants in the TiVo lawsuit, we and EchoStar were jointly and severally liable to TiVo for any final damages and sanctions that could have been awarded by the District Court. As previously disclosed, we determined that we were obligated under the agreements entered into in connection with the Spin-off to indemnify EchoStar for substantially all liability arising from this lawsuit. EchoStar contributed an amount equal to its \$5 million intellectual property liability limit under the receiver agreement. We and EchoStar further agreed that EchoStar's \$5 million contribution would not exhaust EchoStar's liability to us for other intellectual property claims that may arise under the receiver agreement. We and EchoStar also agreed that we would each be entitled to joint ownership of, and a cross-license to use, any intellectual property developed in connection with any potential new alternative technology. Any amounts that EchoStar is responsible for under the settlement agreement with TiVo are in addition to the \$5 million contribution previously made by EchoStar.

***Voom***

In January 2008, Voom HD Holdings (Voom) filed a lawsuit against us in New York Supreme Court, alleging breach of contract and other claims arising from our termination of the affiliation agreement governing carriage of certain Voom HD channels on the DISH Network satellite TV service. At that time, Voom also sought a preliminary injunction to prevent us from terminating the agreement. The Court denied Voom's request, finding, among other things, that Voom had not demonstrated that it was likely to prevail on the merits. In April 2010, we and Voom each filed motions for summary judgment. Voom later filed two motions seeking discovery sanctions. On November 9, 2010, the Court issued a decision denying both motions for summary judgment, but granting Voom's motions for discovery sanctions. The Court's decision provides for an adverse inference jury instruction at trial and precludes our damages expert from testifying at trial. We appealed the grant of Voom's motion for discovery sanctions to the New York State Supreme Court, Appellate Division, First Department. On February 15, 2011, the appellate Court granted our motion to stay the trial pending our appeal. Oral argument on the appeal took place on April 27, 2011. Voom is claiming over \$2.5 billion in damages. We intend to vigorously defend this case. We cannot predict with any degree of certainty the outcome of the suit or determine the extent of any potential liability or damages.

***Other***

In addition to the above actions, we are subject to various other legal proceedings and claims which arise in the ordinary course of business, including, among other things, disputes with programmers regarding fees. In our opinion, the amount of ultimate liability with respect to any of these actions is unlikely to materially affect our financial position, results of operations or liquidity.

**Item 1A. RISK FACTORS**

Item 1A, Risk Factors, of our Annual Report on Form 10-K for the year ended December 31, 2010 and our Quarterly Reports on Form 10-Q for the quarterly periods ended March 31, 2011 and June 30, 2011, include a detailed discussion of our risk factors.



Table of Contents**Item 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS***Issuer Purchases of Equity Securities*

The following table provides information regarding repurchases of our Class A common stock from July 1, 2011 through September 30, 2011.

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (In thousands, except share data)	Maximum Approximate Dollar Value of Shares that May Yet be Purchased Under the Plans or Programs (1)
July 1 - July 31, 2011		\$		\$ 999,604
August 1 - August 31, 2011		\$		\$ 999,604
September 1 - September 30, 2011		\$		\$ 999,604
Total		\$		\$ 999,604

(1) Our Board of Directors previously authorized stock repurchases of up to \$1.0 billion of our Class A common stock. On November 1, 2011, our Board of Directors extended the plan and authorized an increase in the maximum dollar value of shares that may be repurchased under the plan, such that we are currently authorized to repurchase up to \$1.0 billion of our outstanding shares through and including December 31, 2012. Purchases under our repurchase program may be made through open market purchases, privately negotiated transactions, or Rule 10b5-1 trading plans, subject to market conditions and other factors. We may elect not to purchase the maximum amount of shares allowable under this program and we may also enter into additional share repurchase programs authorized by our Board of Directors.

**Item 5. OTHER INFORMATION**

On November 1, 2011, our Board of Directors declared a dividend of \$2.00 per share on our outstanding Class A and Class B common stock. The dividend will be payable in cash on December 1, 2011 to shareholders of record on November 17, 2011.

Table of Contents

**Item 6. EXHIBITS**

*(a) Exhibits.*

- 31.1o Section 302 Certification of Chief Executive Officer.
- 31.2o Section 302 Certification of Chief Financial Officer.
- 32.1o Section 906 Certification of Chief Executive Officer.
- 32.2o Section 906 Certification of Chief Financial Officer.
- 101o The following materials from the Quarterly Report on Form 10-Q of DISH Network for the quarter ended September 30, 2011, filed on November 7, 2011, formatted in eXtensible Business Reporting Language ( XBRL ): (i) Condensed Consolidated Balance Sheets, (ii) Condensed Consolidated Statements of Operations and Comprehensive Income (Loss), (iii) Condensed Consolidated Statements of Cash Flows and (iv) related notes to these financial statements.

---

o Filed herewith.

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 thereunto duly authorized.

DISH NETWORK CORPORATION

By: */s/ Joseph P. Clayton*  
Joseph P. Clayton  
President and Chief Executive Officer  
(Duly Authorized Officer)

By: */s/ Robert E. Olson*  
Robert E. Olson  
Executive Vice President and Chief Financial Officer  
(Principal Financial Officer)

Date: November 7, 2011