# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

## **FORM 10-Q**

(Mark One)

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

FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2014.

OR

☐ 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: 001-33807

## **EchoStar Corporation**

(Exact Name of Registrant as Specified in Its Charter)

Nevada

26-1232727

(State or Other Jurisdiction of Incorporation or Organization)

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

100 Inverness Terrace East, Englewood, Colorado

80112-5308

(Address of Principal Executive Offices)

(Zip Code)

(303) 706-4000

(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  $\boxtimes$  No  $\square$ 

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 ( $\S 232.405$  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  $\boxtimes$  No  $\square$ 

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. (Check one):

Large accelerated filer ⊠

Accelerated filer □



(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 $\square$ No $\boxtimes$
As of October 29, 2014, the Registrant's outstanding common stock consisted of 43,760,541 shares of Class A common stock and 47,687,039 shares of Class B common stock.

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#### DISCLOSURE REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including, in particular, statements about our estimates, expectations, plans, objectives, strategies, results of operations and financial condition, expected impact of regulatory developments and legal proceedings, opportunities in our industries and businesses and other trends and projections for the next fiscal quarter and beyond. All statements, other than statements of historical facts, may be forward-looking statements. Forward-looking statements may also be identified by words such as "anticipate," "intend," "plan," "goal," "seek," "believe," "estimate," "expect," "predict," "continue," "future," "will," "would," "could," "can," "may" and similar terms. These forward-looking statements are based on information available to us as of the date of this Quarterly Report on Form 10-Q and represent management's current views and assumptions. Forward-looking statements are not guarantees of future performance, events or results and involve potential known and unknown risks, uncertainties and other factors, many of which may be beyond our control and may pose a risk to our operating and financial condition. Accordingly, actual performance, events or results could differ materially from those expressed or implied in the forward-looking statements due to a number of factors including, but not limited to:

- our reliance on our primary customer, DISH Network Corporation ("DISH Network"), for a significant portion of our revenue;
- the impact of variable demand and the adverse pricing environment for digital set-top boxes;
- dependence on our ability to successfully manufacture and sell our digital set-top boxes in increasing volumes on a
  cost-effective basis and with acceptable quality;
- our ability to bring advanced technologies to market to keep pace with our competitors;
- significant risks related to the construction, launch and operation of our satellites, such as the risk of material malfunction on one or more of our satellites, changes in the space weather environment that could interfere with the operation of our satellites, and our general lack of commercial insurance coverage on our satellites;
- uncertainty in global economic conditions, which may, among other things, cause consumers and enterprise customers to defer purchases;
- the failure to adequately anticipate the need for satellite capacity or the inability to obtain satellite capacity for our Hughes segment; and
- the failure of third-party providers of components, manufacturing, installation services and customer support services to appropriately deliver the contracted goods or services.

Other factors that could cause or contribute to such differences include, but are not limited to, those discussed under the caption "Risk Factors" in Part II, Item 1A of this Quarterly Report on Form 10-Q and in Part I, Item 1A of our most recent Annual Report on Form 10-K ("10-K") filed with the Securities and Exchange Commission ("SEC"), those discussed in "Management's Discussion and Analysis of Financial Condition and Results of Operations" herein and in the 10-K and those discussed in other documents we file with the 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 and uncertainties described herein and should not place undue reliance on any forward-looking statements. We do not undertake, and specifically disclaim, any obligation to publicly release the results of any revisions that may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements, except as required by federal securities laws.



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#### PART I — FINANCIAL INFORMATION

#### Item 1. FINANCIAL STATEMENTS

#### **ECHOSTAR CORPORATION** CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except share amounts) (Unaudited)

(Onduced)		Λ.	οf		
	As of September 30,			December 31,	
		2014	_	2013	
Assets					
Current Assets:	¢	760 201	Φ	(24.110	
Cash and cash equivalents  Marketable investment securities	\$	760,391	<b>3</b>	634,119	
		1,019,247		986,533	
Trade accounts receivable, net of allowance for doubtful accounts of \$14,649 and \$13,237, respectively		183,468		159,292	
Trade accounts receivable - DISH Network, net of allowance for doubtful accounts of zero		303,391		355,135	
Inventory		68,582		66,084	
Prepaid expenses		56,898		55,400	
Deferred tax assets		70,150		69,633	
Other current assets		9,838		29,930	
Total current assets		2,471,965	_	2,356,126	
Noncurrent Assets:		2, . , 1, , 00	_	2,500,120	
Restricted cash and marketable investment securities		19,095		16,137	
Property and equipment, net of accumulated depreciation of \$2,804,862 and \$2,499,889,		,		,	
respectively		3,080,911		2,546,377	
Regulatory authorizations, net		573,337		583,900	
Goodwill		510,630		504,173	
Other intangible assets, net		214,042		262,039	
Other investments		167,518		169,771	
Other receivable - DISH Network		90,632		89,811	
Other noncurrent assets, net		184,551		173,629	
Total noncurrent assets		4,840,716		4,345,837	
Total assets	\$	7,312,681	\$	6,701,963	
Liabilities and Stockholders' Equity					
Current Liabilities:			_		
Trade accounts payable	\$	231,832	\$	201,416	
Trade accounts payable - DISH Network		45,717		55,743	
Current portion of long-term debt and capital lease obligations		44,539		69,791	
Deferred revenue and prepayments		73,431		57,592	
Accrued compensation Accrued royalties		32,764 23,361		30,940 24,010	
Accrued interest		43,783		7,838	
Accrued expenses and other		121,293		111,115	
Total current liabilities		616,720	_	558,445	
Noncurrent Liabilities:		010,720	_	336,443	
Long-term debt and capital lease obligations, net of current portion		2,332,730		2,352,597	
Deferred tax liabilities		658,184		488,206	
Other noncurrent liabilities		106,634		76,484	
Total noncurrent liabilities		3,097,548	_	2,917,287	
Total liabilities		3,714,268	_	3,475,732	
Commitments and Contingencies (Note 14)		3,711,200	_	3,173,732	
<del>-</del>					
Stockholders' Equity:					
Preferred Stock, \$.001 par value, 20,000,000 shares authorized:					
Hughes Retail Preferred Tracking Stock, \$.001 par value, 13,000,000 shares authorized,					
6,290,499 issued and outstanding and zero shares issued and outstanding at September 30, 2014 and December 31, 2013, respectively					
Common Stock, \$.001 par value, 4,000,000,000 shares authorized:		6		_	
Class A common stock, \$.001 par value, 1,600,000,000 shares authorized, 49,286,776 shares					
issued and 43,754,458 shares outstanding at September 30, 2014 and 48,370,956 shares					
issued and 42 838 638 shares outstanding at December 31 2013		49		48	



# DOCKET

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