

TIVO INC  
Form 10-Q  
August 31, 2012

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

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FORM 10-Q

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(Mark One)

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

For the quarterly period ended July 31, 2012

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 000-27141

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TIVO INC.  
(Exact name of registrant as specified in its charter)

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Delaware  
(State or other jurisdiction of  
incorporation or organization)  
2160 Gold Street, P.O. Box 2160, Alviso, CA 95002  
(Address of principal executive offices including zip code)  
(408) 519-9100  
(Registrant's telephone number, including area code)

77-0463167  
(I.R.S. Employer  
Identification No.)

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 website, if any, every interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or 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 definition of "accelerated filer," "large 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

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

The number of shares outstanding of the registrant's common stock, \$0.001 par value, was 124,447,707 as of August 15, 2012.

TIVO INC.  
FORM 10-Q  
For the Fiscal Quarter Ended July 31, 2012

TABLE OF CONTENTS

|          |                                                                                              |           |
|----------|----------------------------------------------------------------------------------------------|-----------|
| PART I.  | <u>FINANCIAL INFORMATION</u>                                                                 | <u>5</u>  |
| Item 1.  | <u>Financial Statements</u>                                                                  | <u>5</u>  |
| Item 2.  | <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u> | <u>19</u> |
| Item 3.  | <u>Quantitative and Qualitative Disclosures About Market Risk</u>                            | <u>32</u> |
| Item 4.  | <u>Controls and Procedures</u>                                                               | <u>32</u> |
| PART II. | <u>OTHER INFORMATION</u>                                                                     | <u>33</u> |
| Item 1.  | <u>Legal Proceedings</u>                                                                     | <u>33</u> |
| Item 1A. | <u>Risk Factors</u>                                                                          | <u>33</u> |
| Item 2.  | <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>                           | <u>33</u> |
| Item 3.  | <u>Defaults Upon Senior Securities</u>                                                       | <u>33</u> |
| Item 4.  | <u>Mine Safety Disclosures</u>                                                               | <u>33</u> |
| Item 5.  | <u>Other Information</u>                                                                     | <u>33</u> |
| Item 6.  | <u>Exhibits</u>                                                                              | <u>35</u> |
|          | <u>Signatures</u>                                                                            | <u>36</u> |

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Except as the context otherwise requires, the terms "TiVo," "Registrant," "Company," "we," "us," or "our" as used herein are references to TiVo Inc. and its consolidated subsidiaries.

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This quarterly report on Form 10-Q contains certain forward-looking statements within the meaning of section 27A of the Securities Act of 1933, as amended, and section 21E of the Securities Exchange Act of 1934, as amended. These statements relate to, among other things:

- our financial results, expectations of future revenues and profitability;
- our intention and ability to protect our intellectual property, the cost of prosecuting or defending our intellectual property through litigation, the outcome of related litigations and the strength and future value of our intellectual property;
- our future investments in subscription acquisition activities, offers of bundled hardware and service subscriptions, future advertising expenditures, future use of consumer rebates, hardware cost and associated subsidies, and other marketing activities and consumer offers, including our current subsidized hardware pricing and related subscription pricing and their impact on our hardware revenues, service revenues, total acquisition costs as well as sales and marketing, subscription acquisition costs, and average revenue per subscription ("ARPU");
- our estimates of the useful life of TiVo-enabled digital video recorders ("DVRs") in connection with the recognition of revenue received from product lifetime subscriptions and the expected future increase in the number of fully-amortized TiVo-Owned product lifetime subscriptions, and our estimates of the effects of product lifetime subscriptions on churn;
- our expectations regarding the seasonality of our business and subscription additions to the TiVo service;
- our expectations regarding future growth in subscriptions to the TiVo Service, including future increases in our multiple system operators' and broadcasters' ("MSOs") subscription base and the possibility of future decreases in the TiVo-Owned subscription base;
- our intentions to grow the number of TiVo-Owned subscriptions through our relationships with major retailers and our expectations with respect to future gross additions in our TiVo-Owned subscriptions;
- our expectations related to future advertising and audience research measurement revenues;
- our expectations related to changes in the cost of our hardware revenues and the reasons for changes in the volume of DVRs sold to retailers;
- our future earnings including expected future service revenues from future TiVo-Owned subscriptions and future service and technology revenues from MSOs;
- our expectations of the growth in the future advanced television services market for our software and technology for both our hardware and in-home and outside-of-the-home cloud-based solutions, which will be impacted by alternatives to and competitors with our products, such as cable Video On Demand ("VOD"), streaming VOD from the internet, and network DVRs;
- our expectations regarding installation and operational issues surrounding cable-operator provided CableCARDS and switched digital devices essential for TiVo consumer devices in cable homes;
- our expectations that in the future we may also offer services for additional non-DVR products that would incorporate the TiVo user interface and non-DVR software;
- our expectations of the growth of the TiVo service and technology outside the United States;
- our expectations with respect to the timing of future development and deployment, including future

subscription growth or attrition and future technology and service revenues;

- our expectations regarding the future amount of our research and development spending and associated ability to remain competitive and a technology innovator in advanced television solutions beyond the DVR;
- our expectations regarding future increases in the amount of deferred expenses in costs of technology revenues related to development work for our television distribution partners and our ability to receive revenues equal to or great than such deferred expenses from such television distribution partners;
- our expectations regarding future increases in our operating expenses, including increases in general and administrative expenses, litigation expenses, sales and marketing and subscription acquisition costs, and future increases in hardware costs related to supply shortages in the hard disk drive component market;
- our expectations regarding our ability to oversee outsourcing of our manufacturing processes and engineering work;
- our expectations with respect to the usability of our current finished goods inventory of DVRs and non-DVR products and the risks that hardware forecasts of our MSO customers may be reduced after we have committed manufacturing resources due to long lead times requiring us to record additional write-downs if such inventories exceed forecasted demand;
- our expectations regarding our ability to fund operations, capital expenditures, and working capital needs during the next year;
- our expectations regarding our ability to raise additional capital through the financial markets in the future;
- our expectations regarding our ability to perform or comply with laws, regulations, and requirements different than those in the United States; and
- our expectations and estimates related to long-term investments and their associated carrying value.

Forward-looking statements generally can be identified by the use of forward-looking terminology such as “believe,” “expect,” “may,” “will,” “intend,” “estimate,” “continue,” “ongoing,” “predict,” “potential,” and “anticipate” or similar expressions, or the negative of those terms or expressions. These statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results, performance or achievements to differ materially from those expressed or implied by such forward-looking statements. Such factors include, among others, the information contained under the caption Part I, Item 1A, “Risk Factors” in our most recent annual report on Form 10-K and our quarterly reports on Form 10-Q. The reader is cautioned not to place undue reliance on these forward-looking statements, which reflect management's analysis only as of the date of this quarterly report and we undertake no obligation to publicly update or revise any forward-looking statements in this quarterly report. The reader is strongly urged to read the information set forth under the caption Part I, Item 2 “Management's Discussion and Analysis of Financial Condition and Results of Operations,” and Part II, Item 1A, “Risk Factors” for a more detailed description of these significant risks and uncertainties.

Table of Contents

## PART I. FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## TIVO INC.

## CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except per share and share amounts)

(unaudited)

|                                                                                                                                                                                                       | July 31, 2012 | January 31, 2012 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------|
| <b>ASSETS</b>                                                                                                                                                                                         |               |                  |
| <b>CURRENT ASSETS</b>                                                                                                                                                                                 |               |                  |
| Cash and cash equivalents                                                                                                                                                                             | \$ 122,514    | \$ 169,555       |
| Short-term investments                                                                                                                                                                                | 420,268       | 449,244          |
| Accounts receivable, net of allowance for doubtful accounts of \$334 and \$370, respectively                                                                                                          | 26,117        | 24,665           |
| Inventories                                                                                                                                                                                           | 26,583        | 18,925           |
| Deferred cost of technology revenues, current                                                                                                                                                         | 4,835         | 4,400            |
| Prepaid expenses and other, current                                                                                                                                                                   | 12,020        | 12,106           |
| Total current assets                                                                                                                                                                                  | 612,337       | 678,895          |
| <b>LONG-TERM ASSETS</b>                                                                                                                                                                               |               |                  |
| Property and equipment, net of accumulated depreciation of \$48,114 and \$47,170, respectively                                                                                                        | 9,924         | 9,191            |
| Intangible assets and capitalized software, net of accumulated amortization of \$19,047 and \$17,797, respectively                                                                                    | 13,507        | 4,677            |
| Deferred cost of technology revenues, long-term                                                                                                                                                       | 24,755        | 23,546           |
| Goodwill                                                                                                                                                                                              | 10,139        | —                |
| Prepaid expenses and other, long-term                                                                                                                                                                 | 3,425         | 3,501            |
| Total long-term assets                                                                                                                                                                                | 61,750        | 40,915           |
| Total assets                                                                                                                                                                                          | \$674,087     | \$719,810        |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>                                                                                                                                                           |               |                  |
| <b>LIABILITIES</b>                                                                                                                                                                                    |               |                  |
| <b>CURRENT LIABILITIES</b>                                                                                                                                                                            |               |                  |
| Accounts payable                                                                                                                                                                                      | \$21,519      | \$32,102         |
| Accrued liabilities                                                                                                                                                                                   | 37,568        | 45,341           |
| Deferred revenue, current                                                                                                                                                                             | 76,633        | 74,986           |
| Total current liabilities                                                                                                                                                                             | 135,720       | 152,429          |
| <b>LONG-TERM LIABILITIES</b>                                                                                                                                                                          |               |                  |
| Deferred revenue, long-term                                                                                                                                                                           | 92,325        | 81,336           |
| Convertible senior notes                                                                                                                                                                              | 172,500       | 172,500          |
| Deferred rent and other long-term liabilities                                                                                                                                                         | 598           | 518              |
| Total long-term liabilities                                                                                                                                                                           | 265,423       | 254,354          |
| Total liabilities                                                                                                                                                                                     | 401,143       | 406,783          |
| <b>COMMITMENTS AND CONTINGENCIES (see Note 6)</b>                                                                                                                                                     |               |                  |
| <b>STOCKHOLDERS' EQUITY</b>                                                                                                                                                                           |               |                  |
| Preferred stock, par value \$0.001: Authorized shares are 10,000,000; Issued and outstanding shares - none                                                                                            | —             | —                |
| Common stock, par value \$0.001: Authorized shares are 275,000,000; Issued shares are 127,290,963 and 123,073,486, respectively, and outstanding shares are 124,242,699 and 121,616,908, respectively | 127           | 123              |
| Treasury stock, at cost: 3,048,264 shares and 1,456,578 shares, respectively                                                                                                                          | (29,034       | )(13,788         |

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|                                            |           |            |   |
|--------------------------------------------|-----------|------------|---|
| Additional paid-in capital                 | 1,027,235 | 1,003,696  |   |
| Accumulated deficit                        | (725,578  | ) (677,064 | ) |
| Accumulated other comprehensive income     | 194       | 60         |   |
| Total stockholders' equity                 | 272,944   | 313,027    |   |
| Total liabilities and stockholders' equity | \$674,087 | \$719,810  |   |

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

5

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Table of Contents

## TIVO INC.

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share and share amounts)

(unaudited)

|                                                                      | Three Months Ended July 31, |             | Six Months Ended July 31, |             |
|----------------------------------------------------------------------|-----------------------------|-------------|---------------------------|-------------|
|                                                                      | 2012                        | 2011        | 2012                      | 2011        |
| Revenues                                                             |                             |             |                           |             |
| Service revenues                                                     | \$32,302                    | \$34,016    | \$62,923                  | \$67,350    |
| Technology revenues                                                  | 21,825                      | 15,586      | 45,712                    | 21,089      |
| Hardware revenues                                                    | 11,129                      | 11,580      | 24,390                    | 18,495      |
| Net revenues                                                         | 65,256                      | 61,182      | 133,025                   | 106,934     |
| Cost of revenues                                                     |                             |             |                           |             |
| Cost of service revenues                                             | 8,871                       | 9,089       | 17,250                    | 17,889      |
| Cost of technology revenues                                          | 3,792                       | 3,813       | 10,078                    | 10,833      |
| Cost of hardware revenues                                            | 14,431                      | 13,401      | 32,902                    | 22,254      |
| Total cost of revenues                                               | 27,094                      | 26,303      | 60,230                    | 50,976      |
| Gross margin                                                         | 38,162                      | 34,879      | 72,795                    | 55,958      |
| Research and development                                             | 29,652                      | 26,042      | 60,212                    | 53,270      |
| Sales and marketing                                                  | 7,243                       | 6,905       | 13,467                    | 13,242      |
| Sales and marketing, subscription acquisition costs                  | 2,372                       | 2,441       | 3,629                     | 3,674       |
| General and administrative                                           | 25,429                      | 17,826      | 41,595                    | 40,278      |
| Litigation proceeds                                                  | —                           | —           | —                         | (175,716)   |
| Total operating expenses                                             | 64,696                      | 53,214      | 118,903                   | (65,252)    |
| Income (loss) from operations                                        | (26,534)                    | )(18,335)   | )(46,108)                 | )(121,210)  |
| Interest income                                                      | 852                         | 678         | 1,760                     | 3,841       |
| Interest expense and other income (expense)                          | (1,966)                     | )(1,965)    | )(3,948)                  | )(4,589)    |
| Income (loss) before income taxes                                    | (27,648)                    | )(19,622)   | )(48,296)                 | )(120,462)  |
| Benefit from (provision for) income taxes                            | 93                          | )71         | (219)                     | )(988)      |
| Net income (loss)                                                    | \$(27,741)                  | \$(19,551)  | \$(48,515)                | \$(119,474) |
| Net income (loss) per common share                                   |                             |             |                           |             |
| Basic                                                                | \$(0.23)                    | )(0.17)     | )(0.41)                   | )(1.03)     |
| Diluted                                                              | \$(0.23)                    | )(0.17)     | )(0.41)                   | )(0.91)     |
| Income (loss) for purposes of computing net income (loss) per share: |                             |             |                           |             |
| Basic                                                                | (27,741)                    | )(19,551)   | )(48,515)                 | )(119,474)  |
| Diluted                                                              | (27,741)                    | )(19,551)   | )(48,515)                 | )(122,472)  |
| Weighted average common and common equivalent shares:                |                             |             |                           |             |
| Basic                                                                | 119,137,118                 | 116,146,567 | 119,041,708               | 115,695,989 |
| Diluted                                                              | 119,137,118                 | 116,146,567 | 119,041,708               | 135,161,128 |

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





Table of Contents

TIVO INC.

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

(In thousands)

(unaudited)

|                                                                                                         | Three Months Ended July 31, |            | Six Months Ended July 31, |            |
|---------------------------------------------------------------------------------------------------------|-----------------------------|------------|---------------------------|------------|
|                                                                                                         | 2012                        | 2011       | 2012                      | 2011       |
| Net income (loss)                                                                                       | \$(27,741                   | )\$(19,551 | )\$(48,515                | )\$119,474 |
| Other comprehensive income:                                                                             |                             |            |                           |            |
| Available-for-sale securities:                                                                          |                             |            |                           |            |
| Unrealized gain (loss) on marketable securities                                                         | 21                          | (81        | )134                      | (85        |
| Reclassification adjustment for gains on<br>available-for-sale securities realized during the<br>period | —                           | —          | —                         | 510        |
| Subtotal available-for-sale securities                                                                  | \$21                        | \$(81      | )\$134                    | \$425      |
| Total comprehensive income (loss)                                                                       | \$(27,720                   | )\$(19,632 | )\$(48,381                | )\$119,899 |

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

Table of Contents

TIVO INC.

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands)

(unaudited)

|                                                                                      | Six Months Ended July 31, |                  |
|--------------------------------------------------------------------------------------|---------------------------|------------------|
|                                                                                      | 2012                      | 2011             |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                          |                           |                  |
| Net income (loss)                                                                    | \$(48,515                 | )\$119,474       |
| Adjustments to reconcile net income (loss) to net cash used in operating activities: |                           |                  |
| Depreciation and amortization of property and equipment and intangibles              | 4,158                     | 4,493            |
| Stock-based compensation expense                                                     | 16,145                    | 14,559           |
| Amortization of discounts and premiums on investments                                | 3,053                     | 1,010            |
| Non-cash loss on over allotment option and non-cash interest expense                 | 481                       | 1,952            |
| Utilization and write-down of trade credits                                          | —                         | 619              |
| Allowance for doubtful accounts                                                      | 77                        | 267              |
| Changes in assets and liabilities, net of the effects of the acquisition:            |                           |                  |
| Accounts receivable                                                                  | (734                      | )4,498           |
| Inventories                                                                          | (7,658                    | )(360            |
| Deferred cost of technology revenues                                                 | (1,354                    | )(9,178          |
| Prepaid expenses and other                                                           | 651                       | (2,155           |
| Accounts payable                                                                     | (13,191                   | )985             |
| Accrued liabilities                                                                  | (8,643                    | )3,887           |
| Deferred revenue                                                                     | 11,555                    | 106,998          |
| Deferred rent and other long-term liabilities                                        | 80                        | 314              |
| Net cash provided by (used in) operating activities                                  | \$(43,895                 | )\$247,363       |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                                          |                           |                  |
| Purchases of short-term investments                                                  | (229,764                  | )(567,013        |
| Sales or maturities of long-term and short-term investments                          | 255,573                   | 174,222          |
| Acquisition of business, net of cash and cash equivalents acquired                   | (17,579                   | )—               |
| Acquisition of property and equipment                                                | (3,239                    | )(3,148          |
| Acquisition of capitalized software and intangibles                                  | —                         | (281             |
| Net cash provided by (used in) investing activities                                  | \$4,991                   | \$(396,220       |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                                          |                           |                  |
| Proceeds from issuance of convertible senior notes, net of issuance costs of \$6,391 | —                         | 166,109          |
| Proceeds from issuance of common stock related to exercise of common stock options   | 3,368                     | 7,479            |
| Proceeds from issuance of common stock related to employee stock purchase plan       | 3,741                     | 3,284            |
| Treasury stock - repurchase of stock                                                 | (15,246                   | )(3,209          |
| Net cash provided by (used in) financing activities                                  | \$(8,137                  | )\$173,663       |
| <b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>                          | <b>\$(47,041</b>          | <b>)\$24,806</b> |
| <b>CASH AND CASH EQUIVALENTS:</b>                                                    |                           |                  |
| Balance at beginning of period                                                       | 169,555                   | 71,221           |
| Balance at end of period                                                             | \$122,514                 | \$96,027         |

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



Table of Contents

TIVO INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

1. NATURE OF OPERATIONS

TiVo Inc. (together with its subsidiaries the "Company" or "TiVo") was incorporated in August 1997 as a Delaware corporation and is located in Alviso, California. The unaudited interim condensed consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries. All inter-company accounts and transactions have been eliminated in consolidation. The Company conducts its operations through one reportable segment. The Company is subject to a number of risks, including delays in product and service developments; competitive product and service offerings; lack of market acceptance; uncertainty of future profitability; the dependence on third-parties for manufacturing, marketing, and sales support, as well as third-party rollout schedules, and software development issues for third-party products which contain its technology; intellectual property claims by and against the Company; access to television programming including digital cable signals in connection with CableCARD, switched digital Internet Protocol, downloadable conditional access, and other new signal delivery and encryption technologies; dependence on its relationships with third-party service providers for subscription growth; and the Company's ability to sustain and grow both its TiVo-Owned and MSO subscription base. The Company anticipates that its retail business will continue to be seasonal and expects to generate a significant portion of its new subscriptions during and immediately after the holiday shopping season. The Company is cautious about its ability to grow or maintain its TiVo-Owned subscription base in the near term.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The accompanying unaudited interim condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles ("GAAP") for interim financial information, the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, the unaudited interim condensed consolidated financial statements do not contain all of the information and footnotes required by generally accepted accounting principles for complete audited annual financial statements. In the opinion of management, the accompanying unaudited condensed consolidated financial statements include all adjustments, consisting of normal recurring adjustments, necessary for the fair presentation of the Company's financial position as of July 31, 2012 and January 31, 2012 and the results of operations and the statement of other comprehensive income (loss) for the three and six month periods ended July 31, 2012 and 2011 and condensed consolidated statements of cash flows for the six month periods ended July 31, 2012 and 2011. These unaudited condensed consolidated financial statements should be read in conjunction with the Company's audited consolidated financial statements, including the notes thereto, included in the Company's annual report on Form 10-K for the fiscal year ended January 31, 2012. Operating results for the three and six month periods ended July 31, 2012 are not necessarily indicative of results that may be expected for this fiscal year ending January 31, 2013 or any other periods.

3. CASH AND INVESTMENTS

Cash, cash equivalents, and short-term investments, consisted of the following:

Table of Contents

|                                                         | As of<br>July 31, 2012<br>(in thousands) | January 31, 2012 |
|---------------------------------------------------------|------------------------------------------|------------------|
| Cash and cash equivalents:                              |                                          |                  |
| Cash                                                    | \$6,715                                  | \$7,016          |
| Cash equivalents:                                       |                                          |                  |
| Commercial paper                                        | 58,985                                   | 106,024          |
| Certificates of deposit                                 | 2,000                                    | 5,000            |
| Money market funds                                      | 54,814                                   | 51,515           |
| Total cash and cash equivalents                         | 122,514                                  | 169,555          |
| Marketable securities:                                  |                                          |                  |
| Certificates of deposit                                 | 42,144                                   | 52,568           |
| Commercial paper                                        | 86,514                                   | 81,272           |
| Corporate debt securities                               | 176,746                                  | 206,910          |
| US agency securities                                    | 24,995                                   | 27,332           |
| US Treasury securities                                  | 53,506                                   | 50,421           |
| Variable-rate demand notes                              | 410                                      | 470              |
| Asset and mortgage-backed securities                    | 21,516                                   | 13,087           |
| Municipal bonds                                         | 14,437                                   | 17,184           |
| Current marketable debt securities                      | 420,268                                  | 449,244          |
| Total cash, cash equivalents, and marketable securities | \$542,782                                | \$618,799        |

**Marketable Securities**

The Company's investment securities portfolio consists of various debt instruments, including corporate and government bonds, asset and mortgage-backed securities, government securities, and municipal bonds, all of which are classified as available-for-sale.

**Contractual Maturity Date**

The following table summarizes the estimated fair value of the Company's debt investments, designated as available-for-sale, classified by the contractual maturity date of the security:

|                                     | As of<br>July 31, 2012<br>(in thousands) | January 31, 2012 |
|-------------------------------------|------------------------------------------|------------------|
| Due within 1 year                   | \$348,751                                | \$402,164        |
| Due within 1 year through 5 years   | 71,107                                   | 46,610           |
| Due within 5 years through 10 years | —                                        | —                |
| Due after 10 years                  | 410                                      | 470              |
| Total                               | \$420,268                                | \$449,244        |

**Unrealized Gains (Losses) on Marketable Investment Securities**

The following table summarizes unrealized gains and losses related to the Company's investments in marketable securities designated as available-for-sale:

Table of Contents

|                                      | As of July 31, 2012 |                              |                               |               |
|--------------------------------------|---------------------|------------------------------|-------------------------------|---------------|
|                                      | Adjusted<br>Cost    | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Fair<br>Value |
|                                      | (in thousands)      |                              |                               |               |
| Certificates of deposit              | \$42,127            | \$17                         | \$—                           | \$42,144      |
| Commercial paper                     | 86,472              | 42                           | —                             | 86,514        |
| Corporate debt securities            | 176,645             | 136                          | (35)                          | )176,746      |
| US agency securities                 | 24,998              | 3                            | (6)                           | )24,995       |
| US Treasury securities               | 53,498              | 8                            | —                             | 53,506        |
| Variable-rate demand notes           | 410                 | —                            | —                             | 410           |
| Asset and mortgage-backed securities | 21,495              | 21                           | —                             | 21,516        |
| Municipal bonds                      | 14,433              | 4                            | —                             | 14,437        |
| Total                                | \$420,078           | \$231                        | \$(41)                        | )\$420,268    |

|                            | As of January 31, 2012 |                              |                               |               |
|----------------------------|------------------------|------------------------------|-------------------------------|---------------|
|                            | Adjusted<br>Cost       | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Fair<br>Value |
|                            | (in thousands)         |                              |                               |               |
| Certificates of deposit    | \$52,625               | \$—                          | \$(57)                        | )\$52,568     |
| Commercial paper           | 81,298                 | 13                           | (39)                          | )81,272       |
| Corporate debt securities  | 206,849                | 159                          | (98)                          | )206,910      |
| US agency securities       | 27,330                 | 3                            | (1)                           | )27,332       |
| US Treasury securities     | 50,360                 | 61                           | —                             | 50,421        |
| Variable-rate demand notes | 470                    | —                            | —                             | 470           |
| Asset-backed securities    | 13,071                 | 16                           | —                             | 13,087        |
| Municipal bonds            | 17,186                 | 9                            | (11)                          | )17,184       |
| Total                      | \$449,189              | \$261                        | \$(206)                       | )\$449,244    |

None of these investments were in a loss position for greater than twelve months as of July 31, 2012 and January 31, 2012.

## 4. FAIR VALUE

Inputs to valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect TiVo's market assumptions. These two types of inputs have created the following fair-value hierarchy:

Level 1 - Quoted prices for identical instruments in active markets;

Level 2 - Quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-derived valuations in which all significant inputs and significant value drivers are observable in active markets; and

Level 3 - Valuations derived from valuation techniques in which one or more significant inputs or significant value drivers are unobservable.

This hierarchy requires TiVo to minimize the use of unobservable inputs and to use observable market data, if available, when determining fair value. TiVo recognizes transfers between levels of the hierarchy based on the fair values of the respective financial instruments at the end of the reporting period in which the transfer occurred. Cash equivalents and available-for-sale marketable securities (including auction rate securities and asset and



Table of Contents

mortgage-backed securities) are reported at their fair value. Additionally, carrying amounts of certain of the Company's financial instruments including accounts receivable, accounts payable, and accrued expenses approximate their fair value because of their short maturities. The fair values of TiVo's convertible debt are influenced by interest rates, TiVo's stock price and stock price volatility and are determined by Level 2 inputs, including prices for the convertible debt observed in market trading. We have financial liabilities for which we are obligated to repay the carrying value, unless the holder agrees to a lesser amount. The carrying value of these financial liabilities at July 31, 2012 and January 31, 2012 was \$172.5 million and the fair value was \$194.2 million and \$207.3 million, based on the bond's quoted market price as of July 31, 2012 and January 31, 2012, respectively. These bonds are considered Level 2 instruments.

On a quarterly basis, TiVo measures at fair value certain financial assets and liabilities. The fair value of financial assets and liabilities was determined using the following levels of inputs as of July 31, 2012 and January 31, 2012:

12

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Table of Contents

|                                      | As of July 31, 2012                                                        |                                                           |                                                    |     |
|--------------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------|----------------------------------------------------|-----|
| Total                                | Quoted Prices<br>in Active<br>Markets for<br>Identical Assets<br>(Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) |     |
| (in thousands)                       |                                                                            |                                                           |                                                    |     |
| Assets:                              |                                                                            |                                                           |                                                    |     |
| Cash equivalents:                    |                                                                            |                                                           |                                                    |     |
| Commercial paper                     | \$58,985                                                                   | \$—                                                       | \$58,985                                           | \$— |
| Certificates of deposit              | 2,000                                                                      | 2,000                                                     | —                                                  | —   |
| Money market funds                   | 54,814                                                                     | 54,814                                                    | —                                                  | —   |
| Short-term investments:              |                                                                            |                                                           |                                                    |     |
| Certificates of deposit              | 42,144                                                                     | 42,144                                                    | —                                                  | —   |
| Commercial paper                     | 86,514                                                                     | —                                                         | 86,514                                             | —   |
| Corporate debt securities            | 176,746                                                                    | —                                                         | 176,746                                            | —   |
| US agency securities                 | 24,995                                                                     | —                                                         | 24,995                                             | —   |
| US Treasury securities               | 53,506                                                                     | 53,506                                                    | —                                                  | —   |
| Variable-rate demand notes           | 410                                                                        | —                                                         | 410                                                | —   |
| Asset and mortgage-backed securities | 21,516                                                                     | —                                                         | 21,516                                             | —   |
| Municipal bonds                      | 14,437                                                                     | —                                                         | 14,437                                             | —   |
| Total                                | \$536,067                                                                  | \$152,464                                                 | \$383,603                                          | \$— |
| As of January 31, 2012               |                                                                            |                                                           |                                                    |     |
| Total                                | Quoted Prices<br>in Active<br>Markets for<br>Identical Assets<br>(Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) |     |
| (in thousands)                       |                                                                            |                                                           |                                                    |     |
| Assets:                              |                                                                            |                                                           |                                                    |     |
| Cash equivalents:                    |                                                                            |                                                           |                                                    |     |
| Commercial paper                     | \$106,024                                                                  | \$—                                                       | \$106,024                                          | \$— |
| Certificates of deposit              | 5,000                                                                      | 5,000                                                     | —                                                  | —   |
| Money market funds                   | 51,515                                                                     | 51,515                                                    | —                                                  | —   |
| Short-term investments:              |                                                                            |                                                           |                                                    |     |
| Certificates of deposit              | 52,568                                                                     | 52,568                                                    | —                                                  | —   |
| Commercial paper                     | 81,272                                                                     | —                                                         | 81,272                                             | —   |
| Corporate debt securities            | 206,910                                                                    | —                                                         | 206,910                                            | —   |
| US agency securities                 | 27,332                                                                     | —                                                         | 27,332                                             | —   |
| US Treasury securities               | 50,421                                                                     | 50,421                                                    | —                                                  | —   |
| Variable-rate demand notes           | 470                                                                        | —                                                         | 470                                                | —   |
| Asset-backed securities              | 13,087                                                                     | —                                                         | 13,087                                             | —   |
| Municipal bonds                      | 17,184                                                                     | —                                                         | 17,184                                             | —   |
| Total                                | \$611,783                                                                  | \$159,504                                                 | \$452,279                                          | \$— |

## Level 1 Measurements

TiVo's cash equivalents held in money market funds, TiVo's available-for-sale securities and the trading



Table of Contents

securities are measured at fair value using Level 1 inputs.

**Level 2 Measurements**

The Company uses inputs such as broker/dealer quotes, and other similar data, which are obtained from quoted market prices, independent pricing vendors, or other sources, to determine the ultimate fair value of these assets and liabilities. The Company uses such pricing data as the primary input to make its assessments and determinations as to the ultimate valuation of its investment portfolio and has not made, during the periods presented, any material adjustments to such inputs. The Company is ultimately responsible for the financial statements and underlying estimates.

**Level 3 Measurements**

As of July 31, 2012, TiVo had no Level 3 instruments.

The Company did not have any transfers between Level 1, Level 2, and Level 3 fair value measurements during the periods presented as there were no changes in the composition of Level 1, 2, or 3 securities.

**5. INVENTORY**

Inventory was as follows:

|                 | As of<br>July 31, 2012<br>(in thousands) | January 31, 2012 |
|-----------------|------------------------------------------|------------------|
| Raw Materials   | \$8,527                                  | \$4,660          |
| Finished Goods  | 18,056                                   | 14,265           |
| Total Inventory | \$26,583                                 | \$18,925         |

**6. COMMITMENTS AND CONTINGENCIES****Product Warranties**

The Company's standard manufacturer's warranty period to consumers for TiVo-enabled DVRs is 90 days for parts and labor from the date of consumer purchase, and from 91-365 days for parts only. Within the limited warranty period, consumers are offered a no-charge exchange for TiVo-enabled DVRs returned due to product defect, within 90 days from the date of consumer purchase. Thereafter, consumers may exchange a TiVo-enabled DVR with a product defect for a charge. As of July 31, 2012 and January 31, 2012, the accrued warranty reserve was \$161,000 and \$194,000, respectively. The Company's accrued warranty reserve is included in accrued liabilities in the accompanying condensed consolidated balance sheets.

The Company also offers customers separately priced optional 2-year and 3-year extended warranties. The Company defers and amortizes cost and revenue associated with the sales of the extended warranties over the warranty period or until a warranty is redeemed. As of July 31, 2012, the extended warranty deferred revenue and cost was \$887,000 and \$273,000, respectively. As of January 31, 2012, the extended warranty deferred revenue and cost was \$913,000 and \$280,000, respectively.

**Indemnification Arrangements**

The Company undertakes indemnification obligations in its ordinary course of business. For instance, the Company has undertaken to indemnify its underwriters and certain investors in connection with the issuance and sale of its securities and the Company provides indemnification for its directors and officers in accordance with Delaware law. The Company has also undertaken to indemnify certain customers and business partners for, among other things, the licensing of its products, the sale of its DVRs, and the provision of engineering and consulting services. Pursuant to these agreements, the Company may indemnify the other party for certain losses suffered or incurred by the indemnified party in connection with various types of claims, which may include, without limitation, intellectual property infringement, advertising and consumer disclosure laws, certain tax liabilities, negligence and

Table of Contents

intentional acts in the performance of services and violations of laws, including certain violations of securities laws with respect to underwriters and investors. The term of these indemnification obligations is generally perpetual. The Company's obligation to provide indemnification would arise in the event that a third-party filed a claim against one of the parties that was covered by the Company's indemnification obligation. As an example, if a third-party sued a customer for intellectual property infringement and the Company agreed to indemnify that customer against such claims, its obligation would be triggered.

The Company is unable to estimate with any reasonable accuracy the liability that may be incurred pursuant to its indemnification obligations, if any. A few of the variables affecting any such assessment include but are not limited to: the nature of the claim asserted; the relative merits of the claim; the financial ability of the party suing the indemnified party to engage in protracted litigation; the number of parties seeking indemnification; the nature and amount of damages claimed by the party suing the indemnified party; and the willingness of such party to engage in settlement negotiations. Due to the nature of the Company's potential indemnity liability, its indemnification obligations could range from immaterial to having a material adverse impact on its financial position and its ability to continue operation in the ordinary course of business.

Under certain circumstances, the Company may have recourse through its insurance policies that would enable it to recover from its insurance company some or all amounts paid pursuant to its indemnification obligations. The Company does not have any assets held either as collateral or by third parties that, upon the occurrence of an event requiring it to indemnify a customer, the Company could obtain and liquidate to recover all or a portion of the amounts paid pursuant to its indemnification obligations.

#### Legal Matters

##### Intellectual Property Litigation.

On August 26, 2009, TiVo filed a complaint against Verizon Communications, Inc. in the United States District Court for the Eastern District of Texas for infringement of the following three TiVo patents: U.S. Patent Nos. 6,233,389 B1 ("Multimedia Time Warping System"); 7,529,465 B2 ("System for Time Shifting Multimedia Content Streams"); and 7,493,015 B1 ("Automatic Playback Overshoot Correction System"). The complaint seeks, among other things, damages for past infringement and a permanent injunction, similar to that issued by the United States District Court, Eastern District of Texas against EchoStar. On February 24, 2010, Verizon answered TiVo's August 26, 2009 complaint and Verizon asserted counterclaims. The counterclaims seek declaratory judgment of non-infringement and invalidity of the patents TiVo asserted against Verizon in the August 26th complaint. Additionally, Verizon alleged infringement of U.S. Patent Nos.: 5,410,344 ("Apparatus and Method of Selecting Video Programs Based on Viewers' Preferences"); 5,635,979 ("Dynamically Programmable Digital Entertainment Terminal Using Downloaded Software to Control Broadband Data Operations"); 5,973,684 ("Digital Entertainment Terminal Providing Dynamic Execution in Video Dial Tone Networks"); 7,561,214 ("Two-dimensional Navigation of Multiplexed Channels in a Digital Video Distribution System"); and 6,367,078 ("Electronic Program-Guide System with Sideways-Surfing Capability"). On March 15, 2010, Verizon filed an amended answer further alleging infringement of U.S. Patent No. 6,381,748 ("Apparatus And Methods For Network Access Using A Set Top Box And Television"). Verizon seeks, among other things, damages and a permanent injunction. On September 17, 2010, the Court issued an order denying Verizon's motion to transfer. On May 18, 2011, the Court entered the parties' stipulation dismissing with prejudice all of Verizon's claims concerning U.S. Patent No. 7,561,214. The Court issued its claim construction order on March 12, 2012. On April 24, 2012, the Court dismissed without prejudice all of Verizon's claims concerning U.S. Patent No. 6,381,748 because the asserted claims of the patent had been found invalid by another court. The Court did not preclude Verizon from re-filing its asserted claims subsequent to resolution of the appeal if the Court's finding of invalidity is reversed. On May 16, 2012, the Court entered the parties' stipulation dismissing with prejudice all of Verizon's claims concerning U.S. Patent Nos. 5,635,979 and 5,973,684. On June 6, 2012, the Court granted TiVo's motion for leave to amend its infringement contentions to add specific infringement allegations against Cisco products sold by Verizon. On July 6, 2012, Verizon filed a stipulation dismissing with prejudice all of Verizon's claims concerning U.S. Patent Nos. 6,367,078. On July 9, 2012, the Court granted Verizon's motion for reconsideration, rescinding and setting aside its June 6, 2012 order regarding Verizon/Cisco products. On July 23, 2012, the Court issued a schedule with the initial pre-trial conference set for September 12, 2012, and jury selection set for October 1,

2012. The Company is incurring material expenses in connection with this litigation and in the event there is an adverse outcome, the Company's business could be harmed. The Company has determined a potential loss is reasonably possible as it is defined by the Financial Accounting Standard Board's Accounting Standards Codification ("ASC") 450, Contingencies; however, based on its current knowledge, management does not believe that the amount of such possible loss or a range of potential

15

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Table of Contents

loss is reasonably estimable.

On February 25, 2011, Motorola Mobility, Inc. and General Instrument Corporation, a subsidiary of Motorola, filed a complaint against TiVo in the United States District Court for the Eastern District of Texas seeking declaratory judgment of non-infringement and invalidity of two of the patents the Company asserted against Verizon in its August 26, 2009 complaint. Additionally, Motorola alleged infringement of U.S. Patent Nos. : 6,304,714 (“In Home Digital Video Unit with Combined Archival Storage and High-Access Storage”); 5,949,948 (“Method and Apparatus for Implementing Playback Features for Compressed Video”); and 6,356,708 (“Method and Apparatus for Implementing Playback Features for Compressed Video”). Motorola seeks, among other things, damages and a permanent injunction. On April 18, 2011, the Company served its answer to the complaint and counterclaimed, seeking a declaration that it does not infringe and the patents are invalid. On July 6, 2011, the Court stayed the case until January 3, 2012 due to overlapping issues with the TiVo v. Verizon case and scheduled a status conference for January 4, 2012. On March 26, 2012, TiVo filed an answer to Motorola's complaint and counterclaims alleging that Motorola and Time Warner Cable infringe U.S. Patent Nos. 6,233,389, 7,529,465, and 6,792,195. On April 30, 2012, Motorola filed additional causes of action claiming that Motorola co-invented and jointly owns the '389 patent. On May 17, 2012, TiVo filed a motion to dismiss and strike certain of Motorola's claims. On May 17, 2012, Time Warner Cable filed a motion to dismiss TiVo's claims against it for failure to state a claim. On June 20, 2012, Time Warner Cable moved to sever and stay TiVo's claims against it. On June 27, 2012, the Court issued a schedule with a pre-trial conference set for April 17, 2013, and jury selection set for May 6, 2013. On July 17, 2012, the Court issued a schedule reflecting these same dates. On July 18, 2012, the Court issued an order denying Time Warner Cable's motion to sever and stay TiVo's claims against it with respect to Motorola products sold by Time Warner Cable, and granted Time Warner Cable's motion to sever and stay TiVo's claims against it with respect to Cisco products sold by Time Warner Cable, ordering that Time Warner Cable be added as a party to the TiVo v. Cisco action, discussed below. The Company expects to incur material expenses in connection with this lawsuit, and in the event it were to lose, it could be forced to pay damages for infringement, to license technology from Motorola, and it could be subject to an injunction preventing it from infringing Motorola's technology or otherwise affecting its business, and in any such case, the Company's business would be harmed. The Company has determined a potential loss is reasonably possible as it is defined by the Financial Accounting Standard Board's, or FASB, ASC 450 Contingencies; however, based on its current knowledge, management does not believe that the amount of such possible loss or a range of potential loss is reasonably estimable.

On May 30, 2012, Cisco Systems, Inc. filed a complaint against TiVo in the United States District Court for the Northern District of California seeking a declaratory judgment of non-infringement and invalidity of U.S. Patent Nos. 6,233,389, 7,529,465, 7,493,015, and 6,792,195, and injunctive relief. On August 10, 2012, the Court granted TiVo's motion to transfer this action to the TiVo v. Cisco action, discussed below. The Company may incur material expenses in connection with this litigation and in the event there is an adverse outcome, the Company's business could be harmed. The Company has determined a potential loss is reasonably possible as it is defined by the Financial Accounting Standard Board's ASC 450 Contingencies; however, based on its current knowledge, management does not believe that the amount of such possible loss or a range of potential loss is reasonably estimable.

On June 4, 2012, TiVo filed a complaint against Cisco Systems, Inc. in the United States District Court for the Eastern District of Texas for infringement of U.S. Patent Nos. 6,233,389, 7,529,465, 7,493,015, and 6,792,195. The complaint seeks, among other things, damages for past infringement and a permanent injunction. On June 21, 2012, Cisco moved to dismiss, stay, and/or transfer this action to the Cisco v. TiVo action, discussed above. On June 29, 2012, Cisco answered TiVo's complaint. On July 17, 2012, the Court scheduled a status conference for August 29, 2012. On July 18, 2012, the Court issued an order in the Motorola v. TiVo action, discussed above, in connection with Time Warner Cable's motion to sever and stay TiVo's claims against it, that Time Warner Cable be added as a party to this action. On August 10, 2012, the Court denied Cisco's motion to dismiss, stay, and/or transfer this action to the Cisco v. TiVo action. The Company may incur material expenses in connection with this litigation and in the event there is an adverse outcome, the Company's business could be harmed. The Company has determined a potential loss is reasonably possible as it is defined by the FASB's ASC 450 Contingencies; however, based on its current knowledge, management does not believe that the amount of such possible loss or a range of potential loss is reasonably

estimable.

On October 6, 2011, Digital CBT filed a complaint against TiVo in the District of Delaware alleging infringement of U.S. Patent No. 5,805,173 ("System and Method for Capturing and Transferring Selected Portions of a Video Stream in a Computer System"). Digital CBT seeks an injunction and unspecified damages. On March 22, 2012,

16

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Table of Contents

Digital CBT dismissed the Delaware complaint and filed a substantially identical complaint in the Central District of California. On July 18, 2012, Digital CBT informed the Company of a potential standing issue with the March 22, 2012 complaint because it appeared that Digital CBT did not have the necessary rights to assert infringement of the '173 patent against the Company. On July 26, 2012, Digital CBT refiled its March 22, 2012 complaint against the Company in the Central District of California. On July 30, 2012, Digital CBT filed a motion to dismiss the Company's complaint against Digital CBT, discussed below. On August 20, 2012, the Company responded to Digital CBT's motion to dismiss. The Company may incur material expenses in connection with this litigation and in the event there is an adverse outcome, the Company's business could be harmed. The Company has determined a potential loss is reasonably possible as it is defined by the Financial Accounting Standard Board's ASC 450 Contingencies; however, based on its current knowledge, management does not believe that the amount of such possible loss or a range of potential loss is reasonably estimable.

On July 24, 2012, the Company filed a complaint against Digital CBT in the Northern District of California requesting declaratory judgment that U.S. Patent No. 5,805,173 ("System and Method for Capturing and Transferring Selected Portions of a Video Stream in a Computer System") is invalid and not infringed. On August 21, 2012, a case management conference was scheduled for October 25, 2012. The Company may incur material expenses in connection with this litigation and in the event there is an adverse outcome, the Company's business could be harmed. The Company has determined a potential loss is reasonably possible as it is defined by the Financial Accounting Standard Board's ASC 450 Contingencies; however, based on its current knowledge, management does not believe that the amount of such possible loss or a range of potential loss is reasonably estimable.

From time to time, the Company is involved in numerous lawsuits as well as subject to various legal proceedings, claims, threats of litigation, and investigations in the ordinary course of business, including claims of alleged infringement of third-party patents and other intellectual property rights, commercial, employment and other matters. The Company assesses potential liabilities in connection with each lawsuit and threatened lawsuits and accrues an estimated loss for these loss contingencies if both of the following conditions are met: information available prior to issuance of the financial statements indicates that it is probable that a liability has been incurred at the date of the financial statements and the amount of loss can be reasonably estimated. While certain matters to which the Company is a party specify the damages claimed, such claims may not represent reasonably possible losses. Given the inherent uncertainties of the litigation, the ultimate outcome of these matters cannot be predicted at this time, nor can the amount of possible loss or range of loss, if any, be reasonably estimated. As of July 31, 2012, the Company has not accrued any pre-judgment liability for any lawsuits filed against the Company, as the Company has neither determined that it is probable that a liability has been incurred at the date of the financial statements nor that the amount of any loss can be reasonably estimated. The Company has accrued \$3.2 million for a recent arbitration award related to a contractual dispute. The Company expenses legal costs as they are incurred.

#### 7. NET INCOME (LOSS) PER COMMON SHARE

Basic net income (loss) per common share is computed by dividing net income (loss) by the weighted average number of common shares outstanding, excluding unvested restricted stock.

Diluted net income (loss) per common share is computed based on the weighted average number of shares of common stock plus the effect of dilutive potential common shares outstanding during the period. Dilutive potential common shares include outstanding stock options, stock awards, and performance stock awards and are calculated using the treasury stock method. Also included in the weighted average effect of dilutive securities is the diluted effect of the convertible senior notes which is calculated using the if-converted method.

The following table sets forth the computation of basic and diluted earnings per common share:



Table of Contents

|                                                                                                                                                                                                                                                                                                                                  | Three Months Ended July 31,<br>2012 |              | Six Months Ended July 31,<br>2011 |              |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|--------------|-----------------------------------|--------------|
|                                                                                                                                                                                                                                                                                                                                  | (income/(loss) in thousands)        |              |                                   |              |
| Numerator:                                                                                                                                                                                                                                                                                                                       |                                     |              |                                   |              |
| Net income (loss)                                                                                                                                                                                                                                                                                                                | \$ (27,741                          | ) \$ (19,551 | ) \$ (48,515                      | ) \$ 119,474 |
| Interest on dilutive notes                                                                                                                                                                                                                                                                                                       | —                                   | —            | —                                 | 2,998        |
| Net income (loss) for purpose of computing net income (loss) per diluted share                                                                                                                                                                                                                                                   | (27,741                             | ) (19,551    | ) (48,515                         | ) 122,472    |
| Denominator:                                                                                                                                                                                                                                                                                                                     |                                     |              |                                   |              |
| Weighted average shares outstanding, excluding unvested restricted stock                                                                                                                                                                                                                                                         | 119,137,118                         | 116,146,567  | 119,041,708                       | 115,695,989  |
| Weighted average effect of dilutive securities:                                                                                                                                                                                                                                                                                  |                                     |              |                                   |              |
| Stock options and restricted stock                                                                                                                                                                                                                                                                                               | —                                   | —            | —                                 | 4,002,946    |
| Convertible senior notes                                                                                                                                                                                                                                                                                                         | —                                   | —            | —                                 | 15,462,193   |
| Denominator for diluted net income (loss) per common share                                                                                                                                                                                                                                                                       | 119,137,118                         | 116,146,567  | 119,041,708                       | 135,161,128  |
| Basic net income (loss) per common share                                                                                                                                                                                                                                                                                         | \$ (0.23                            | ) \$ (0.17   | ) \$ (0.41                        | ) \$ 1.03    |
| Diluted net income (loss) per common share                                                                                                                                                                                                                                                                                       | \$ (0.23                            | ) \$ (0.17   | ) \$ (0.41                        | ) \$ 0.91    |
| The weighted average number of shares outstanding used in the computation of basic and diluted net income (loss) per share in the three and six months ended July 31, 2012 and 2011 per share do not include the effect of the following potentially outstanding common shares because the effect would have been anti-dilutive: |                                     |              |                                   |              |
|                                                                                                                                                                                                                                                                                                                                  | Three Months Ended July 31,         |              | Six Months Ended July 31,         |              |
|                                                                                                                                                                                                                                                                                                                                  | 2012                                | 2011         | 2012                              | 2011         |
| Unvested restricted stock                                                                                                                                                                                                                                                                                                        | 6,662,683                           | 5,844,661    | 6,028,404                         | 1,181,913    |
| Options to purchase common stock                                                                                                                                                                                                                                                                                                 | 10,648,168                          | 11,911,682   | 10,765,800                        | 4,517,247    |
| Potential shares to be issued from ESPP                                                                                                                                                                                                                                                                                          | 66,136                              | 52,765       | 66,136                            | —            |
| Total                                                                                                                                                                                                                                                                                                                            | 17,376,987                          | 17,809,108   | 16,860,340                        | 5,699,160    |

**8. STOCK-BASED COMPENSATION**

Total stock-based compensation for the three and six months ended July 31, 2012 and 2011, respectively is as follows:

|                                                | Three Months Ended July 31,<br>2012 |          | Six Months Ended July 31,<br>2011 |           |
|------------------------------------------------|-------------------------------------|----------|-----------------------------------|-----------|
|                                                | (In thousands)                      |          |                                   |           |
| Cost of service revenues                       | \$ 343                              | \$ 226   | \$ 562                            | \$ 401    |
| Cost of technology revenues                    | 269                                 | 126      | 618                               | 689       |
| Research and development                       | 3,282                               | 2,660    | 6,727                             | 5,186     |
| Sales and marketing                            | 1,178                               | 1,059    | 1,784                             | 1,970     |
| General and administrative                     | 3,624                               | 2,831    | 6,454                             | 6,313     |
| Change in deferred cost of technology revenues | 154                                 | 548      | 290                               | 591       |
| Total stock-based compensation                 | \$ 8,850                            | \$ 7,450 | \$ 16,435                         | \$ 15,150 |

**9. TRA ACQUISITION**

On July 18, 2012, the Company completed its acquisition of TRA Global, Inc. (“TRA”), pursuant to an Agreement and Plan of Merger (the “Merger Agreement”) dated July 10, 2012 for the cash amount of \$18.8 million. TRA is a privately-held, media and marketing research company headquartered in New York, New York. The acquisition of TRA supports the Company's mission to be a leader in audience research measurement solutions. TRA's results of operations and the estimated fair value of assets acquired and liabilities assumed were included in the Company's unaudited consolidated financial statements beginning July 18, 2012. Acquisition costs, which were



Table of Contents

expensed as incurred, were approximately \$592,000 and \$633,000 for the three and six months ended July 31, 2012, respectively. The acquisition was not material and TRA's audience measurement revenues generated from this acquisition were not significant in the three months ended July 31, 2012 due to the short period of time TRA's results were consolidated.

The purchase consideration was allocated to the tangible and intangible assets acquired and liabilities assumed on the basis of their respective preliminary fair values on the acquisition date. The Company's allocation of the total purchase price is as follows (in thousands):

| Description                          | Value    |
|--------------------------------------|----------|
| Cash                                 | \$1,185  |
| Accounts receivable and other assets | 1,639    |
| Liabilities                          | (4,279 ) |
| Identifiable intangibles             | 10,080   |
| Goodwill                             | 10,139   |
| Total                                | \$18,764 |

The following table presents details of the intangible assets acquired through this business combination (in thousands, except years):

| Description                            | Asset Life in Years | Fair Value |
|----------------------------------------|---------------------|------------|
| Software Technology: Media TRAnalytics | 5                   | \$7,040    |
| Customer relationships                 | 7                   | \$2,840    |
| Trade name                             | 3                   | \$200      |
| Total identifiable intangible assets   |                     | \$10,080   |

The Company does not believe there is any significant residual value associated with these intangible assets. The Company amortizes the intangible assets straight-line over their estimated useful lives. The Company's management determined the fair values of the intangible assets with the assistance of a valuation firm. The estimation of the fair value of the intangible assets required the use of valuation techniques and entailed consideration of all the relevant factors that might affect the fair value, such as present value factors, estimates of future revenues and costs.

**Goodwill**

The goodwill amount of \$10.1 million represents the excess of the purchase price over the fair value of the identified net tangible and intangible assets. The goodwill recognized in this acquisition was derived from expected benefits from future technology, cost synergies and knowledgeable and experienced workforce who joined the Company after the acquisition. Goodwill will not be amortized, but will be tested instead for impairment annually or more frequently if certain indicators of impairment are present. Goodwill is not expected to be tax deductible for income tax purposes.

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

You should read the following discussion and analysis in conjunction with the condensed consolidated financial statements and the accompanying notes included in this report and our most recent annual report on Form 10-K filed on March 23, 2012, the sections entitled "Risk Factors" in Item 1A of our most recent annual report on Form 10-K and Part II, Item 1A of this quarterly report, as well as other cautionary statements and risks described elsewhere in this report and our most recent annual report on Form 10-K filed on March 23, 2012 before deciding to purchase, sell or hold our common stock.

**Company Overview**

We are a leading provider of software, technology, in-home, and outside-of-the-home cloud-based video solutions, which are included in such products as DVRs, non-DVR set-top boxes (STBs) and other consumer electronic applications and devices, such as the tablet. The TiVo service redefines home entertainment by

Table of Contents

providing consumers with an easy intuitive way to record, watch, and control television and receive videos, pictures, and movies from cable, broadcast, and broadband sources. We offer features such as Season Pass<sup>®</sup>™ recordings, integrated search (including content from both traditional linear television, cable VOD, and broadband sources in one user interface), WishList<sup>®</sup> searches, access cable VOD, the ability to transfer content amongst our DVRs and non-DVR STBs and to other consumer electronics devices, access to broadband video content, TiVo Online/Mobile Scheduling and applications on third-party devices such as tablet computers and smartphones (such as iPads, iPhones, and Android phones and tablets). As of July 31, 2012, there were approximately 2.7 million subscriptions to the TiVo service through our TiVo-Owned and MSO businesses. In our TiVo-Owned business, we distribute the TiVo DVR through consumer electronics retailers and through our on-line store at TiVo.com. Additionally, in our MSO business, we generate service and/or hardware revenues by providing the TiVo service on MSO provisioned DVRs and non-DVR STBs through agreements with leading satellite and cable television service providers and broadcasters. We also generate technology revenues through engineering professional services in connection with the development and deployment of the TiVo service to our MSO customers.

Additionally, we generate advertising and audience research and measurement revenues by providing innovative advertising and audience measurement solutions for the television industry. We recently acquired a data analytics company, TRA Global, Inc. (or TRA) on July 18, 2012. We believe this acquisition is strategic for our data analytics business, establishes new revenue enhancing opportunities, and bolsters our ability to provide unique insights to an industry increasingly seeking alternative ways to measure audience behavior.

We have and continue to engage in significant intellectual property litigation with certain television service and technology providers in the United States to protect our technology from infringement. During the fiscal year ended January 31, 2012, we settled such a lawsuit with DISH for \$500 million and with AT&T for \$215 million, with the potential for additional amounts based on the possible future growth of AT&T's U-verse business. While we have recorded the portion of these settlements that related to past infringement as litigation proceeds in the quarter in which the settlements occurred, the amounts related to future use are recognized by us as technology revenues from the licensing of our technology over the remaining term of the license. We currently have additional lawsuits pending against Verizon, Motorola, Cisco, and Time Warner Cable.

Executive Overview

Fiscal year 2013

In the remainder of the fiscal year ending January 31, 2013, we plan to continue to focus on our efforts to build leading advanced television products, enter into new distribution agreements, engage in development work for existing distribution agreements, and continue deployment activities for our existing distribution agreements.

Additionally, we have been and plan to continue to actively protect our intellectual property. We will continue to focus on the following priorities:

- We expect to continue our efforts to increase our subscription base by adding new subscriptions through our TiVo-Owned direct and retail sales with the roll out of our new products, as well as our mass distribution partnerships both in the U.S. and internationally. Our installed base of MSO subscriptions had strong growth in the quarter ended July 31, 2012. We expect this new trend of growth in our MSO subscription base to continue through rest of fiscal year 2013 and into next year with the continued contributions from current deployments and the expected future deployment of additional distribution deals. However, this growth in our installed base of MSO subscriptions will likely be slightly offset by further losses in our TiVo-Owned subscription base stemming from continued competition and our efforts to manage the amount of TiVo-Owned marketing dollars we are devoting to TiVo-Owned subscription acquisition activities.

- We believe that our investments in research and development are critical to remaining competitive and being a leader in advanced television solutions that go beyond the DVR. Therefore, we expect our annual research and development spending in fiscal year 2013 to be consistent with the fiscal year ended January 31, 2012 as we continue to pursue new technological and product developments such as the continued development of whole-home and multi-screen offerings which include non-DVR STBs and software solutions that extend the TiVo experience to personal computers, tablets, and mobile devices, increasing our operational capacity to handle increased operator deployments, and gaining more efficiency in our distribution efforts. However, we do expect our research and development costs to

decrease in the second half of the year as compared to the first half.

- We will continue our efforts to protect our technological innovations and intellectual property. As a result, we expect to continue to incur litigation expenses for our ongoing patent infringement lawsuits,

Table of Contents

which include litigation with Verizon, Motorola, Cisco, and Time Warner Cable.

•We expect to continue our development efforts under our existing MSO deployment agreements. To the extent that our upfront development efforts are not paid for through development fees from such arrangements, but such development expenses are recoverable through future guaranteed service fees from these MSOs, we will defer the cost of the development and start expensing it in our Statement of Operations later upon deployment with the MSO. As of July 31, 2012, we have deferred costs of approximately \$29.6 million related to development work, largely related to Virgin, ONO, and Charter. However, despite the deferral of these development costs, we do incur cash outflows associated with these development efforts resulting in potentially higher cash usage in the near term. Also for international MSOs, when related revenues from service fees are received, they are first recognized as technology revenues until the previously deferred costs of development of such arrangements are expensed. This recognition of such associated service fees as technology revenues will negatively impact the average revenue per subscription ("ARPU") for MSOs' metric until such service fees are later recognized as service revenues. We expect that our MSO ARPU will be negatively impacted by the recovery of these previously incurred development costs in fiscal year 2013. We also face the risk of unexpected losses if we were forced to recognize these deferred costs early if we don't successfully complete the developments and deployments with the MSO partners or these partners default on future guaranteed service fees or are otherwise able to terminate their contracts with us.

**Key Business Metrics**

Management periodically reviews certain key business metrics in order to evaluate our operations, allocate resources, and drive financial performance in our business. Management monitors these metrics together and not individually as it does not make business decisions based upon any single metric.

Subscriptions. Management reviews this metric, and believes it may be useful to investors, in order to evaluate our relative position in the marketplace and to forecast future potential service revenues. Below is a table that details the change in our subscription base during the last eight quarters. The TiVo-Owned lines refer to subscriptions sold directly or indirectly by TiVo to consumers who have TiVo-enabled DVRs and for which TiVo incurs acquisition costs. The MSO lines refer to subscriptions sold to consumers by MSOs such as DIRECTV, Virgin Media, Cableuropa S.A.U. ("ONO"), RCN, Grande, and Suddenlink, among others, and for which TiVo expects to incur little or no acquisition costs. Additionally, we provide a breakdown of the percent of TiVo-Owned subscriptions for which consumers pay recurring fees as opposed to a one-time prepaid product lifetime fee.

| (Subscriptions in thousands)                                   | Three Months Ended |                |                |                |                |                |                |                |   |
|----------------------------------------------------------------|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---|
|                                                                | Jul 31<br>2012     | Apr 30<br>2012 | Jan 31<br>2012 | Oct 31<br>2011 | Jul 31<br>2011 | Apr 30<br>2011 | Jan 31<br>2011 | Oct 31<br>2010 |   |
| TiVo-Owned Subscription Gross Additions:                       | 28                 | 24             | 32             | 30             | 25             | 27             | 60             | 35             |   |
| Subscription Net Additions/(Losses):                           |                    |                |                |                |                |                |                |                |   |
| TiVo-Owned                                                     | (23 )              | (29 )          | (26 )          | (30 )          | (43 )          | (58 )          | (55 )          | (45 )          |   |
| MSOs                                                           | 253                | 235            | 260            | 147            | 10             | (30 )          | (168 )         | (67 )          |   |
| Total Subscription Net Additions/(Losses)                      | 230                | 206            | 234            | 117            | (33 )          | (88 )          | (223 )         | (112 )         |   |
| Cumulative Subscriptions:                                      |                    |                |                |                |                |                |                |                |   |
| TiVo-Owned                                                     | 1,057              | 1,080          | 1,109          | 1,135          | 1,165          | 1,208          | 1,266          | 1,321          |   |
| MSOs                                                           | 1,658              | 1,405          | 1,170          | 910            | 763            | 753            | 783            | 951            |   |
| Total Cumulative Subscriptions                                 | 2,715              | 2,485          | 2,279          | 2,045          | 1,928          | 1,961          | 2,049          | 2,272          |   |
| Fully Amortized Active Lifetime Subscriptions                  | 221                | 238            | 253            | 270            | 286            | 307            | 310            | 282            |   |
| % of TiVo-Owned Cumulative Subscriptions paying recurring fees | 54                 | %55            | %55            | %56            | %57            | %57            | %56            | %56            | % |

We define a “subscription” as a contract referencing a TiVo-enabled DVR for which (i) a consumer has committed to pay for the TiVo service and (ii) service is not canceled. We count product lifetime subscriptions in our subscription base until both of the following conditions are met: (i) the period we use to recognize product lifetime subscription revenues ends; and (ii) the related DVR has not made contact to the TiVo service within the prior six month period. Product lifetime subscriptions past this period which have not called into the TiVo service for six months are not counted in this total. Prior to November 1, 2011 we amortized all product lifetime subscriptions over a 60 month period. Effective November 1, 2011, we have extended the period we use to

Table of Contents

recognize product lifetime subscription revenues from 60 months to 66 months for product lifetime subscriptions where we have not recognized all of the related deferred revenue as of the reassessment date. We are not aware of any uniform standards for defining subscriptions and caution that our presentation may not be consistent with that of other companies. Additionally, the subscription fees that our MSOs pay us are typically based upon a specific contractual definition of a subscriber or subscription which may not be consistent with how we define a subscription for our reporting purposes nor be representative of how such subscription fees are calculated and paid to us by our MSOs. Our MSOs subscription data is based in part on reporting from our third-party MSO partners.

TiVo-Owned subscriptions declined by 23,000 subscriptions during the three months ended July 31, 2012, as compared to a decrease of 43,000 in the same prior year period. This improvement was primarily driven by decreased churn. TiVo-Owned installed subscription base decreased to approximately 1.1 million subscriptions as of July 31, 2012 as compared to approximately 1.2 million as of July 31, 2011. We believe this decrease in total TiVo-Owned subscriptions was largely due to continued pressure on subscription gross additions resulting from increased competition from DVRs distributed by cable and satellite companies as we continued to have fewer TiVo-Owned subscription gross additions than we had TiVo-Owned subscription cancellations. Despite our efforts to improve TiVo-Owned net additions, we expect current trends will likely continue and that we will experience further net losses in our TiVo-Owned subscription base in fiscal year 2013.

Our MSO installed subscription base increased by 253,000 subscriptions to approximately 1.7 million subscriptions as of July 31, 2012. The increase in subscriptions is due to subscription growth from partners such as Virgin Media, RCN, Suddenlink, ONO, Grande, and others.

**TiVo-Owned Churn Rate per Month.** Management reviews this metric, and believes it may be useful to investors, in order to evaluate our ability to retain existing TiVo-Owned subscriptions (including both monthly and product lifetime subscriptions) by providing services that are competitive in the market. Management believes factors such as service enhancements, service commitments, higher customer satisfaction, and improved customer support may improve this metric. Conversely, management believes factors such as increased competition, lack of competitive service features such as high definition television recording capabilities in our older model DVRs or access to certain digital television channels or MSO Video On Demand services, as well as increased price sensitivity and installation and CableCARD™ technology limitations, may cause our TiVo-Owned Churn Rate per month to increase.

We define the TiVo-Owned Churn Rate per month as the total TiVo-Owned subscription cancellations in the period divided by the Average TiVo-Owned subscriptions for the period (including both monthly and product lifetime subscriptions), which then is divided by the number of months in the period. We calculate Average TiVo-Owned subscriptions for the period by adding the average TiVo-Owned subscriptions for each month and dividing by the number of months in the period. We calculate the average TiVo-Owned subscriptions for each month by adding the beginning and ending subscriptions for the month and dividing by two. We are not aware of any uniform standards for calculating churn and caution that our presentation may not be consistent with that of other companies.

The following table presents our TiVo-Owned Churn Rate per month information:

|                                       | Three Months Ended |              |              |              |              |              |              |              |
|---------------------------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| (Subscriptions in thousands)          | Jul 31, 2012       | Apr 30, 2012 | Jan 31, 2012 | Oct 31, 2011 | Jul 31, 2011 | Apr 30, 2011 | Jan 31, 2011 | Oct 31, 2010 |
| Average TiVo-Owned subscriptions      | 1,068              | 1,095        | 1,122        | 1,149        | 1,188        | 1,238        | 1,296        | 1,345        |
| TiVo-Owned subscription cancellations | (51 )              | (53 )        | (58 )        | (60 )        | (68 )        | (85 )        | (115 )       | (80 )        |
| TiVo-Owned churn rate per month       | (1.6 )%            | (1.6 )%      | (1.7 )%      | (1.7 )%      | (1.9 )%      | (2.3 )%      | (3.0 )%      | (2.0 )%      |

Included in our TiVo-Owned Churn Rate per month are those product lifetime subscriptions that have both reached the end of the revenue recognition period and whose DVRs have not contacted the TiVo service within the prior six months. Conversely, we do not count as churn product lifetime subscriptions that have not reached the end of the revenue recognition period, regardless of whether such subscriptions continue to contact the TiVo service.

TiVo-Owned Churn Rate per month was (1.6)% and (1.9)% for the quarters ended July 31, 2012 and 2011,



respectively.

We expect churn to be lower on a percentage basis and on an absolute basis in the fiscal year ending January 31, 2013 as compared to the fiscal year ended January 31, 2012 as a result of a decrease in inactive product lifetime subscriptions and as high definition subscriptions, which tend to have a lower churn rate than standard

22

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Table of Contents

definition subscriptions, become a larger portion of our base.

Subscription Acquisition Cost or SAC. Management reviews this metric, and believes it may be useful to investors, in order to evaluate trends in the efficiency of our marketing programs and subscription acquisition strategies. We define SAC as our total TiVo-Owned acquisition costs for a given period divided by TiVo-Owned subscription gross additions for the same period. We define total acquisition costs as sales and marketing, subscription acquisition costs less net TiVo-Owned related hardware revenues (defined as TiVo-Owned related gross hardware revenues less rebates, revenue share and market development funds paid to retailers) plus TiVo-Owned related cost of hardware revenues. The sales and marketing, subscription acquisition costs line item includes advertising expenses and promotion-related expenses directly related to subscription acquisition activities, but does not include expenses related to advertising sales. We do not include third-parties' subscription gross additions, such as MSOs' gross additions with TiVo subscriptions, in our calculation of SAC because we typically incur limited or no acquisition costs for these new subscriptions, and so we also do not include MSOs' sales and marketing, subscription acquisition costs, hardware revenues, or cost of hardware revenues in our calculation of TiVo-Owned SAC. We are not aware of any uniform standards for calculating total acquisition costs or SAC and caution that our presentation may not be consistent with that of other companies.

|                                                     | Three Months Ended         |          |          |          |          |         |          |         |
|-----------------------------------------------------|----------------------------|----------|----------|----------|----------|---------|----------|---------|
|                                                     | Jul 31,                    | Apr 30,  | Jan 31,  | Oct 31,  | Jul 31,  | Apr 30, | Jan 31,  | Oct 31, |
|                                                     | 2012                       | 2012     | 2012     | 2011     | 2011     | 2011    | 2011     | 2010    |
|                                                     | (In thousands, except SAC) |          |          |          |          |         |          |         |
| Subscription Acquisition Costs                      |                            |          |          |          |          |         |          |         |
| Sales and marketing, subscription acquisition costs | \$2,372                    | \$1,257  | \$1,320  | \$2,398  | \$2,441  | \$1,233 | \$2,214  | \$1,398 |
| Hardware revenues                                   | (11,129)                   | (13,261) | (16,428) | (12,970) | (11,580) | (6,915) | (14,436) | (9,532) |
| Less: MSOs'-related hardware revenues               | 6,696                      | 9,268    | 11,641   | 8,998    | 8,079    | 2,765   | 4,431    | 3,416   |
| Cost of hardware revenues                           | 14,431                     | 18,471   | 20,368   | 16,817   | 13,401   | 8,853   | 24,702   | 13,566  |
| Less: MSOs'-related cost of hardware revenues       | (5,399)                    | (10,159) | (9,412)  | (6,351)  | (6,019)  | (1,795) | (3,298)  | (2,618) |
| Total Acquisition Costs                             | 6,971                      | 5,576    | 7,489    | 8,892    | 6,322    | 4,141   | 13,613   | 6,230   |
| TiVo-Owned Subscription Gross Additions             | 28                         | 24       | 32       | 30       | 25       | 27      | 60       | 35      |
| Subscription Acquisition Costs (SAC)                | \$249                      | \$232    | \$234    | \$296    | \$253    | \$153   | \$227    | \$178   |

|                                                     | Twelve Months Ended        |          |          |          |          |          |          |          |
|-----------------------------------------------------|----------------------------|----------|----------|----------|----------|----------|----------|----------|
|                                                     | Jul 31,                    | Apr 30,  | Jan 31,  | Oct 31,  | Jul 31,  | Apr 30,  | Jan 31,  | Oct 31,  |
|                                                     | 2012                       | 2012     | 2012     | 2011     | 2011     | 2011     | 2011     | 2010     |
|                                                     | (In thousands, except SAC) |          |          |          |          |          |          |          |
| Subscription Acquisition Costs                      |                            |          |          |          |          |          |          |          |
| Sales and marketing, subscription acquisition costs | \$7,347                    | \$7,416  | \$7,392  | \$8,286  | \$7,286  | \$6,211  | \$8,169  | \$7,977  |
| Hardware revenues                                   | (53,788)                   | (54,239) | (47,893) | (45,901) | (42,463) | (40,364) | (51,618) | (60,571) |
| Less: MSOs'-related hardware revenues               | 36,603                     | 37,986   | 31,483   | 24,273   | 18,691   | 12,213   | 14,885   | 23,272   |
| Cost of hardware revenues                           | 70,087                     | 69,057   | 59,439   | 63,773   | 60,522   | 58,667   | 69,033   | 72,293   |
| Less: MSOs'-related cost of hardware revenues       | (31,321)                   | (31,941) | (23,577) | (17,463) | (13,730) | (8,933)  | (11,296) | (20,062) |
| Total Acquisition Costs                             | 28,928                     | 28,279   | 26,844   | 32,968   | 30,306   | 27,794   | 29,173   | 22,909   |
| TiVo-Owned Subscription Gross Additions             | 114                        | 111      | 114      | 142      | 147      | 154      | 160      | 146      |
| Subscription Acquisition Costs (SAC)                | \$254                      | \$255    | \$235    | \$232    | \$206    | \$180    | \$182    | \$157    |

As a result of the seasonal nature of our subscription growth in the past, total acquisition costs have varied significantly during the year. Management primarily reviews the SAC metric on an annual basis due to the timing difference between our recognition of promotional program expense and the subsequent addition of the related subscriptions. For example, we have historically experienced increased TiVo-Owned subscription gross additions during the fourth quarter; however, sales and marketing, subscription acquisition activities occur throughout the year.

23

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Table of Contents

During the three months ended July 31, 2012, our total acquisition costs were \$7.0 million, an increase of \$649,000, as compared to the same prior year period primarily due to higher manufacturing cost of our DVRs which was largely driven by the higher cost of hard drives due to the 2011 flooding in Thailand. The decrease in SAC of \$4 for the three months ended July 31, 2012 as compared to the same prior year period was largely a result of the increase in total subscription gross additions during the three month period as compared to the same prior year period.

During the twelve months ended July 31, 2012 our total acquisition costs were \$28.9 million, a decrease of \$1.4 million compared to the same prior year period. TiVo's sales and marketing, subscription acquisition costs remained relatively flat, as compared to the same prior year period due to lower incentives for some of our retailers and less aggressive upfront pricing on TiVo boxes to consumers, which was slightly offset by the higher manufacturing cost of our DVRs. The increase in SAC of \$48 for the twelve months ended July 31, 2012 as compared to the same prior year period was largely a result of decreases in TiVo-Owned subscription gross additions.

Average Revenue Per Subscription or ARPU. Management reviews this metric, and believes it may be useful to investors, in order to evaluate the potential of our subscription base to generate revenues from a variety of sources, including service fees, advertising, and audience research measurement. You should not use ARPU as a substitute for measures of financial performance calculated in accordance with GAAP. Management believes it is useful to consider this metric excluding the costs associated with rebates, revenue share, and other payments to channel because of the discretionary and varying nature of these expenses and because management believes these expenses, which are included in hardware revenues, net, are more appropriately monitored as part of SAC. We are not aware of any uniform standards for calculating ARPU and caution that our presentation may not be consistent with that of other companies. Furthermore, ARPU for our MSOs may not be directly comparable to the service fees we may receive from these partners on a per subscription basis as the fees that our MSOs pay us may be based upon a specific contractual definition of a subscriber or subscription which may not be consistent with how we define a subscription for our reporting purposes or be representative of how such subscription fees are calculated and paid to us by our MSOs. For example, an agreement that includes contractual minimums may result in a higher than expected MSOs ARPU if such fixed minimum fee is spread over a small number of subscriptions. Additionally, ARPU for our MSO subscriptions may not be reflective of revenues received by TiVo as in certain cases the cost of development for such MSO customer may be deferred on our condensed consolidated balance sheet until later when related revenues from service fees are received and are first recognized as Technology revenues by us until the previously deferred costs of development are fully expensed. This recognition of service fees as Technology revenues will have the effect of lowering ARPU for certain of our MSO subscriptions until such costs of development are fully expensed.

We calculate ARPU per month for TiVo-Owned subscriptions by subtracting MSOs'-related service revenues (which includes MSOs' subscription service revenues and MSOs'-related advertising revenues) from our total reported net service revenues and dividing the result by the number of months in the period. We then divide the resulting average service revenue by Average TiVo-Owned subscriptions for the period, calculated as described above for churn rate.

The following table shows this calculation:

| TiVo-Owned Average Revenue per Subscription | Three Months Ended          |              |              |              |              |              |              |              |
|---------------------------------------------|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                             | Jul 31, 2012                | Apr 30, 2012 | Jan 31, 2012 | Oct 31, 2011 | Jul 31, 2011 | Apr 30, 2011 | Jan 31, 2011 | Oct 31, 2010 |
|                                             | (In thousands, except ARPU) |              |              |              |              |              |              |              |
| Total service revenues                      | 32,302                      | 30,621       | 31,578       | 32,413       | 34,016       | 33,334       | 34,453       | 34,298       |
| Less: MSOs'-related service revenues        | (5,326)                     | (3,929)      | (4,472)      | (4,087)      | (4,371)      | (3,962)      | (4,294)      | (3,670)      |
| TiVo-Owned-related service revenues         | 26,976                      | 26,692       | 27,106       | 28,326       | 29,645       | 29,372       | 30,159       | 30,628       |
| Average TiVo-Owned revenues per month       | 8,992                       | 8,897        | 9,035        | 9,442        | 9,882        | 9,791        | 10,053       | 10,209       |
| Average TiVo-Owned subscriptions per month  | 1,068                       | 1,095        | 1,122        | 1,149        | 1,188        | 1,238        | 1,296        | 1,345        |
| TiVo-Owned ARPU per month                   | \$8.42                      | \$8.13       | \$8.05       | \$8.22       | \$8.31       | \$7.91       | \$7.76       | \$7.59       |

The increase in TiVo-Owned ARPU per month for the three months ended July 31, 2012 as compared to the same prior year period was largely due to a greater amount of our TiVo-Owned subscription base paying higher

subscription fees as a result of the higher monthly subscription pricing that we initiated during the fourth quarter of the fiscal year ended January 31, 2011 which ended in the first quarter of fiscal year 2013.

We calculate ARPU per month for MSOs' subscriptions by first subtracting TiVo-Owned-related service revenues (which includes TiVo-Owned subscription service revenues and TiVo-Owned related advertising

Table of Contents

revenues) from our total reported service revenues. Then we divide average revenues per month for MSOs'-related service revenues by the average MSOs' subscriptions for the period. The following table shows this calculation:

| MSOs' Average Revenue per Subscription    | Three Months Ended          |              |              |              |              |              |              |              |
|-------------------------------------------|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                           | Jul 31, 2012                | Apr 30, 2012 | Jan 31, 2012 | Oct 31, 2011 | Jul 31, 2011 | Apr 30, 2011 | Jan 31, 2011 | Oct 31, 2010 |
|                                           | (In thousands, except ARPU) |              |              |              |              |              |              |              |
| Total service revenues                    | 32,302                      | 30,621       | 31,578       | 32,413       | 34,016       | 33,334       | 34,453       | 34,298       |
| Less: TiVo-Owned-related service revenues | (26,976)                    | (26,692)     | (27,106)     | (28,326)     | (29,645)     | (29,372)     | (30,159)     | (30,628)     |
| MSOs'-related service revenues            | 5,326                       | 3,929        | 4,472        | 4,087        | 4,371        | 3,962        | 4,294        | 3,670        |
| Average MSOs' revenues per month          | 1,775                       | 1,310        | 1,491        | 1,362        | 1,457        | 1,321        | 1,431        | 1,223        |
| Average MSOs' subscriptions per month     | 1,539                       | 1,283        | 1,049        | 828          | 753          | 768          | 905          | 984          |
| MSOs' ARPU per month                      | \$1.15                      | \$1.02       | \$1.42       | \$1.65       | \$1.94       | \$1.72       | \$1.58       | \$1.24       |

The MSOs' ARPU per month for the quarter ended July 31, 2012 decreased by \$0.79 per subscription at \$1.15 per subscription, as compared to the same prior year period. This decrease in MSOs' ARPU per month is due to the increased number of average MSO monthly subscriptions combined with the fact that subscription additions from some newly launched deployment agreements, including Virgin, do not necessarily correspond to an increase in service revenues as the cost of development for an MSO customer may have been deferred on our condensed consolidated balance sheet and such MSO service fees are first recognized as technology revenues until the previously deferred costs of development are fully expensed. This recognition of service fees as technology revenues will have the effect of lowering ARPU for certain of our MSO subscriptions until such costs of development are fully expensed.

Critical Accounting Estimates

In preparing our condensed consolidated financial statements, we make assumptions, judgments and estimates that can have a significant impact on our revenue, operating income (loss) and net income (loss), as well as on the value of certain assets and liabilities on our condensed consolidated balance sheets. We base our assumptions, judgments and estimates on historical experience and various other factors that we believe to be reasonable under the circumstances. Actual results could differ materially from these estimates under different assumptions or conditions. At least quarterly, we evaluate our assumptions, judgments and estimates and make changes accordingly. Historically, our assumptions, judgments and estimates relative to our critical accounting estimates have not differed materially from actual results. During the six months ended July 31, 2012 there were no material changes to our critical accounting policies or in the matters for which we make critical accounting estimates in the preparation of our condensed consolidated financial statements as compared to those disclosed under the heading "Critical Accounting Estimates" in our Annual Report on Form 10-K for the fiscal year ended January 31, 2012.

Results of OperationsNet Revenues.

Our net revenues for the three and six months ended July 31, 2012 and 2011 as a percentage of total net revenues were as follows:

|                                    | Three Months Ended July 31,        |     |           |     | Six Months Ended July 31, |     |            |     |   |
|------------------------------------|------------------------------------|-----|-----------|-----|---------------------------|-----|------------|-----|---|
|                                    | 2012                               |     | 2011      |     | 2012                      |     | 2011       |     |   |
|                                    | (In thousands, except percentages) |     |           |     |                           |     |            |     |   |
| Service revenues                   | \$32,302                           | 50  | %\$34,016 | 56  | %\$62,923                 | 47  | %\$67,350  | 63  | % |
| Technology revenues                | \$21,825                           | 33  | %\$15,586 | 25  | %\$45,712                 | 34  | %\$21,089  | 20  | % |
| Hardware revenues                  | \$11,129                           | 17  | %\$11,580 | 19  | %\$24,390                 | 19  | %\$18,495  | 17  | % |
| Net revenues                       | \$65,256                           | 100 | %\$61,182 | 100 | %\$133,025                | 100 | %\$106,934 | 100 | % |
| Change from same prior year period | 7                                  | %   | 19        | %   | 24                        | %   | (5         | )%  |   |



Table of Contents

Service Revenues. The decrease in Service revenues of \$1.7 million and \$4.4 million in the three and six months ended July 31, 2012, respectively, as compared to the same prior year periods was due to a lower cumulative TiVo-Owned subscription base combined with the total number of fully-amortized product lifetime subscriptions which no longer generated subscription revenues. Additionally, effective November 1, 2011, we extended the period we use to recognize product lifetime subscription revenues from 60 months to 66 months on a prospective basis for product lifetime subscriptions acquired on or after October 31, 2006, which resulted in lower quarterly revenue for these subscriptions.

Technology Revenues. Technology revenues for the three and six months ended July 31, 2012 increased by \$6.2 million and \$24.6 million, respectively, as compared to the same prior year periods primarily due to our agreement with DISH Network, which generates \$11.1 million in revenue per quarter and our agreement with AT&T which generates \$6.1 million in revenue per quarter. Technology revenues for the three and six months ended July 31, 2012 increased \$435,000 and \$1.6 million, respectively, as compared to same prior year periods.

Hardware Revenues. Hardware revenues, net of allowance for sales returns and net of revenue share and marketing development fund payments for the three months ended July 31, 2012 decreased by \$451,000, as compared to the same prior year period. This decrease in net hardware revenues is largely related to decreased hardware sales to our MSO customers during the period.

Hardware revenues, net of allowance for sales returns and net of revenue share and marketing development fund payments for the six months ended July 31, 2012 increased by \$5.9 million as compared to the same prior year period. This increase in net hardware revenues for the six months ended July 31, 2012 is largely related to increased hardware sales to our MSO customers during the period.

Cost of service revenues.

|                                                          | Three Months Ended July 31,        |          | Six Months Ended July 31, |          |    |
|----------------------------------------------------------|------------------------------------|----------|---------------------------|----------|----|
|                                                          | 2012                               | 2011     | 2012                      | 2011     |    |
|                                                          | (In thousands, except percentages) |          |                           |          |    |
| Cost of service revenues                                 | \$8,871                            | \$9,089  | \$17,250                  | \$17,889 |    |
| Change from same prior year period                       | (2                                 | )%(8     | )%(4                      | )%(12    | )% |
| Percentage of service revenues                           | 27                                 | % 27     | % 27                      | % 27     | %  |
| Service gross margin                                     | \$23,431                           | \$24,927 | \$45,673                  | \$49,461 |    |
| Service gross margin as a percentage of service revenues | 73                                 | % 73     | % 73                      | % 73     | %  |

Cost of service revenues consists primarily of telecommunication and network expenses, employee salaries, service center, credit card processing fees, and other expenses related to providing the TiVo service. Cost of service revenues decreased by \$218,000 and \$639,000 for the three and six months ended July 31, 2012, respectively, as compared to the same prior year periods. This decrease in cost of service revenues is largely related to lower headcount and headcount related costs.

Cost of technology revenues.

|                                                                | Three Months Ended July 31,        |          | Six Months Ended July 31, |          |   |
|----------------------------------------------------------------|------------------------------------|----------|---------------------------|----------|---|
|                                                                | 2012                               | 2011     | 2012                      | 2011     |   |
|                                                                | (In thousands, except percentages) |          |                           |          |   |
| Cost of technology revenues                                    | \$3,792                            | \$3,813  | \$10,078                  | \$10,833 |   |
| Change from same prior year period                             | (1                                 | )%(9     | )%(7                      | )%17     | % |
| Percentage of technology revenues                              | 17                                 | % 24     | % 22                      | % 51     | % |
| Technology gross margin                                        | \$18,033                           | \$11,773 | \$35,634                  | \$10,256 |   |
| Technology gross margin as a percentage of technology revenues | 83                                 | % 76     | % 78                      | % 49     | % |

Cost of technology revenues includes costs associated with our development work primarily for DIRECTV, Virgin, and our other international and domestic projects. Cost of technology revenues for the three months ended July 31, 2012 was relatively flat as compared to the same prior year period.





Table of Contents

The decrease of \$755,000 in cost of technology revenues in the six months ended July 31, 2012 was related primarily to the fact that the prior year period included \$1.5 million of cost of technology revenue that was deemed not recoverable from a customer, offset by higher cost of technology revenue related to increased amounts of revenue we were able to recognize for development work performed during the current period as compared to the same prior year period due to the achievement of certain milestones that allow us to generate progress billings.

The increase in technology gross margin for the three and six months ended July 31, 2012 as compared to the same prior year periods was primarily due to the revenue recognized from our DISH and AT&T agreements.

In certain of our distribution deals, such as Virgin, TiVo is not being paid in full for the upfront development cost. However, in exchange, TiVo is receiving guaranteed financial commitments over the duration of the distribution deal. If we are reasonably assured that these arrangements as a whole will be profitable (assuming successful completion of development), we do not expense the development costs that exceed cash payable for the development work as incurred but rather we defer those costs and recognize these costs later when we receive service fees. As a result, a portion of service fees used to recover the initial development costs would be classified as technology revenues and timing of recognition of these costs and revenues may differ from when these costs are actually incurred.

In accordance with our revenue recognition policies, we have deferred costs of approximately \$29.6 million related to development work, largely related to Virgin, ONO, and Charter, and these costs are recorded on our condensed consolidated balance sheets under deferred cost of technology revenues, current and deferred cost of technology revenues, long-term at July 31, 2012. In instances where TiVo does not host the TiVo service, these costs (up to the amount billed) will be recognized when related revenues are recognized upon billing our customers, as specified in the agreement. In instances where TiVo hosts the TiVo service, starting upon deployment, these costs will be amortized to cost of revenues over the longer of the contractual or customer relationship period.

Cost of hardware revenues.

|                                                           | Three Months Ended July 31,        |            | Six Months Ended July 31, |            |    |
|-----------------------------------------------------------|------------------------------------|------------|---------------------------|------------|----|
|                                                           | 2012                               | 2011       | 2012                      | 2011       |    |
|                                                           | (In thousands, except percentages) |            |                           |            |    |
| Cost of hardware revenues                                 | \$14,431                           | \$13,401   | \$32,902                  | \$22,254   |    |
| Change from same prior year period                        | 8                                  | % 16       | % 48                      | % (28      | )% |
| Percentage of hardware revenues                           | 130                                | % 116      | % 135                     | % 120      | %  |
| Hardware gross margin (loss)                              | \$(3,302                           | ) \$(1,821 | ) \$(8,512                | ) \$(3,759 | )  |
| Hardware gross margin as a percentage of hardware revenue | (30                                | )%(16      | )%(35                     | )%(20      | )% |

Cost of hardware revenues include all product costs associated with the TiVo-enabled DVRs we distribute and sell, including manufacturing-related overhead and personnel, warranty, certain licensing, order fulfillment, and freight costs. We sell this hardware primarily as a means to grow our service revenues and, as a result, do not intend to generate positive gross margins from these hardware sales. Our cost of hardware sales for the three months ended July 31, 2012 increased by \$1.0 million as compared to the same prior year period primarily due to higher cost of hard drives resulting from manufacturing disruption due to flooding in Thailand in late calendar 2011.

Our cost of hardware revenues for the six month period ending July 31, 2012 increased compared to the same prior year period by \$10.6 million. The majority of the cost increase was due to larger volume of products sold to our MSO customers by \$7.7 million. Additionally, costs increased due to higher cost of hard drives resulting from manufacturing disruption due to flooding in Thailand in late calendar 2011. We also recorded an inventory write-down charge of \$1.5 million and a loss from adverse purchase commitments of \$1.2 million in the six months ended July 31, 2012 due to potential reduction in demand for TiVo-built hardware in light of changes in MSO purchase forecasts and our recent efforts to port the TiVo experience to third-parties' hardware, such as Pace. If our MSO customers choose to reduce or shift their hardware purchases to third-parties' products earlier or faster than currently expected, we may need to record additional write-downs of our component inventory; or, in the event they increase forecasts or purchase less third-parties' products than currently expected, we may need to purchase more inventory from our contract manufacturer.

Hardware gross margin (loss) for the three and six months ended July 31, 2012 increased by \$1.5 million and \$4.8 million, respectively, as compared to the same prior year periods largely due to higher cost of hard drives and write-down of charges during fiscal 2013. These increased costs were slightly offset by increased volume of products sold to our MSO customers.

Table of Contents

## Research and development expenses.

|                                    | Three Months Ended July 31,<br>2012 |          | Six Months Ended July 31,<br>2012 |          |   |
|------------------------------------|-------------------------------------|----------|-----------------------------------|----------|---|
|                                    | 2011                                |          | 2011                              |          |   |
|                                    | (In thousands, except percentages)  |          |                                   |          |   |
| Research and development expenses  | \$29,652                            | \$26,042 | \$60,212                          | \$53,270 |   |
| Change from same prior year period | 14                                  | %35      | %13                               | %40      | % |
| Percentage of net revenues         | 45                                  | %43      | %45                               | %50      | % |

Our research and development expenses consist primarily of employee salaries, related expenses, and consulting expenses related to our development of new technologies and products, such as whole home DVR technology and new features and functionality as well as investments in creating an integrated software code base across our product lines to increase the efficiency of our product development efforts in the future. The increase in research and development expenses of \$3.6 million and \$6.9 million for the three and six months ended July 31, 2012, respectively, as compared to the same prior year periods was largely related to increased headcount, headcount related, and consulting costs due to increased internal research and development spending.

## Sales and marketing expenses.

|                                    | Three Months Ended July 31,<br>2012 |         | Six Months Ended July 31,<br>2012 |          |    |
|------------------------------------|-------------------------------------|---------|-----------------------------------|----------|----|
|                                    | 2011                                |         | 2011                              |          |    |
|                                    | (In thousands, except percentages)  |         |                                   |          |    |
| Sales and marketing expenses       | \$7,243                             | \$6,905 | \$13,467                          | \$13,242 |    |
| Change from same prior year period | 5                                   | %4      | %2                                | %(8)     | )% |
| Percentage of net revenues         | 11                                  | %11     | %10                               | %12      | %  |

Sales and marketing expenses consist primarily of employee salaries and related expenses. Sales and marketing expenses for the three and six months ended July 31, 2012 remained relatively flat as compared to the same prior year period.

## Sales and marketing, subscription acquisition costs.

|                                                     | Three Months Ended July 31,<br>2012 |         | Six Months Ended July 31,<br>2012 |         |    |
|-----------------------------------------------------|-------------------------------------|---------|-----------------------------------|---------|----|
|                                                     | 2011                                |         | 2011                              |         |    |
|                                                     | (In thousands, except percentages)  |         |                                   |         |    |
| Sales and marketing, subscription acquisition costs | \$2,372                             | \$2,441 | \$3,629                           | \$3,674 |    |
| Change from same prior year period                  | (3)                                 | )%79    | %(1)                              | %(19)   | )% |
| Percentage of net revenues                          | 4                                   | %4      | %3                                | %3      | %  |

Sales and marketing, subscription acquisition costs include advertising expenses and promotional expenses directly related to our efforts to acquire new TiVo-Owned subscriptions to the TiVo service. Sales and marketing, subscription acquisition expenses for the three and six months ended July 31, 2012 remained relatively flat as compared to the same prior year periods. We expect these costs to increase in the remainder of fiscal 2013 as we plan to increase promotion of our products and services into the holiday season.

## General and administrative expenses.

Table of Contents

|                                                                                 | Three Months Ended July 31,        |          | Six Months Ended July 31, |          |   |
|---------------------------------------------------------------------------------|------------------------------------|----------|---------------------------|----------|---|
|                                                                                 | 2012                               | 2011     | 2012                      | 2011     |   |
|                                                                                 | (In thousands, except percentages) |          |                           |          |   |
| General and administrative                                                      | \$25,429                           | \$17,826 | \$41,595                  | \$40,278 |   |
| Change from same prior year period                                              | 43                                 | %26      | %3                        | %56      | % |
| Percentage of net revenues                                                      | 39                                 | %29      | %31                       | %38      | % |
| Litigation Expense (included in total General and Administrative expense above) | \$12,751                           | \$7,332  | \$18,173                  | \$15,628 |   |

General and administrative expenses consist primarily of employee salaries and related expenses for executive, administrative, accounting, information technology systems, facility costs, and legal and professional fees. During the three months ended July 31, 2012, general and administrative expenses increased by \$7.6 million, as compared to the same prior year period. This increase was largely related to increased litigation spend of \$5.4 million of which \$1.7 million is related to our patent enforcement cases and \$3.2 million relates to a one-time accrual of a very recent arbitration judgment relating to a contractual dispute. Additionally we experienced increased headcount and headcount related costs of approximately \$1.8 million.

During the six months ended July 31, 2012, general and administrative expenses increased by \$1.3 million, as compared to the same prior year period. This increase was largely related to increased litigation spend of \$2.5 million of which \$1.4 million was related to our patent enforcement cases and \$3.2 million relates to a one-time accrual of a very recent arbitration judgment relating to a contractual dispute. These increases were partially offset by decreased headcount and headcount related costs of \$388,000 and decreased services related spending of \$707,000, which were largely related to our convertible debt activities and our DISH settlement transaction.

Litigation proceeds. On April 29, 2011, we entered into a Settlement and Patent License Agreement with EchoStar Corporation (“EchoStar”) and DISH Network Corporation (“DISH”). Under the terms of the agreement, DISH and EchoStar agreed to pay us \$500.0 million, including an initial payment of \$300.0 million received by us on May 2, 2011 with the remaining \$200.0 million to be distributed in six equal annual installments of \$33.3 million between 2012 and 2017.

The total consideration of \$500.0 million was allocated on a relative fair value basis as \$175.7 million to the past infringement and litigation settlement element, \$2.9 million to interest income related to past infringement and \$321.4 million to the future license royalties element. The amount related to past infringement and settlement was recorded under “Litigation proceeds” in the three months ended April 30, 2011. The amount related to interest income was recorded under “Interest income” in the three months ended April 30, 2011. There was no similar transaction for the three and six months ended July 31, 2012.

Interest income. Interest income for the three and six months ended July 31, 2012 was \$852,000 and \$1.8 million, respectively. Interest income for the three and six months ended July 31, 2011 was \$678,000 and \$3.8 million, respectively. The increase in interest of \$174,000 for the quarter ended July 31, 2012 as compared to the same prior year period was related to the change in TiVo's investment policy. The decrease in interest of \$2.1 million for the six month period ended July 31, 2012 compared to the same prior year period was related to the \$2.9 million in interest received from the Echostar and DISH settlement during the quarter ended April 30, 2011. We did not have a similar transaction in the quarter ended July 31, 2012.

Interest expense and other. Interest expense and other income for the three and six months ended July 31, 2012 was \$2.0 million and \$3.9 million, respectively as compared to \$2.0 million and \$4.6 million for the three and six months ended July 31, 2011, respectively. The decrease in interest expense for the six months ended July 31, 2012 as compared to the same prior year period was due to one-time expenses associated with the convertible senior notes in the quarter ended April 30, 2011.

Benefit from (provision for) for income taxes. Income tax provision for the three and six months ended July 31, 2012 was \$93,000 and \$219,000, respectively. Benefit from (provision for) income taxes for the three and six months ended July 31, 2011 was \$71,000 and \$(988,000), respectively. The higher tax provision in the six months ended July

31, 2011 was related to litigation proceeds recorded in the six months ended July 31, 2011.

Liquidity and Capital Resources

We have financed our operations and met our capital expenditure requirements primarily from the proceeds

29

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Table of Contents

from the sale of equity securities, issuance of convertible senior notes, litigation proceeds, and cash flows from operations. Our cash resources are subject, in part, to the amount and timing of cash received from our license agreements, subscriptions, deployment agreements, and hardware customers. As of July 31, 2012, we had \$542.8 million of cash, cash equivalents, and short-term investments. We also have \$172.5 million in outstanding convertible senior subordinated notes, which are due on March 15, 2016. The notes are unsecured senior obligations of the Company and the Company may not redeem these notes prior to their maturity date although investors may convert the notes into TiVo common stock at any time until March 14, 2016 at their option.

We believe our cash, cash equivalents and short-term investments, provide sufficient resources to fund operations, capital expenditures, future repurchases of TiVo shares in connection with our previously announced share repurchase program, and working capital needs through the next twelve months.

## Statement of Cash Flows Discussion

The following table summarizes our cash flow activities:

|                                                     | Six Months Ended July 31, |              |
|-----------------------------------------------------|---------------------------|--------------|
|                                                     | 2012                      | 2011         |
|                                                     | (in thousands)            |              |
| Net cash provided by (used in) operating activities | \$ (43,895                | ) \$ 247,363 |
| Net cash provided by (used in) investing activities | \$ 4,991                  | \$ (396,220  |
| Net cash provided by (used in) financing activities | \$ (8,137                 | ) \$ 173,663 |
| Net Cash Provided by (Used in) Operating Activities |                           |              |

During the six months ended July 31, 2012 our net cash used in operating activities was \$(43.9) million as compared to net cash provided by operating activities of \$247.4 million during the same prior year period. This change in operating cash flow was largely related to receipt of \$300 million in cash upon to our settlement with DISH Network Corporation during the six months ended July 31, 2011.

## Net Cash Provided by (Used in) Investing Activities

The net cash provided by investing activities for the six months ended July 31, 2012 was approximately \$5.0 million compared to net cash used in investing activities of \$(396.2) million for the same prior year period.

The net cash provided by investing activities for the six months ended July 31, 2012 was largely related to TiVo's cash management process, and the purchase and sales of short-term investments resulting in a net increase in cash and cash equivalents of \$25.8 million (this resulted in a corresponding decrease in short-term investments of \$25.8 million).

Additionally, during the six months ended July 31, 2012, we acquired a subsidiary business, TRA Global, Inc. for \$17.6 million, net of cash acquired, and property and equipment of \$3.2 million which is used to support our business.

The net cash provided by investing activities for the six months ended July 31, 2011 was largely related to TiVo's cash management process and the investment of proceeds from the DISH settlement and the issuance of convertible debt through the purchase and sales of short-term investments resulting in a net increase in cash and cash equivalents of \$392.8 million (this resulted in a corresponding decrease in short-term investments of \$392.8 million). Additionally, during the six months ended July 31, 2011, we acquired property and equipment of \$3.1 million which was used to support our business.

## Net Cash Provided by (Used in) Financing Activities

The net cash used in financing activities for the six months ended July 31, 2012 was approximately \$(8.1) million as compared to net cash provided by financing activities of \$173.7 million for the same prior year period. This decrease in the net cash provided by financing activities is related to our issuance of convertible debt that occurred during the quarter ended April 30, 2011 that provided \$166.1 million. There was no such similar transaction during the six months ended July 31, 2012.

For the six months ended July 31, 2012 the principal sources of cash generated from financing activities was related to the issuance of common stock upon exercise of stock options which generated \$3.4 million and the issuance of common stock related to our employee stock purchase plan of \$3.7 million. These amounts were more than offset by the repurchase of \$15.2 million in treasury stock acquired during the six month period ended July 31, 2012. Of this \$15.2 million, \$8.2 million was related to our stock repurchase program with the remaining \$7.0 million related to treasury shares acquired from the vesting of restricted stock to satisfy employee tax withholdings on





Table of Contents

stock-based awards.

For the six months ended July 31, 2011 the principal sources of cash generated from financing activities was related to the issuance of convertible senior notes which generated \$166.1 million. Additionally, we had issuance of common stock upon exercise of stock options which generated \$7.5 million and issuance of common stock related to the employee stock purchase plan of \$3.3 million. These amounts were partially offset by the repurchase of \$3.2 million in restricted stock to satisfy employee tax withholdings.

Financing Agreements

**Share Repurchases.** On August 11, 2011, the Company's board of directors authorized a \$100 million discretionary share repurchase program, that became effective on August 29, 2011. As of July 31, 2012, we had purchased 1,001,321 shares of common stock under this program at a weighted average price of \$8.21 per share for an aggregate purchase price of \$8.2 million and the remaining authorized amount for stock repurchases under this program is \$91.8 million with a termination date of August 29, 2013.

**Universal Shelf Registration Statement.** We have an effective universal shelf registration statement on Form S-3 (No. 333-171031) on file with the SEC under which we may issue an unlimited amount of securities, including debt securities, common stock, preferred stock, and warrants. Depending on market conditions, we may issue securities under this or future registration statements or in private offerings exempt from registration requirements.

Contractual Obligations

| Contractual Obligations                | Payments due by Period |                  |           |           |              |
|----------------------------------------|------------------------|------------------|-----------|-----------|--------------|
|                                        | Total                  | Less than 1 year | 1-3 years | 3-5 years | Over 5 years |
|                                        | (In thousands)         |                  |           |           |              |
| Long-Term Debt Obligations             | \$172,500              | \$—              | \$—       | \$172,500 | \$—          |
| Interest on Long-Term Debt Obligations | 27,504                 | 6,900            | 13,800    | 6,804     | —            |
| Operating leases                       | 13,481                 | 3,251            | 6,203     | 4,027     | —            |
| Purchase obligations                   | 19,690                 | 19,690           | —         | —         | —            |
| Total contractual cash obligations     | \$233,175              | \$29,841         | \$20,003  | \$183,331 | \$—          |

**Purchase Commitments with Contract Manufacturers and Suppliers.** We purchase components from a variety of suppliers and use several contract manufacturers to provide manufacturing services for our products. During the normal course of business, in order to manage manufacturing lead times and help assure adequate component supply, we enter into agreements with contract manufacturers and suppliers that either allow them to procure inventory based upon criteria as defined by us or that establish the parameters defining our requirements. In certain instances, these agreements allow us the option to cancel, reschedule, and adjust our requirements based on our business needs prior to firm orders being placed. The table above displays that portion of our purchase commitments arising from these agreements that is firm, non-cancelable, and unconditional. If there are unexpected changes to anticipated demand for our products or in the sales mix of our products, some of the firm, non-cancelable, and unconditional purchase commitments may result in TiVo being committed to purchase excess inventory.

As discussed earlier in Cost of Hardware revenues, we recorded an inventory write-down charge of \$0.9 million and a loss from adverse purchase commitments on \$1.1 million in the three months ended April 30, 2012 due to potential reduction in demand for TiVo-built hardware in light of changes in MSO purchase forecasts and our recent efforts to port the TiVo experience to third-parties' hardware, such as Pace. If our MSO customers choose to reduce or shift their hardware purchases to third-parties' products earlier or faster than currently expected, we may need to record additional write-downs of our component inventory; or, in the event they increase forecasts or purchase less third-parties' products than currently expected, we may need to purchase more inventory from our contract manufacturer.

As of July 31, 2012, gross unrecognized tax benefits, which if recognized would affect the effective tax rate, were approximately \$231,000, which are classified as long-term liabilities in the condensed consolidated balance sheet. At this time, we are unable to make a reasonably reliable estimate of the timing of payments in individual years due to uncertainties in the timing of tax audit outcomes and the related ability to use net operating loss or tax credit

carryforwards; therefore, such amounts are not included in the above contractual obligation table.

31

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Table of Contents

Off-Balance Sheet Arrangements

As part of our ongoing business, we generally do not engage in transactions that generate relationships with unconsolidated entities or financial partnerships, such as entities often referred to as structured finance or special purpose entities. Accordingly, our operating results, financial condition, and cash flows are not generally subject to off-balance sheet risks associated with these types of arrangements. We did not have any material off-balance sheet arrangements as of July 31, 2012.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Our exposure to market risk for changes in interest rates relates primarily to our investment portfolio. We do not use derivative financial instruments in our investment portfolio and we conduct transactions in U.S. dollars. We currently invest the majority of our cash in money market funds, investment-grade government and corporate debt, and government securities. We maintain our investments with two financial institutions with high credit ratings. As part of our cash management process, we perform periodic evaluations of the relative credit ratings of issuers of these securities. We have not experienced any credit losses on our cash, cash equivalents, or short and long-term investments. Our investment portfolio only includes instruments with original maturities of less than two years held for investment purposes, not trading purposes. Due to the short-term nature of our cash equivalents and short-term investments we do not anticipate any material effect on our portfolio due to fluctuations in interest rates. Our convertible debt has a fixed interest rate and therefore we are not exposed to fluctuations in interest rates on this debt.

ITEM 4. CONTROLS AND PROCEDURES

We are committed to maintaining disclosure controls and procedures designed to ensure that information required to be disclosed in our periodic reports filed under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to our management, including our chief executive officer and chief financial officer, as appropriate, to allow for timely decisions regarding required disclosure. In designing and evaluating our disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management necessarily is required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures and implementing controls and procedures based on the application of management's judgment.

Under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, we conducted an evaluation of our disclosure controls and procedures, as such term is defined under Rule 13a-15(e) promulgated under the Exchange Act. Based on this evaluation, our principal executive officer and our principal financial officer concluded that our disclosure controls and procedures, as defined above, were effective in reaching a reasonable level of assurance as of July 31, 2012 (the end of the period covered by this Report).

There have been no changes in our internal control over financial reporting during the three months ended July 31, 2012 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Inherent Limitations of Disclosure Controls and Procedures and Internal Control over Financial Reporting

A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, have been detected. These inherent limitations include the realities that judgments in decision making can be faulty, and that breakdowns can occur because of simple errors or mistakes. Additionally, controls can be circumvented or over-ridden by the individual acts of some persons, by the collusion of two or more people, or by management. The design of any system of controls is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed

in achieving its stated goals under all potential future conditions.

32

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Table of Contents

Because of the inherent limitations in a cost-effective control system, misstatements or omissions due to error or fraud may occur and not be detected.

## PART II. OTHER INFORMATION

## ITEM 1. LEGAL PROCEEDINGS

The information under the heading “Legal Matters” set forth under Note 6. of Notes to Unaudited Condensed Consolidated Financial Statements included in Part I, Item 1 of this report, is incorporated herein by reference.

## ITEM 1A. RISK FACTORS

Before deciding to purchase, hold or sell our common stock, you should carefully consider the risk factors described in our annual report on Form 10-K for the year ended January 31, 2012 in the section entitled “Risk Factors”, in addition to the other cautionary statements and risks described elsewhere, and the other information contained in this report and in our other filings with the SEC, including our annual report on Form 10-K for the year ended January 31, 2012, and subsequent reports on Form 8-K and Form 10-Q.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

## Recent Sales of Unregistered Securities

None.

## Purchases of Equity Securities

We have reacquired shares of stock through our share repurchase program and from employees upon the vesting of restricted stock that was granted under our Amended & Restated 1999 Employee Incentive Plan and our Amended & Restated 2008 Equity Incentive Award Plan. The shares that were forfeited by the employees and reacquired by us were to satisfy the employees’ minimum statutory tax withholding which is required on restricted stock once they become vested and those share amounts are included in the following table:

| Period                        | (a) Total Number of Shares Purchased | (b) Average Price Paid per share | (c) Total Number of Share Purchased as Part of Publicly Announced Plans or Programs (4) | (d) Maximum Number (or Approximate Dollar Value) of Shares that May Yet be Purchased Under the Plans or Programs (4) |
|-------------------------------|--------------------------------------|----------------------------------|-----------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|
| May 1, through May 31, 2012   | 1,223                                | (1) \$9.57                       | —                                                                                       | \$100,000,000                                                                                                        |
| June 1, through June 30, 2012 | 1,003,040                            | (2) \$8.21                       | 1,001,321                                                                               | \$91,777,040                                                                                                         |
| July 1, through July 31, 2012 | 6,033                                | (3) \$8.26                       | —                                                                                       | \$91,777,040                                                                                                         |

(1) During the month of May 2012 TiVo acquired 1,223 shares at a weighted average price of \$9.57 from employees upon the vesting of restricted stock.

(2) During the month of June 2012 TiVo acquired 1,719 shares at a weighted average price of \$7.91 from employees upon the vesting of restricted stock.

(3) During the month of July 2012 TiVo acquired 6,033 shares at a weighted average price of \$8.26 from employees upon the vesting of restricted stock.

(4) On August 11, 2011, our board of directors authorized a \$100 million discretionary share repurchase program, that became effective on August 29, 2011 and expires on August 29, 2013. As of July 31, 2012, we had purchased 1,001,321 shares of common stock under this program at a weighted average price of \$8.21 per share for an aggregate purchase price of \$8.2 million and the remaining authorized amount for stock repurchases under this program is \$91.8 million with a termination date of August 29, 2013.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None.

ITEM 4. MINE SAFETY DISCLOSURES

None.

33

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Table of Contents

ITEM 5. OTHER INFORMATION  
None.

34

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Table of Contents

## ITEM 6. EXHIBITS

| EXHIBIT<br>NUMBER | DESCRIPTION                                                                                                                                                                                                                                                          |
|-------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 3.1               | Amended and Restated Certificate of Incorporation (incorporated by reference to Exhibit 3.1 of the registrant's Quarterly Report on Form 10-Q filed on September 10, 2007).                                                                                          |
| 3.2               | Amended and Restated Bylaws (incorporated by reference to Exhibit 3.1 of the Registrant's Current Report on Form 8-K filed on February 24, 2012).                                                                                                                    |
| 10.1              | TiVo Inc. Amended & Restated 2008 Equity Incentive Award Plan (filed herewith).                                                                                                                                                                                      |
| 10.2              | TiVo Inc. Amended & Restated 1999 Equity Stock Purchase Plan (filed herewith).                                                                                                                                                                                       |
| 31.1              | Certification of Thomas S. Rogers, President and Chief Executive Officer of TiVo Inc. dated August 31, 2012 pursuant to Securities Exchange Act Rules 13a-14(a) and 15d-14(a) as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith). |
| 31.1              | Certification of Anna Brunelle, Chief Financial Officer of TiVo Inc. dated August 31, 2012 pursuant to Securities Exchange Act Rules 13a-14(a) and 15d-14(a) as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith).                  |
| 32.1*             | Certification of Thomas S. Rogers, President and Chief Executive Officer of TiVo Inc. dated August 31, 2012 in accordance with 18 U.S.C. § 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (filed herewith).                              |
| 32.2*             | Certification of Anna Brunelle, Chief Financial Officer of TiVo Inc. dated August 31, 2012 in accordance with 18 U.S.C. § 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (filed herewith).                                               |
| 101.INS**         | XBRL Instance Document                                                                                                                                                                                                                                               |
| 101.SCH**         | XBRL Taxonomy Extension Schema Document                                                                                                                                                                                                                              |
| 101.CAL**         | XBRL Taxonomy Extension Calculation Linkbase Document                                                                                                                                                                                                                |
| 101.DEF**         | XBRL Taxonomy Extension Definition Linkbase Document                                                                                                                                                                                                                 |
| 101.LAB**         | XBRL Taxonomy Extension Label Linkbase Document                                                                                                                                                                                                                      |
| 101.PRE**         | XBRL Taxonomy Extension Presentation Linkbase Document                                                                                                                                                                                                               |

\* The certifications attached as Exhibits 32.1 and 32.2 that accompany this Quarterly Report on Form 10-Q, are not deemed filed with the Securities and Exchange Commission and are not to be incorporated by reference into any filing of TiVo Inc. under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, whether made before or after the date of this Form 10-Q, irrespective of any general incorporation language contained in such filing.

\*\* XBRL (Extensible Business Reporting Language) information is furnished and not filed or a part of a registration statement or prospectus for purposes of sections 11 or 12 of the Securities Act of 1933, is deemed not filed for purposes of section 18 of the Securities Exchange Act of 1934, and otherwise is not subject to liability under these sections.





Table of Contents

SIGNATURES AND OFFICER CERTIFICATIONS

Pursuant to the requirements 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.

TIVO INC.

Date: 8/31/2012

By: /S/ THOMAS S. ROGERS  
Thomas S. Rogers  
President and Chief Executive  
(Principal Executive Officer)

Date: 8/31/2012

By: /S/ ANNA BRUNELLE  
Anna Brunelle  
Chief Financial Officer  
(Principal Financial and Accounting Officer)