

DIGITAL RIVER INC /DE  
Form 10-Q  
May 04, 2010

**Table of Contents**

**SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2010  
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 000-24643  
DIGITAL RIVER, INC.  
(Exact name of registrant as specified in its charter)**

**DELAWARE**  
(State or other jurisdiction of  
incorporation or organization)

**41-1901640**  
(I.R.S. Employer  
Identification Number)

**9625 WEST 76TH STREET  
EDEN PRAIRIE, MINNESOTA 55344  
(Address of principal executive offices)  
(952) 253-1234**

(Registrant's telephone number, including area code)

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 filing requirements for the past 90 days. Yes  No

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

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company (as defined in Exchange Act Rule 12b-2). See definition of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer       Accelerated filer       Non-accelerated filer       Smaller reporting company

(Do not check if a smaller reporting company)

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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

The number of shares of common stock outstanding at April 1, 2010 was 39,622,429 shares.



DIGITAL RIVER, INC.  
Form 10-Q  
Index

<u>PART I.</u>	<u>FINANCIAL INFORMATION</u>	3
<u>Item 1.</u>	<u>Financial Statements</u>	3
	<u>Condensed Consolidated Balance Sheets as of March 31, 2010 and December 31, 2009</u>	3
	<u>Condensed Consolidated Statements of Income for the three months ended March 31, 2010 and 2009</u>	4
	<u>Condensed Consolidated Statements of Cash Flows for the three months ended March 31, 2010 and 2009</u>	5
	<u>Notes to Condensed Consolidated Financial Statements</u>	6
<u>Item 2.</u>	<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	17
<u>Item 3.</u>	<u>Qualitative and Quantitative Disclosure about Market Risk</u>	23
<u>Item 4.</u>	<u>Controls and Procedures</u>	24
<u>PART II.</u>	<u>OTHER INFORMATION</u>	25
<u>Item 1.</u>	<u>Legal Proceedings</u>	25
<u>Item 1A.</u>	<u>Risk Factors</u>	25
<u>Item 2.</u>	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	25
<u>Item 6.</u>	<u>Exhibits</u>	26
	<u>SIGNATURES</u>	27
	<u>EXHIBIT INDEX</u>	28
	<u>EX-31.1</u>	
	<u>EX-31.2</u>	
	<u>EX-32.1</u>	
	<u>EX-32.2</u>	

**Table of Contents****PART I. FINANCIAL INFORMATION****Item 1. Financial Statements**

**DIGITAL RIVER, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(in thousands, except share data)

	(Unaudited)	
	March 31,	December
	2010	31,
		2009
<b>ASSETS</b>		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 378,925	\$ 392,704
Short-term investments	15,168	15,228
Accounts receivable, net of allowance of \$2,946 and \$2,222	44,972	50,657
Deferred income taxes	9,899	9,901
Prepaid expenses and other	17,004	14,899
Total current assets	465,968	483,389
Property and equipment, net	52,164	54,343
Goodwill	271,542	279,538
Intangible assets, net of accumulated amortization of \$74,580 and \$74,158	24,004	25,605
Long-term investments	117,635	119,581
Deferred income taxes	22,373	22,416
Other assets	761	770
TOTAL ASSETS	\$ 954,447	\$ 985,642
<b>LIABILITIES AND STOCKHOLDERS EQUITY</b>		
CURRENT LIABILITIES:		
Accounts payable	\$ 170,119	\$ 192,301
Accrued payroll	12,309	16,131
Deferred revenue	18,041	17,879
Accrued acquisition liabilities	1,601	2,001
Other accrued liabilities	39,512	38,801
Total current liabilities	241,582	267,113
NON-CURRENT LIABILITIES:		
Convertible senior notes	8,805	8,805
Other liabilities	16,006	15,505
Total non-current liabilities	24,811	24,310
TOTAL LIABILITIES	266,393	291,423

STOCKHOLDERS EQUITY:

Preferred Stock, \$.01 par value; 5,000,000 shares authorized; no shares issued or outstanding

Common Stock, \$.01 par value; 120,000,000 shares authorized; 45,961,719 and 44,917,986 shares issued

Treasury stock at cost; 6,339,290 and 6,238,166 shares

Additional paid-in capital

Retained earnings

Accumulated other comprehensive income

Total stockholders equity

TOTAL LIABILITIES AND STOCKHOLDERS EQUITY

460	449
(219,776)	(216,880)
658,975	653,956
245,834	238,867
2,561	17,827
688,054	694,219
\$ 954,447	\$ 985,642

See accompanying notes to condensed consolidated financial statements.

**Table of Contents**

**DIGITAL RIVER, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**  
(in thousands, except per share data; unaudited)

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2010</b>	<b>2009</b>
Revenue	\$ 98,726	\$ 102,931
Costs and expenses (exclusive of depreciation and amortization expense shown separately below):		
Direct cost of services	4,637	3,942
Network and infrastructure	11,432	10,313
Sales and marketing	41,050	38,447
Product research and development	15,689	12,335
General and administrative	10,829	9,129
Depreciation and amortization	5,481	3,844
Amortization of acquisition-related intangibles	1,481	2,003
Total costs and expenses	90,599	80,013
Income from operations	8,127	22,918
Interest Income	764	1,189
Other income (expense), net	785	(6,556)
Income before income tax expense	9,676	17,551
Income tax expense	2,709	4,231
Net income	\$ 6,967	\$ 13,320
Net income per share   basic	\$ 0.19	\$ 0.36
Net income per share   diluted	\$ 0.18	\$ 0.36
Shares used in per-share calculation   basic	37,416	36,706
Shares used in per-share calculation   diluted	38,220	37,227

See accompanying notes to condensed consolidated financial statements.

**Table of Contents**

**DIGITAL RIVER, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(in thousands; unaudited)

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2010</b>	<b>2009</b>
<b>OPERATING ACTIVITIES</b>		
Net income	\$ 6,967	\$ 13,320
Adjustments to reconcile net income to net cash provided by operating activities		
Amortization of acquisition-related intangibles	1,481	2,003
Change in accounts receivable allowance, net of acquisitions	751	580
Depreciation and amortization	5,481	3,844
Debt financing costs write-off		5,208
Stock-based compensation expense related to stock-based compensation plans	4,476	3,711
Excess tax benefits from stock-based compensation	(442)	(96)
Deferred and other income taxes	108	1,555
Change in operating assets and liabilities, net of acquisitions		
Accounts receivable	3,606	(10,607)
Prepaid and other assets	(2,420)	17,399
Accounts payable	(17,258)	23,129
Deferred revenue	526	2,191
Income tax payable	5,933	83
Other accrued liabilities	(7,467)	(7,729)
Net cash provided by operating activities	1,742	54,591
<b>INVESTING ACTIVITIES</b>		
Purchases of investments	(11,675)	(2,122)
Sales of investments	12,250	10,000
Cash paid for acquisitions, net of cash received	(333)	(3,017)
Purchases of equipment and capitalized software	(3,553)	(6,894)
Net cash used in investing activities	(3,311)	(2,033)
<b>FINANCING ACTIVITIES</b>		
Cash paid for convertible senior notes		(186,660)
Exercise of stock options	486	943
Repurchase of restricted stock to satisfy tax withholding obligation	(2,896)	(436)
Excess tax benefits from stock-based compensation	442	96
Net cash used in financing activities	(1,968)	(186,057)
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH</b>	<b>(10,242)</b>	<b>(8,973)</b>
<b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(13,779)</b>	<b>(142,472)</b>
<b>CASH AND CASH EQUIVALENTS, beginning of period</b>	<b>392,704</b>	<b>490,335</b>



CASH AND CASH EQUIVALENTS, end of period	\$ 378,925	\$ 347,863
SUPPLEMENTAL DISCLOSURES:		
Cash paid for interest on convertible senior notes	\$ 55	\$ 1,219
Cash paid for income taxes	\$ 1,763	\$ 4,947

See accompanying notes to condensed consolidated financial statements.

5

---

**Table of Contents****1. BASIS OF PRESENTATION**

The unaudited condensed consolidated financial statements included herein reflect all adjustments, including normal recurring adjustments, which in our opinion are necessary to fairly state our consolidated financial position, results of operations and cash flows for the periods presented. These condensed consolidated financial statements should be read in conjunction with our audited consolidated financial statements included in our Form 10-K for the year ended December 31, 2009, as filed with the Securities and Exchange Commission. The results of operations for the three months ended March 31, 2010, are not necessarily indicative of the results to be expected for any subsequent quarter or for the entire fiscal year ending December 31, 2010. The December 31, 2009, balance sheet was derived from audited financial statements, but does not include all disclosures required by generally accepted accounting principles (GAAP) in the United States.

**Summary of Significant Accounting Policies**

A detailed description of our significant accounting policies can be found in our most recent Annual Report filed on Form 10-K for the fiscal year ended December 31, 2009.

**Software Development**

Costs to develop software for internal use are required to be capitalized and amortized over the estimated useful life of the software. For the three months ended March 31, 2010 and 2009, we capitalized \$1.0 million and \$5.6 million related to software development, respectively. This capitalization is primarily related to the development of our new enterprise resource planning (ERP) system, new data management and reporting infrastructure. We expect these investments to drive long-term operational efficiencies across the organization and provide further competitive differentiation.

**Comprehensive Income**

Comprehensive income includes revenues, expenses, and gains and losses that are excluded from net earnings under GAAP. Items of comprehensive income are unrealized gains and losses on short-term investments and foreign currency translation adjustments which are added to net income to compute comprehensive income. Comprehensive income is net of income tax benefit or expense.

The components of comprehensive income / (loss) are (in thousands):

	<b>Three Months Ended March 31,</b>	
	<b>2010</b>	<b>2009</b>
Net Income	\$ 6,967	\$ 13,320
Other comprehensive income/(loss):		
Unrealized foreign exchange gain/(loss) on the revaluation of investments in foreign subsidiaries	(15,334)	(15,336)
Reduction in temporary impairment of auction rate securities	52	5,754
Unrealized gain/(loss) on investments	56	(7)
Tax expense	(40)	(2,115)
Other comprehensive income/(loss)	(15,266)	(11,704)
Comprehensive income/(loss)	\$ (8,299)	\$ 1,616

**Foreign Currency**

Substantially all of our foreign subsidiaries use the local currency of their respective countries as their functional currency. Assets and liabilities are translated at exchange rates prevailing at the balance sheet dates. Revenues, costs and expenses are translated at the average exchange rates for the reported period. Gains and losses resulting from translation are recorded as a component of Accumulated other comprehensive income within stockholders equity. Gains and losses resulting from foreign currency transactions are recognized as Other expense, net .



**Table of Contents**

We are exposed to market risk from changes in foreign currency exchange rates. Our primary risk is the effect of foreign currency exchange rate fluctuations on the U.S. dollar value of foreign currency denominated operating sales and expenses. During the first quarter 2010, these exposures were mitigated by the use of foreign exchange forward contracts with maturities of approximately one week. Our derivatives are not designated as hedges and are adjusted to fair value through income each period. The principal exposures mitigated were euro and pound sterling currencies. For the three months ended March 31, 2009, derivative exposures were immaterial. The notional amounts held and the underlying gain/loss were determined to be immaterial when compared to our overall cash and cash equivalents and the net income reported for the respective periods. We had no open foreign exchange forward contracts outstanding as of March 31, 2010.

Our foreign currency contracts contain credit risk to the extent that our bank counterparties may be unable to meet the terms of the agreements. We minimize such risk by limiting our counterparties to major financial institutions of high credit quality.

**Recent Accounting Pronouncements**

***Accounting Standards Update (ASU) 2009-13 Multiple-Deliverable Revenue Arrangements:*** In October 2009, the Financial Accounting Standards Board (FASB) issued ASU 2009-13. This update provides amendments to Accounting Standards Codification (ASC) Topic 605 Revenue Recognition that enables vendors to account for products or services (deliverables) separately rather than as a combined unit. The amendments eliminate the residual method of allocation and require that arrangement consideration be allocated at the inception of the arrangement to all deliverables using the relative selling price method. The amendments also require that a vendor determine its best estimate of selling price in a manner that is consistent with that used to determine the price to sell the deliverable on a standalone basis. Additionally, disclosures related to multiple-deliverable revenue arrangements have also been expanded. The provisions will be effective for fiscal years beginning on or after June 15, 2010 and we will adopt in the first quarter of 2011. We are currently evaluating the impact of ASU 2009-13.

***ASU 2010-06 Improving Disclosures about Fair Value Measurements:*** In January 2010, the FASB issued ASU 2010-06. This update provides amendments to ASC Topic 820 Fair Value Measurements and Disclosures that requires additional disclosures about transfers into and out of Levels 1 and 2 in the fair value hierarchy and additional disclosures about purchases, sales, issuances and settlements relating to Level 3 fair value measurements. Additionally, it clarifies existing fair value disclosures about the level of disaggregation of inputs and valuation techniques used to measure fair value. We have adopted the new disclosure requirements in ASU 2010-06 for the period ended March 31, 2010.

***ASU 2010-09 Amendments to Certain Recognition and Disclosure Requirements:*** In February 2010, the FASB issued ASU 2010-09. This amendment to ASC Topic 855 Subsequent Events removes the requirement for an SEC filer to disclose the date in which subsequent events are evaluated. This includes both issued and revised financial statements. We have adopted the new disclosure requirements in ASU 2010-09 for the period ended March 31, 2010.

***ASC 810 Consolidation of Variable Interest Entities:*** In June 2009, FASB issued additional guidance related to ASC Topic No. 810, Consolidation (ASC 810). ASC 810 requires an analysis to determine whether a variable interest gives the entity a controlling financial interest in a variable interest entity. This guidance requires an ongoing reassessment and eliminates the quantitative approach previously required for determining whether an entity is the primary beneficiary. We have adopted the additional guidance for the period ended March 31, 2010, and it did not have a material impact on our Condensed Consolidated Financial Statements.

We have determined that all other recently issued accounting standards will not have a material impact on our Consolidated Financial Statements, or do not apply to our operations.

**2. NET INCOME PER SHARE**

Basic earnings per common share is computed by dividing net income by the weighted average number of shares of common stock outstanding during the period. Diluted earnings per common share is calculated by dividing net income, adjusted to exclude interest expense and financing cost amortization related to potentially dilutive securities, by the weighted average number of common shares related to potentially dilutive securities outstanding during the period, plus any additional common shares that would have been outstanding if potentially dilutive common shares had been issued during the period.



**Table of Contents**

The following table summarizes the computation of basic and diluted net income per share (in thousands, except per share amounts):

	<b>Three Months Ended March 31,</b>	
	<b>2010</b>	<b>2009</b>
Earnings per share basic		
Net income basic	\$ 6,967	\$ 13,320
Weighted average shares outstanding basic	37,416	36,706
Earnings per share basic	\$ 0.19	\$ 0.36
Earnings per share diluted		
Net income basic	\$ 6,967	\$ 13,320
Exclude: Interest expense and amortized financing cost of convertible senior notes, net of tax benefit	21	21
Net income diluted	\$ 6,988	\$ 13,341
Weighted average shares outstanding basic	37,416	36,706
Dilutive impact of non-vested stock and options outstanding	604	321
Dilutive impact of convertible senior notes	200	200
Weighted average shares outstanding diluted	38,220	37,227
Net income per share diluted	\$ 0.18	\$ 0.36

Options to purchase 1,597,623 and 1,849,328 shares for the three months ended March 31, 2010 and 2009, respectively, were not included in the computation of diluted earnings per share, because their effect on diluted earnings per share would have been anti-dilutive.

The unissued shares underlying contingent convertible notes are treated as if such shares were issued and outstanding for the purposes of calculating GAAP diluted earnings per share beginning with the issuance of our 1.25% convertible senior notes on June 1, 2004. The impact of the convertible note repurchase was anti-dilutive for the three months ended March 31, 2009, and has been excluded from the computation of diluted earnings per share as a result.

**3. FAIR VALUE MEASUREMENTS**

Financial assets and liabilities that are measured and reported at fair value at each reporting period are classified and disclosed in one of the following three categories:

Level 1 Observable inputs such as quoted prices in active markets;

Level 2 Other observable inputs available at the measurement date, other than quoted prices included in Level 1, either directly or indirectly, including:

Quoted prices for similar assets or liabilities in active markets;

Quoted prices for identical or similar assets in non-active markets;

Inputs other than quoted prices that are observable for assets or liabilities; and

Inputs that are derived principally from or corroborated by other observable market data.

Level 3

Unobservable inputs that cannot be corroborated by observable market data and reflect the use of significant management judgment. These values are generally determined using pricing models for which the assumptions utilize management's estimate of market participant assumptions.

***Assets and Liabilities that are Measured at Fair Value on a Recurring Basis***

The fair value hierarchy requires the use of observable market data when available. In instances in which the inputs used to measure fair value fall into different levels of the fair value hierarchy, the fair value measurement has been determined based on the lowest level input that is significant to the fair value measurement in its entirety. Our assessment of the significance of a particular item to the fair value measurement in its entirety requires judgment, including the consideration of inputs specific to the assets or liability. The Company's policy is to recognize transfers between levels at the end of the quarter.

The following table sets forth by level within the fair value hierarchy, our financial assets that were accounted for at fair value on a recurring basis at March 31, 2010 (in thousands), according to the valuation techniques we used to determine their fair values:

**Table of Contents**

	<b>Fair Value Measurements As of March 31, 2010</b>			
	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Cash and cash equivalents	\$ 378,925	\$ 378,925	\$	\$
Certificates of Deposit	1,998	1,998		
U.S. government sponsored entities	2,005	2,005		
Corporate Bonds	11,165	11,165		
Student loan bonds	92,353			92,353
<b>Total assets measured at fair value</b>	<b>\$ 486,446</b>	<b>\$ 394,093</b>	<b>\$</b>	<b>\$ 92,353</b>

The following table is a reconciliation of assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3 inputs) (in thousands):

	<b>Fair Value Measurements Using Significant Unobservable Inputs (Level 3)</b>		
	<b>Short-term Investments</b>	<b>Long-term Investments</b>	<b>Total</b>
Balance as of December 31, 2008	\$	\$ 93,213	\$ 93,213
Total gains or losses (realized/unrealized) included in other comprehensive income		9,988	9,988
Purchases			
Issuances			
Settlements		(10,400)	(10,400)
Transfers in and/or out of Level 3			
Balance as of December 31, 2009		92,801	92,801
Total gains or losses (realized/unrealized) included in other comprehensive income		52	52
Purchases			
Issuances			
Settlements		(500)	(500)
Transfers in and/or out of Level 3			
Balance as of March 31, 2010	\$	\$ 92,353	\$ 92,353

***The following methods and assumptions were used to estimate the fair value of each class of financial instrument:***

**Cash and Cash equivalents.** Consist of cash on hand in bank deposits, highly liquid investments, primarily high grade commercial paper and money market accounts. The fair value was measured using quoted market prices and is classified as Level 1. The carrying amount approximates fair value.

**Certificates of Deposit.** Consist of time deposit accounts with original maturities of less than one year and various yields. The carrying amount approximates fair value and is classified as Level 1.

**U.S government sponsored entities.** Consist of Federal Farm Credit Bank and Federal Home Loan Bank investment grade bonds that trade with sufficient frequency and volume to enable us to obtain pricing information on an ongoing basis. The fair value of these bonds was measured using quoted market prices and is classified as Level 1. The contractual maturity of these investments is within one year.



**Corporate Bonds.** Consist of investment grade corporate bonds that trade with sufficient frequency and volume to enable us to obtain pricing information on an ongoing basis. The fair value of these bonds was measured using quoted market prices and is classified as Level 1. The contractual maturity of these investments is within two years.

**Auction Rate Securities (Student loan bonds in table).** As of March 31, 2010, we held \$98.6 million of auction rate securities (ARS) at par value which we have recorded at a \$92.4 million fair value; all of the ARS are AAA/Aaa

**Table of Contents**

rated and 105%-115% over collateralized by student loans guaranteed by the U.S. government with the exception of one security which is rated AAA/A3 and one security which is rated AAA/Aa1. All the securities are 100% guaranteed by the Department of Education or the Federal Family Education Loan Program (FFELP) with the exception of two securities which are 82.5% and 99% guaranteed by FFELP. Almost all of these securities continue to fail at auction due to continued illiquid market conditions.

Due to the illiquid market conditions, the Company determined a market value discount was required in calendar year 2008 and recorded a temporary fair value reduction of \$16.3 million (14.9% of par value) to Accumulated other comprehensive income. Since 2008, we have successfully liquidated \$10.9 million of our ARS at par (\$0.5 million in the first quarter of 2010). As of March 31, 2010, the adjusted market value discount on the remaining ARS was \$6.2 million (6.3% of par value). This fair value adjustment is recorded in our balance sheet under Accumulated other comprehensive income.

The determination of fair value required management to make estimates and assumptions about the ARS. The discounted cash flow model we used to value these securities included the following assumptions:

- determination of the penalty coupon rate, frequency of reset period associated with each ARS

- an average redemption period of seven years

- a contribution of the ARS paying its contractually stated interest rate

- determination of the risk adjusted discount rate based on LIBOR rates for these maturities plus market information on student loan credit spreads

The aggregate ARS portfolio is yielding 1.6% and we continue to receive 100% of the contractually required interest payments. We continue to believe that we will be able to liquidate at par over time. We do not intend to sell the investments prior to recovery of their amortized cost basis nor do we believe it is more likely than not we may be required to sell the investments prior to recovery of their amortized cost basis. Accordingly, we treated the fair value decline as temporary. We anticipate we will have sufficient cash flow from operations to execute our business strategy and fund our operational needs. We believe that capital markets are also available if we need to finance other investing alternatives.

Based on the current illiquid market conditions, the Company classifies its ARS as Level 3 long-term investments until the Company has received a call or partial call on the securities. Upon receipt of a call or partial call, the Company classifies the securities subject to the call or partial call, as Level 1 short term investments. As of March 31, 2010 the fair value of the Company's \$98.6 million in ARS was classified as \$92.4 million Level 3 long-term investments. Also as of March 31, 2010, the difference between fair value and par value of the ARS was \$6.2 million, or 1.3% of total assets measured at fair value or 0.7% of total assets reported in our financial statements.

***Assets and Liabilities that are Measured at Fair Value on a Nonrecurring Basis***

In the first quarter of 2010, we had no significant measurements of assets or liabilities at fair value on a nonrecurring basis subsequent to their initial recognition.

The carrying amount of accounts receivable and accounts payable approximates fair value because of the short maturity of these instruments.

The aggregate carrying value and fair value of the Company's cost method equity investments at March 31, 2010, was \$25.3 million. The Company acquired the majority of these investments in late 2009 and believes the entity valuations completed at acquisition continue to represent the fair value of the acquisitions.

As of March 31, 2010 and 2009, the fair value of our \$8.8 million 1.25% fixed rate convertible senior notes was valued at \$7.5 million and \$5.3 million, respectively, based on the quoted fair market value of the debt.

**4. INVESTMENTS**

**Table of Contents**

As of March 31, 2010, and December 31, 2009, our available-for-sale securities consisted of the following (in thousands):

<b>Balance, March 31, 2010</b>	<b>Cost</b>	<b>Unrealized Gain/(Loss)</b>		<b>Fair Value</b>	<b>Maturities/Reset Dates</b>	
		<b>Less than 12 Months</b>	<b>Greater than 12 Months</b>		<b>Less than 12 Months</b>	<b>Greater than 12 Months</b>
U.S. government sponsored entities	\$ 1,999	\$ 6	\$	\$ 2,005	\$	\$ 2,005
Corporate Bonds	11,108	57		11,165	5,169	5,996
Certificates of Deposit	1,998			1,998	1,998	
Student loan bonds	98,600		(6,247)	92,353		92,353
<b>Total available-for-sale securities</b>	<b>\$ 113,705</b>	<b>\$ 63</b>	<b>\$ (6,247)</b>	<b>\$ 107,521</b>	<b>\$ 7,167</b>	<b>\$ 100,354</b>
<b>Balance, December 31, 2009</b>						
U.S. government sponsored entities	\$ 3,999	\$ (2)	\$	\$ 3,997	\$ 1,993	\$ 2,004
Corporate Bonds	11,221	10		11,231	3,112	8,119
Student loan bonds	99,100		(6,299)	92,801		92,801
<b>Total available-for-sale securities</b>	<b>\$ 114,320</b>	<b>\$ 8</b>	<b>\$ (6,299)</b>	<b>\$ 108,029</b>	<b>\$ 5,105</b>	<b>\$ 102,924</b>

Realized gains or losses on investments are recorded in our statement of income within Other expense, net. In the three months ended March 31, 2010, the Company's proceeds on sales of investment equaled par value. In the three months ended March 31, 2010, the Company reclassified from Accumulated other comprehensive income to earnings \$0.1 million related to securities settled within the year. Realized losses on sales of investments were immaterial in the three months ended March 31, 2010, and 2009.

**5. BUSINESS COMBINATIONS, GOODWILL AND INTANGIBLE ASSETS****Business Combinations****Acquisitions completed in 2010**

See subsequent events, Note 10.

**Acquisitions completed in 2009**

No acquisitions in 2009.

**Future Earn-outs**

As of March 31, 2010, there were estimated future earn-outs of \$1.6 million in accrued acquisition liabilities. Any of the estimated maximum potential future earn-out beyond the \$1.6 million accrual will result in additional goodwill.

**6. STOCK-BASED COMPENSATION**

The following table summarizes stock-based compensation expense related to employee stock options, awards and employee stock purchases recognized (in thousands):

**Three Months Ended  
March 31,**

	<b>2010</b>	<b>2009</b>
Costs and expenses		
Direct cost of services	\$ 138	\$ 169
Network and infrastructure	198	113
Sales and marketing	1,373	1,517
Product research and development	725	456
General and administrative	2,042	1,456
Stock-based compensation included in costs and expenses	\$ 4,476	\$ 3,711

## **7. INCOME TAXES**

For the three months ended March 31, 2010 and 2009, our tax expense was \$2.7 million and \$4.2 million, respectively. For the three months ended March 31, 2010, our tax expense consisted of approximately \$2.2 million of U.S. tax expense and \$0.5 million of foreign tax expense. For the three months ended March 31, 2010 and 2009, the tax rate was 28.0% and 24.1%, respectively.

**Table of Contents**

As of March 31, 2010, we had \$7.1 million of unrecognized tax benefits, excluding related interest. All of these unrecognized tax benefits would affect our effective tax rate if recognized. Gross unrecognized tax benefits increased by \$0.5 million during the quarter for items identified during the quarter. As of March 31, 2010, we had approximately \$1.0 million of accrued interest related to uncertain tax positions.

There is uncertainty of future realization of a portion of the deferred tax assets resulting from acquired tax loss carryforwards. Therefore a valuation allowance was recorded against the tax effect of such tax loss carryforwards. At March 31, 2010, the Company has a valuation allowance on approximately \$0.9 million of deferred tax assets as we believe it is more likely than not that these deferred tax assets will not be realized.

Due to the potential resolution of examinations currently being performed by taxing authorities and the expiration of various statutes of limitation, it is reasonably possible that the balance of our gross unrecognized tax benefits may change within the next twelve months by a range of zero to \$1.7 million.

**8. CONTINGENCIES*****Litigation***

DDR Holdings, LLC (DDR Holdings) has brought a claim against us and several other defendants regarding U.S. Patents No. 6,629,135 (the 135 patent ) and 6,993,572 (the 572 patent ), which are owned by DDR Holdings. These patents claim e-commerce outsourcing systems and methods relating to the provision of outsourced e-commerce support pages having a common look and feel with a host s website. The case was filed in the U.S. District Court for the Eastern District of Texas on January 31, 2006. The complaint seeks injunctive relief, declaratory relief, damages and attorneys fees. We have denied infringement of any valid claim of the patents-in-suit, and have asserted counter-claims which seek a judicial declaration that the patents are invalid and not infringed. In September 2006, DDR Holdings filed an application for reexamination of its patents based upon the prior art produced by us and the other defendants in the case. As part of that application, DDR Holdings asserted that this prior art raised a substantial question as to the patentability of the inventions claimed in the patents. In December 2006, the Court stayed the litigation pending a decision on the reexamination application. In February 2007, the U.S. Patent and Trademark Office ordered reexamination of DDR Holdings patents. On January 5, 2009, the U.S. Patent and Trademark Office issued a final office action rejecting the claims in the 135 patent which were subject to reexamination. On January 14, 2009, the U.S. Patent and Trademark office issued a final office action rejecting all but two of the claims in the 572 patent which were subject to reexamination. On April 16, 2010, the Board of Patent Appeals and Interferences reversed the decision of the Examiner to reject the claims in the 135 patent and the 572 patent which were subject to reexamination. Should the stay of litigation be lifted, we intend to vigorously defend ourselves in this matter.

We are subject to legal proceedings, claims and litigation arising in the ordinary course of business. While the final outcome of these matters is currently not determinable, we believe there is no litigation pending against us that is likely to have, individually or in the aggregate, a material adverse effect on our consolidated financial position, results of operation or cash flows. Because of the uncertainty inherent in litigation, it is possible that unfavorable resolutions of these lawsuits, proceedings and claims could exceed the amount we have currently reserved for these matters. Third parties have from time-to-time claimed, and others may claim in the future, that we have infringed their intellectual property rights. We have been notified of several potential patent disputes, and expect that we will increasingly be subject to patent infringement claims as our services expand in scope and complexity. We have in the past been forced to litigate such claims. We may also become more vulnerable to third-party claims as laws, such as the Digital Millennium Copyright Act, the Lanham Act and the Communications Decency Act are interpreted by the courts and as we expand geographically into jurisdictions where the underlying laws with respect to the potential liability of online intermediaries like ourselves are either unclear or less favorable. These claims, whether meritorious or not, could be time consuming and costly to resolve, cause service upgrade delays, require expensive changes in our methods of doing business, or could require us to enter into costly royalty or licensing agreements. .

***Indemnification Provisions***

In the ordinary course of business we have included limited indemnification provisions in certain of our agreements with parties with whom we have commercial relations. Under these contracts, we generally indemnify, hold harmless and agree to reimburse the indemnified party for losses suffered or incurred by the indemnified party in connection with claims by any third party with respect to our domain names, trademarks, logos and other branding elements to the

extent that such marks are applicable to our performance under the subject agreement. In certain agreements, including both agreements under which we have developed technology for certain commercial parties and agreements with our clients, we have provided an indemnity for other types of third-party claims. To date, no significant costs have been incurred, either individually or collectively, in connection with our indemnification provisions.

**Table of Contents**

In addition, we are required by our credit card processors to comply with credit card association operating rules, and we have agreed to indemnify our processors for any fines they are assessed by credit card associations as a result of processing payments for us. The credit card associations and their member banks set and interpret the credit card rules. Visa, MasterCard, American Express, or Discover could adopt new operating rules or re-interpret existing rules that we or our credit card processors might find difficult to follow. We also could be subject to fines or increased fees from MasterCard and Visa.

**9. DEBT**

In 2004 we sold and issued \$195.0 million in aggregate principal amount of 1.25% convertible senior notes due January 1, 2024 (Notes), in a private, unregistered offering. The Notes were sold at 100% of their principal amount. We are required to pay interest on the Notes on January 1 and July 1 of each year so long as the Notes are outstanding. The Notes bear interest at a rate of 1.25% and, if specified conditions are met, are convertible into our common stock at a conversion price of \$44.063 per share. The Notes may be surrendered for conversion under certain circumstances, including the satisfaction of a market price condition, such that the price of our common stock reaches a specified threshold; the satisfaction of a trading price condition, such that the trading price of the Notes falls below a specified level; the redemption of the Notes by us, the occurrence of specified corporate transactions, as defined in the related indenture; and the occurrence of a fundamental change, as defined in the related indenture. The initial conversion price is equivalent to a conversion rate of approximately 22.6948 shares per \$1,000 of principal amount of the Notes. We will adjust the conversion price if certain events occur, as specified in the related indenture, such as the issuance of our common stock as a dividend or distribution or the occurrence of a stock subdivision or combination.

Holder of the Notes have the right to require us to repurchase their Notes prior to maturity on January 1, 2014 and 2019. On January 5, 2009, we announced that holders of 95.5% of the Notes exercised the option to require us to repurchase those Notes on January 2, 2009 at a purchase price of 100.25% of the principal amount of each tendered Note. Notes with an aggregate principal amount of approximately \$8.8 million remain outstanding.

We incurred interest expense of \$0.03 million in the three months ended March 31, 2010, and made interest payments of \$0.1 million. We incurred interest expense of \$5.2 million in the first three months ended March 31, 2009, which included the write-off of \$5.2 million in debt financing costs related to the Convertible Senior Note repurchase in January 2009, and made interest payments of \$1.2 million.

**10. SUBSEQUENT EVENTS**

On April 29, 2010, we entered an agreement to acquire all of the capital stock of fatfoogoo, AG, a privately held company based in Vienna, Austria, for \$7.0 million in cash. The agreement provides us with the opportunity to offer game publishers and developers a single e-commerce connection for managing their online product sales both in-store and in-game. The purchase agreement provides fatfoogoo shareholders with an earn-out opportunity based on achieving certain earnings targets during the first two years subsequent to the acquisition. Prior to this acquisition, we held a 19% investment in fatfoogoo; this investment was recorded using the cost method in our financial statements. On April 29, 2010, we announced a workforce reduction and other restructurings that are anticipated to result in a second quarter charge of approximately \$2 million and third quarter charge of \$1 million to \$3 million.

**11. RESTATEMENT OF FIRST QUARTER 2009 FINANCIALS**

The Company reported net income of \$16.6 million, or \$0.45 per diluted share for the quarter ended March 31, 2009, in its first quarter 2009 Form 10-Q filed on May 8, 2009. In performing its detailed review of the financial statements and notes at year end 2009, management identified an additional adjustment associated with its January 2, 2009, convertible note repurchase. Management determined that a \$5.2 million non-cash expense for debt financing costs (\$3.3 million net of tax) was incorrectly charged to additional paid-in capital in the first quarter 2009 and should have been expensed to other income (expense), net. The impact of the note repurchase on diluted earnings per share was anti-dilutive and has been excluded as a result. The restated results decrease our reported net income for the three months ended March 31, 2009, by \$3.3 million or \$0.09 per diluted share. The write-off of the debt financing costs was correctly reported in our 2009 Form 10-K filed on February 23, 2010. The following condensed consolidated statements of income and cash flow for the three months ended March 31, 2009, and

**Table of Contents**

balance sheet as of March 31, 2009, outline the impact of the restatement on our financial statements as originally filed on May 8, 2009, to this report on Form 10-Q.

**DIGITAL RIVER, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**  
(in thousands, except per share data; unaudited)

	<b>Three Months Ended March 31, 2009</b>		
	<b>As Previously Reported</b>	<b>Adjust- ments</b>	<b>As Restated</b>
Revenue	\$ 102,931	\$	\$ 102,931
Costs and expenses (exclusive of depreciation and amortization expense shown separately below):			
Direct cost of services	3,942		3,942
Network and infrastructure	10,313		10,313
Sales and marketing	38,447		38,447
Product research and development	12,335		12,335
General and administrative	9,129		9,129
Depreciation and amortization	3,844		3,844
Amortization of acquisition-related intangibles	2,003		2,003
Total costs and expenses	80,013		80,013
Income from operations	22,918		22,918
Interest Income	1,189		1,189
Other expense, net	(1,348)	(5,208)	(6,556)
Income before income tax expense	22,759	(5,208)	17,551
Income tax expense	6,168	(1,937)	4,231
Net income	\$ 16,591	\$ (3,271)	\$ 13,320
Net income per share basic	\$ 0.45	\$ (0.09)	\$ 0.36
Net income per share diluted	\$ 0.45	\$ (0.09)	\$ 0.36
Shares used in per-share calculation basic	36,706	36,706	36,706
Shares used in per-share calculation diluted	37,227	37,227	37,227



**Table of Contents**

**DIGITAL RIVER, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(in thousands, unaudited)

	<b>March 31, 2009</b>		
	<b>As Previously Reported</b>	<b>Adjust- ments</b>	<b>As Restated</b>
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$ 347,863	\$	\$ 347,863
Short-term investments	7,000		7,000
Accounts receivable, net of allowance	61,411		61,411
Deferred income taxes	7,606		7,606
Prepaid expenses and other	19,299		19,299
<b>Total current assets</b>	<b>443,179</b>		<b>443,179</b>
Property and equipment, net	44,417		44,417
Goodwill	264,643		264,643
Intangible assets, net of accumulated amortization	29,380		29,380
Long-term investments	91,967		91,967
Deferred income taxes	22,686		22,686
Other assets	744		744
<b>TOTAL ASSETS</b>	<b>\$ 897,016</b>	<b>\$</b>	<b>\$ 897,016</b>
<b>LIABILITIES AND STOCKHOLDERS EQUITY</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$ 202,603	\$	\$ 202,603
Accrued payroll	11,979		11,979
Deferred revenue	15,530		15,530
Accrued acquisition costs	255		255
Other accrued liabilities	36,845	(1,937)	34,908
<b>Total current liabilities</b>	<b>267,212</b>	<b>(1,937)</b>	<b>265,275</b>
<b>NON-CURRENT LIABILITIES:</b>			
Convertible senior notes	8,805		8,805
Other liabilities	15,612		15,612
<b>Total non-current liabilities</b>	<b>24,417</b>		<b>24,417</b>
<b>TOTAL LIABILITIES</b>	<b>291,629</b>	<b>(1,937)</b>	<b>289,692</b>

STOCKHOLDERS EQUITY:

Preferred Stock			
Common Stock	444		444
Treasury stock at cost	(216,600)		(216,600)
Additional paid-in capital	622,630	5,208	627,838
Retained earnings	205,687	(3,271)	202,416
Accumulated other comprehensive income	(6,774)		(6,774)
Total stockholders equity	605,387	1,937	607,324
TOTAL LIABILITIES AND STOCKHOLDERS EQUITY	\$ 897,016	\$	\$ 897,016

**Table of Contents**

**DIGITAL RIVER, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(in thousands; unaudited)

	<b>Three Months Ended March 31, 2009</b>		
	<b>As Previously Reported</b>	<b>Adjust- ments</b>	<b>As Restated</b>
<b>OPERATING ACTIVITIES:</b>			
Net income	\$ 16,591	\$ (3,271)	\$ 13,320
Adjustments to reconcile net income to net cash provided by operating activities			
Amortization of acquisition-related intangibles	2,003		2,003
Change in accounts receivable allowance, net of acquisitions	580		580
Depreciation and amortization	3,844		3,844
Debt financing costs write-off		5,208	5,208
Stock-based compensation expense related to stock-based compensation plans	3,711		3,711
Excess tax benefits from stock-based compensation	(96)		(96)
Deferred income taxes and other	1,555		1,555
Change in operating assets and liabilities, net of acquisitions			
Accounts receivable	(10,607)		(10,607)
Prepaid and other assets	17,399		17,399
Accounts payable	23,129		23,129
Deferred revenue	2,191		2,191
Income tax payable	2,020	(1,937)	83
Accrued payroll and other accrued liabilities	(7,729)		(7,729)
Net cash provided by operating activities	54,591		54,591
<b>INVESTING ACTIVITIES:</b>			
Purchases of investments	(2,122)		(2,122)
Sales of investments	10,000		10,000
Cash paid for acquisitions, net of cash received	(3,017)		(3,017)
Purchases of equipment and capitalized software	(6,894)		(6,894)
Net cash used in investing activities	(2,033)		(2,033)
<b>FINANCING ACTIVITIES:</b>			
Cash paid for convertible senior notes	(186,660)		(186,660)
Exercise of stock options	943		943
Repurchase of restricted stock to satisfy tax withholding obligation	(436)		(436)
Excess tax benefits from stock-based compensation	96		96
Net cash used in financing activities	(186,057)		(186,057)

EFFECT OF EXCHANGE RATE CHANGES ON CASH	(8,973)		(8,973)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(142,472)		(142,472)
CASH AND CASH EQUIVALENTS, beginning of period	490,335		490,335
CASH AND CASH EQUIVALENTS, end of period	\$ 347,863	\$	\$ 347,863

**Table of Contents****Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

*The discussion in this Quarterly Report contains forward-looking statements that involve risks and uncertainties. Our actual results could differ materially from those discussed below. Additional factors that could cause or contribute to such differences include, but are not limited to, those identified below, and those discussed in the section entitled Risk Factors, included in Item 1A of Part II of this Quarterly Report and Item 1A of Part 1 of the Form 10-K for the period ended December 31, 2009. When used in this document, the words believes, expects, anticipates, intends, plans, and similar expressions, are intended to identify certain of these forward-looking statements. However, these words are not the exclusive means of identifying such statements. In addition, any statements that refer to expectations, projections or other characterizations of future events or circumstances are forward-looking statements. The cautionary statements made in this document should be read as being applicable to all related forward-looking statements wherever they appear in this document. We have no obligation to update the matters set forth herein, whether as a result of new information, future events or otherwise.*

**Overview**

We provide end-to-end global e-commerce and marketing solutions to a wide variety of companies in software, consumer electronics, computer games, video games, and other markets. We offer our clients a broad range of services that enable them to quickly and cost effectively establish an online sales channel capability and to subsequently manage and grow online sales on a global basis while mitigating risks. Our services include design, development and hosting of online stores and shopping carts, store merchandising and optimization, order management, denied parties screening, export controls and management, tax compliance and management, fraud management, digital product delivery via download, physical product fulfillment, subscription management, online marketing including e-mail marketing, management of affiliate programs, paid search programs, payment processing services, website optimization, web analytics and reporting, and CD production and delivery.

Our products and services allow our clients to focus on promoting and marketing their products and brands while leveraging our investments in technology and infrastructure to facilitate the purchase of products through their online websites. When shoppers visit one of our clients' branded websites and purchase goods, they are transferred to an e-commerce store and / or shopping cart operated by us on our e-commerce platforms. Once on our system, shoppers can browse for products and make purchases online. We typically are the seller of record for transactions through our client branded stores. After a purchase is made, we either deliver the product digitally via download over the Internet or transmit instructions to a third party for physical fulfillment of the order. We also process the buyer's payment as the merchant of record, including collection and remittance of applicable taxes. We have invested substantial resources to develop our e-commerce and marketing platforms and we provide access and use of our platforms to our clients as a service as opposed to selling the software to be operated on their own in-house computer hardware. Our e-commerce store solutions range from simple remote control models to more comprehensive online store models.

In addition to the services we provide that facilitate the completion of an online transaction, we also offer services designed to increase traffic to our clients' websites and the associated online stores and to improve the sales productivity of those stores. Our services include paid search advertising, search engine optimization, affiliate marketing, store optimization, multi-variant testing, web analytic services and e-mail optimization. All of our services are designed to help our clients acquire customers more effectively, sell to those customers more often and more efficiently, and increase the lifetime value of each customer.

Our clients include many of the largest software, consumer electronics, computer and video game companies, including Absolute Software Corporation, Adobe Systems, Inc., Aspyr Media, Inc., Autodesk, Inc., Canon Europa N.V., Computer Associates, Cyber Patrol, LLC, Eastman Kodak Company, Electronic Arts, Inc., Microsoft Corporation, Nuance Communications, Inc., SanDisk Corporation, Smith Micro Software, Inc., Symantec Corporation, and Trend Micro, Inc.

As announced on October 12, 2009, Symantec Corporation has informed us that it has elected not to renew its e-commerce agreement with us, which will result in the termination of the e-commerce agreement on June 30, 2010. We expect a material decrease in revenue and operating income as a result of Symantec's decision not to renew its e-commerce agreement with us as Symantec migrates its stores from our e-commerce infrastructure to their internally developed e-commerce platform. We recorded \$17.2 million in overall revenues from the Symantec contract in the

first quarter 2010. As a result of the termination of the Symantec e-commerce agreement on June 30, 2010, we are expecting only transition related business from this client in the second half of 2010. Our intention is to moderate the impact on our consolidated financial results of the expected reduction in revenue through acquisition

**Table of Contents**

of new clients, organic growth within existing clients, new product and service introductions, cost-saving initiatives and acquisition activities. Unless we generate sufficient new business to offset the loss of Symantec's business, our 2009 financial results will be difficult to duplicate in 2010.

We view our operations and manage our business as one reportable segment, providing outsourced e-commerce solutions globally to a variety of companies, primarily in the software and high-tech products markets.

We were incorporated in Delaware in February 1994. Our headquarters are located at 9625 West 76<sup>th</sup> Street, Eden Prairie, Minnesota and our telephone number is 952-253-1234.

General information about us can be found at [www.digitalriver.com](http://www.digitalriver.com) under the Company/Investor Relations link. Our annual report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K, as well as any amendments or exhibits to those reports, are available free of charge through our website as soon as reasonably practicable after we file them with the Securities and Exchange Commission.

**Results of Operations**

The following table sets forth certain items from our condensed consolidated statements of income as a percentage of total revenue for the periods indicated:

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2010</b>	<b>2009<sup>(1)</sup></b>
Revenue	100.0%	100.0%
Costs and expenses (exclusive of depreciation and amortization expense shown separately below):		
Direct cost of services	4.7	3.8
Network and infrastructure	11.6	10.0
Sales and marketing	41.6	37.4
Product research and development	15.9	12.0
General and administrative	10.9	8.9
Depreciation and amortization	5.6	3.7
Amortization of acquisition-related costs	1.5	1.9
Total costs and expenses	91.8	77.7
Income from operations	8.2	22.3
Interest Income	0.8	1.1
Other income (expense), net	0.8	(6.4)
Income before income tax expense	9.8	17.0
Income tax expense	2.7	4.1
Net income	7.1%	12.9%

(1) See Note 11 to the Consolidated Financial Statements in Part I, Item 1.

**REVENUE.** Our revenue was \$98.7 million for the three months ended March 31, 2010 compared to \$102.9 million for the same period in the prior year, a decrease of \$4.2 million or 4.1%. The revenue decreases were attributed to a decline in Symantec revenue by \$15.8 million as a result of Symantec diverting traffic to their in-house solution. Excluding Symantec, revenue increased 17% over the same period in the prior year. The increase is attributed to increased traffic, growth in the number of consumer electronic clients, growth in our digital software business and expanded strategic marketing activities with a larger number of clients. The revenue increases were also partially driven by foreign currency impact year over year.

International e-commerce sales were approximately 46.3% of total sales in the three month period ended March 31, 2010, compared to 36.0% in the same period of the prior year. The increase in international revenue was primarily driven by foreign currency exchange rate fluctuations and increased international sales by key U.S. clients.

Sales of products for Symantec accounted for approximately 14.3% of our revenue in the period ended March 31, 2010, compared to 23.8% in the same period of the prior year. In addition, revenues derived from proprietary Digital River services sold to Symantec consumers and dealer network sales of Symantec products amounted to approximately 3.2% of our total revenue in the three months ended March 31, 2010, compared to 8.3% in the same period of the prior year.



**Table of Contents**

***DIRECT COST OF SERVICES.*** Direct cost of services primarily includes costs related to personnel, product fulfillment, backup CD production and delivery solutions and certain client-specific costs. Direct cost of service expenses increased to \$4.6 million for the three months ended March 31, 2010, compared to \$3.9 million for the same period in the prior year. The increase was primarily attributable to higher CD production and delivery costs.

As a percentage of revenue, direct cost of services were 4.7% for the three months ended March 31, 2010, compared to 3.8% in the same period of the prior year.

***NETWORK AND INFRASTRUCTURE.*** Our network and infrastructure expenses primarily include personnel related expenses, costs to operate and maintain our technology platforms, customer service, data communication and data center operations. Network and infrastructure expenses were \$11.4 million and \$10.3 million for the three months ended March 31, 2010 and 2009, respectively. The increase was mainly due to increased software license expense, data communication expenses and higher client website traffic as a result of various marketing campaigns and client product launches.

As a percentage of revenue, network and infrastructure expenses were 11.6% for the three months ended March 31, 2010, compared to 10.0% in the same period of the prior year.

***SALES AND MARKETING.*** Our sales and marketing expenses include credit card transaction and other payment processing fees, personnel and related costs, advertising, promotional and product marketing expenses, credit card chargebacks and bad debt expense. Sales and marketing expenses were \$41.1 million for the three months ended March 31, 2010 from \$38.4 million for the same period in the prior year. The increase in sales and marketing was related to higher marketing and advertising costs due to new or expanded client paid search marketing programs.

As a percentage of revenue, sales and marketing expenses were 41.6% in the three months ended March 31, 2010, compared to 37.4% in the same period in the prior year.

***PRODUCT RESEARCH AND DEVELOPMENT.*** Our product research and development expenses include personnel and related expenses associated with developing, maintaining and enhancing our technology platforms and related systems. Product research and development expenses were \$15.7 million for the three months ended March 31, 2010, compared to \$12.3 million for the same period in the prior year. Lower capitalization of internal and consulting labor and higher research and development workforce related costs were incurred during the three month period ended March 31, 2010 as compared to the same period of the prior year. These costs support the increased investment in technologies used to strengthen our leadership position in software and unlock opportunities in markets such as consumer electronics, games, subscriptions, and business-to-business software. These investments advance global system scalability, our e-marketing capabilities, data management and client reporting.

As a percentage of revenue, product research and development expenses were 15.9% in the three months ended March 31, 2010, compared to 12.0% for the same periods in the prior year.

***GENERAL AND ADMINISTRATIVE.*** Our general and administrative expenses primarily include executive, accounting and administrative personnel and related expenses, professional fees for legal, tax and audit services, bank fees and insurance. General and administrative expenses were \$10.8 million, respectively, for the three months ended March 31, 2010, compared to \$9.1 million for the same period in the prior year. The increase in general and administrative costs for the three months ended March 31, 2010, compared to the same period in 2009 was mainly due to higher stock compensation expense.

As a percentage of revenue, general and administrative expenses were 10.9% for the three months ended March 31, 2010, compared to 8.9% for the same period of the prior year.

***DEPRECIATION AND AMORTIZATION.*** Our depreciation and amortization expenses include the depreciation of computer equipment, office furniture, the amortization of purchased and internally developed software, leasehold improvements and debt financing costs. Computer equipment, software and furniture are depreciated under the straight-line method using three to seven year lives and leasehold improvements are amortized over the shorter of the life of the asset or the remaining length of the lease. Depreciation and amortization expense was \$5.5 million for the three months ended March 31, 2010, respectively, compared to \$3.8 million for the same period in the prior year. The increased expense was primarily due to the amortization of our new enterprise resource planning system and a new data management and reporting infrastructure.



**Table of Contents**

**AMORTIZATION OF ACQUISITION-RELATED INTANGIBLES.** Amortization of acquisition-related intangibles consisted primarily of the amortization of customer relationships, technology and trade names acquired in prior year acquisitions. Amortization of acquisition-related intangible assets was \$1.5 million for the three months ended March 31, 2010, compared to \$2.0 million for the same period in the prior year.

**INTEREST INCOME.** Our interest income represents the total of interest income on our cash, cash equivalents, short-term investments, certain long-term investments and interest received on tax refunds. Interest income was \$0.8 million for the three months ended March 31, 2010, compared to \$1.2 million for the same period in the prior year. Interest income declined due to significantly lower market yields on our portfolio.

**OTHER INCOME (EXPENSE), NET.** Our other income (expense), net line item includes the total of interest expense on our debt, foreign currency transaction gains and losses and asset disposal gains and losses. Interest expense was \$0.03 million, for the three months ended March 31, 2010, compared to \$5.2 million for the same period in the prior year. The decrease in other interest expense was due to the \$5.2 million write-off of debt financing costs related to the retirement of the Notes in January 2009. Foreign currency re-measurement was a gain of \$0.9 million for the three months ended March 31, 2010, compared to a loss of \$1.3 million for the same period in the prior year. Gains and losses on asset disposals were immaterial for the three months ended March 31, 2010, and 2009.

**INCOME TAXES.** For the three months ended March 31, 2010 and 2009, our tax expense was \$2.7 million and \$4.2 million, respectively. For the three months ended March 31, 2010, our tax expense consisted of approximately \$2.2 million of U.S. tax expense and \$0.5 million of foreign tax expense. For the three months ended March 31, 2010 and 2009, the tax rate was 28.0% and 24.1%, respectively.

**Off Balance Sheet Arrangements**

None

**Table of Contents****Liquidity and Capital Resources**

As of March 31, 2010, we had \$378.9 million of cash and cash equivalents. Our primary source of internal liquidity is our operating activities. Net cash provided by operations for the three months ended March 31, 2010, of \$1.7 million was primarily the result of net income adjusted for non-cash expenses and balance sheet changes such as a decrease in accounts payable. Net cash provided by operations for the three months ended March 31, 2009, of \$54.6 million, was primarily the result of net income adjusted for non-cash expenses and balance sheet changes such as increases in accounts payable and prepaid and other assets offset by a decrease in accounts receivable.

Net cash used for investing activities for the three months ended March 31, 2010, was \$3.3 million and was the result of net sales of investments of \$0.6 million, cash paid for acquisitions net of cash received of \$0.3 million, and purchases of equipment and capitalized software of \$3.6 million. Net cash used for investing activities for the three months ended March 31, 2009 was \$2.0 million and was the result of net sales of investments of \$7.9 million, cash paid for acquisitions net of cash received of \$3.0 million, and purchases of capital equipment and capitalized software of \$6.9 million.

Net cash used for financing activities for the three months ended March 31, 2010, was \$2.0 million. Proceeds of \$0.5 million were provided by the sale of stock through the exercise of stock options, cash used in the repurchase of restricted stock to satisfy tax withholding obligation was \$2.9 million and proceeds of \$0.4 million were provided by the excess tax benefit from stock-based compensation. Net cash used for financing activities for the three months ended March 31, 2009, was \$186.1 million. Cash paid for the Notes was \$186.7 million, proceeds of \$1.0 million were provided by the sale of stock through the exercise of stock options, and cash used in the repurchase of restricted stock to satisfy tax withholding obligation was \$0.4 million.

As announced on October 12, 2009, Symantec Corporation has informed us that it has elected not to renew its e-commerce agreement with us, which will result in the termination of the e-commerce agreement on June 30, 2010. We expect a material decrease in revenue and operating income as a result of Symantec's decision not to renew its e-commerce agreement with us as Symantec migrates its stores from our e-commerce infrastructure to their internally developed e-commerce platform. We recorded \$17.2 million in overall revenues from the Symantec contract in the first quarter of 2010. As a result of the termination of the Symantec e-commerce agreement on June 30, 2010, we are expecting only transition related business from this client in the second half of 2010. Our intention is to moderate the impact on our consolidated financial results of the expected reduction in revenue through acquisition of new clients, organic growth within existing clients, new product and service introductions, cost-saving initiatives and acquisition activities. Unless we generate sufficient new business to offset the loss of Symantec's business, our 2009 financial results will be difficult to duplicate in 2010.

As of March 31, 2010, we held \$98.6 million of auction rate securities (ARS) at par value which we have recorded at a \$92.4 million fair value; all of the ARS are AAA/Aaa rated and 105%-115% over collateralized by student loans guaranteed by the U.S. government with the exception of one security which is rated AAA/A3 and one security which is rated AAA/Aa1. All the securities are 100% guaranteed by the Department of Education or the Federal Family Education Loan Program (FFELP) with the exception of two securities which are 82.5% and 99% guaranteed by FFELP. Almost all of these securities continue to fail at auction due to continued illiquid market conditions.

Due to the illiquid market conditions, the Company determined a market value discount was required in calendar year 2008 and recorded a temporary fair value reduction of \$16.3 million (14.9% of par value) to Accumulated other comprehensive income. Since 2008, we have successfully liquidated \$10.9 million of our ARS at par (\$0.5 million in the first quarter of 2010). As of March 31, 2010, the adjusted market value discount on the remaining ARS was \$6.2 million (6.3% of par value). This fair value adjustment is recorded in our balance sheet under Accumulated other comprehensive income.

The determination of fair value required management to make estimates and assumptions about the ARS. The discounted cash flow model we used to value these securities included the following assumptions:

- determination of the penalty coupon rate, frequency of reset period associated with each ARS

- an average redemption period of seven years

a contribution of the ARS paying its contractually stated interest rate

determination of the risk adjusted discount rate based on LIBOR rates for these maturities plus market information on student loan credit spreads

**Table of Contents**

The aggregate ARS portfolio is yielding 1.6% and we continue to receive 100% of the contractually required interest payments. We continue to believe that we will be able to liquidate at par over time. We do not intend to sell the investments prior to recovery of their amortized cost basis nor do we believe it is more likely than not we may be required to sell the investments prior to recovery of their amortized cost basis. Accordingly, we treated the fair value decline as temporary. We anticipate we will have sufficient cash flow from operations to execute our business strategy and fund our operational needs. We believe that capital markets are also available if we need to finance other investing alternatives.

Based on the current illiquid market conditions, the Company classifies its ARS as Level 3 long-term investments until the Company has received a call or partial call on the securities. Upon receipt of a call or partial call, the Company classifies the securities subject to the call or partial call, as Level 1 short term investments. As of March 31, 2010 the fair value of the Company's \$98.6 million in ARS was classified as \$92.4 million Level 3 long-term investments. Also as of March 31, 2010, the difference between fair value and par value of the ARS was \$6.2 million, or 1.3% of total assets measured at fair value or 0.7% of total assets reported in our financial statements.

**Application of Critical Accounting Policies*****Critical Accounting Estimates and Policies***

A detailed description of our critical accounting policies can be found in our most recent Annual Report on Form 10-K for the year ended December 31, 2009.

***Recent Accounting Pronouncements***

***Accounting Standards Update (ASU) 2009-13 Multiple-Deliverable Revenue Arrangements:*** In October 2009, the Financial Accounting Standards Board (FASB) issued ASU 2009-13. This update provides amendments to Accounting Standards Codification (ASC) Topic 605 Revenue Recognition that enables vendors to account for products or services (deliverables) separately rather than as a combined unit. The amendments eliminate the residual method of allocation and require that arrangement consideration be allocated at the inception of the arrangement to all deliverables using the relative selling price method. The amendments also require that a vendor determine its best estimate of selling price in a manner that is consistent with that used to determine the price to sell the deliverable on a standalone basis. Additionally, disclosures related to multiple-deliverable revenue arrangements have also been expanded. The provisions will be effective for fiscal years beginning on or after June 15, 2010 and we will adopt in the First quarter of 2011. We are currently evaluating the impact of ASU 2009-13.

***ASU 2010-06 Improving Disclosures about Fair Value Measurements:*** In January 2010, the FASB issued ASU 2010-06. This update provides amendments to ASC Topic 820 Fair Value Measurements and Disclosures that requires additional disclosures about transfers into and out of Levels 1 and 2 in the fair value hierarchy and additional disclosures about purchases, sales, issuances and settlements relating to Level 3 fair value measurements. Additionally, it clarifies existing fair value disclosures about the level of disaggregation of inputs and valuation techniques used to measure fair value. We have adopted the new disclosure requirements in ASU 2010-06 for the period ended March 31, 2010.

***ASU 2010-09 Amendments to Certain Recognition and Disclosure Requirements:*** In February 2010, the FASB issued ASU 2010-09. This amendment to ASC Topic 855 Subsequent Events removes the requirement for an SEC filer to disclose the date in which subsequent events are evaluated. This includes both issued and revised financial statements. We have adopted the new disclosure requirements in ASU 2010-09 for the period ended March 31, 2010.

***ASC 810 Consolidation of Variable Interest Entities:*** In June 2009, FASB issued additional guidance related to ASC Topic No. 810, Consolidation (ASC 810). ASC 810 requires an analysis to determine whether a variable interest gives the entity a controlling financial interest in a variable interest entity. This guidance requires an ongoing reassessment and eliminates the quantitative approach previously required for determining whether an entity is the primary beneficiary. We have adopted the additional guidance for the period ending March 31, 2010, and it did not have a material impact on our Condensed Consolidated Financial Statements.

We have determined that all other recently issued accounting standards will not have a material impact on our Consolidated Financial Statements, or do not apply to our operations.

**Table of Contents****Item 3. Qualitative and Quantitative Disclosure about Market Risk****Interest Rate Risk**

Our portfolio of cash equivalents, short-term investments and long-term investments is maintained in a variety of securities, including government agency obligations and money market funds. Investments are classified as available-for-sale securities and carried at their market value with cumulative unrealized gains or losses recorded as a component of Accumulated other comprehensive income within stockholders' equity. A sharp rise in interest rates could have an adverse impact on the market value of certain securities in our portfolio. We do not currently hedge our interest rate exposure and do not enter into financial instruments for trading or speculative purposes.

At March 31, 2010, we had long-term debt of \$8.8 million associated with our Notes. The market value of our long-term debt will fluctuate with movements of interest rates, increasing in periods of declining rates of interest and declining in periods of increasing rates of interest.

**Foreign Currency Risk**

Growth in our international operations will incrementally increase our exposure to foreign currency fluctuations as well as other risks typical of international operations, including, but not limited to, differing economic conditions, changes in political climate, differing tax structures and other regulations and restrictions.

Foreign exchange rate fluctuations may adversely impact our consolidated results of operations as exchange rate fluctuations on transactions denominated in currencies other than our functional currencies result in gains and losses that are reflected in our Consolidated Statements of Income. To the extent the U.S. dollar weakens against foreign currencies, the translation of these foreign currency-denominated transactions will result in increased net revenues and operating expenses. Conversely, our net revenues and operating expenses will decrease when the U.S. dollar strengthens against foreign currencies.

***Transaction Exposure***

The Company enters into short-term foreign currency forward contracts to offset the foreign exchange gains and losses generated by the re-measurement of certain assets and liabilities recorded in non-functional currencies. Changes in the fair value of these derivatives, as well as re-measurement gains and losses, are recognized in current earnings in

Other expense, net. Foreign currency transaction gains and losses were a gain of \$0.9 million and a loss of \$1.3 million in the three months ended March 31, 2010, and 2009, respectively.

***Translation Exposure***

Foreign exchange rate fluctuations may adversely impact our consolidated financial position as the assets and liabilities of our foreign operations are translated into U.S. dollars in preparing our consolidated balance sheet. These gains or losses are recognized as an adjustment to stockholders' equity which is reflected in our balance sheet under

Accumulated other comprehensive income.

**Other Market Risks*****Investments in Auction Rate Securities***

At March 31, 2010, we held approximately \$98.6 million of ARS at par. In light of current conditions in the ARS market as described in Item 2, Management's Discussion and Analysis of Financial Condition and Results of Operations, in this Quarterly Report on Form 10-Q, we may incur temporary unrealized losses, or other-than-temporary realized losses, in the future if market conditions persist and we are unable to recover the investment principal in our ARS.

**Table of Contents****Item 4. Controls and Procedures*****Evaluation of Disclosure 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, 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. Our management, with the participation of our Chief Executive Officer and Chief Financial Officer, evaluated the effectiveness of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of March 31, 2010. The term "disclosure controls and procedures" means controls and other procedures that are designed to ensure that information required to be disclosed by a company in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that such information is accumulated and communicated to the company's management, including its principal executive and principal financial officers, as appropriate, to allow timely decisions regarding required disclosure. Management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives, and management necessarily applies its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Based on their evaluation of our disclosure controls and procedures as of March 31, 2010, our Chief Executive officer and our Chief Financial Officer concluded that as of that date, our disclosure controls were effective at the reasonable assurance level.

***Changes in Internal Control over Financial Reporting***

We are in the process of converting to a new enterprise resource planning (ERP) system. Implementation of the new ERP system is scheduled to occur in phases. During the quarter ended March 31, 2010, no new phases of the new ERP system were implemented. There were no changes in the Company's internal control over financial reporting (as defined in Rule 13a-15(f) and 15d-15(f) under the Exchange Act) during the quarter ended March 31, 2010, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

***Limitations on the Effectiveness of Controls***

Our management, including the Chief Executive Officer and Chief Financial Officer, is responsible for establishing and maintaining an adequate system of internal control over financial reporting. This system of internal accounting controls is designed to provide reasonable assurance that assets are safeguarded, transactions are properly recorded and executed in accordance with management's authorization and financial statements are prepared in accordance with generally accepted accounting principles. 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 design of a control system must reflect the fact that there are resource constraints, and 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, within our company 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 error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people, or by management override of the control. The design of any system of controls also is 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; over time, controls may become inadequate because of changes in conditions, or the degree of compliance with the policies or procedures may deteriorate. Because of the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected.



**Table of Contents**

**PART II. OTHER INFORMATION**

**Item 1. Legal Proceedings**

We have provided information about legal proceedings in which we are involved in Note 8 to the Consolidated Financial Statements in Part I, Item 1.

**Item 1A. Risk Factors**

As of the date of this filing, there have been no material changes from the risk factors set forth in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2009.

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds**

None

**Table of Contents**

**Item 6. Exhibits**

(a) Exhibits

**EXHIBIT  
NUMBER**

**DESCRIPTION OF DOCUMENTS**

3.1	(1)	Amended and Restated Certificate of Incorporation, as amended, as currently in effect.
3.2	(2)	Amended and Restated Bylaws, as currently in effect.
4.1	(3)	Specimen of Common Stock Certificate.
4.2	(4)	Form of Senior Debt Indenture.
4.3	(4)	Form of Subordinated Debt Indenture.
4.4		References are made to Exhibits 3.1 and 3.2.
4.5	(5)	Indenture dated as of June 1, 2004 between Digital River, Inc. and Wells Fargo Bank, N.A. as trustee, including therein the form of the Note.
31.1		Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2		Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1		Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2		Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
(1)		Filed as an exhibit to the Company's Current Report on Form 8-K, filed on June 1, 2006, and incorporated herein by reference.
(2)		Filed as an exhibit to our Annual Report on Form 10-K for the year ended December 31, 2000, filed on March 27, 2001, and

incorporated  
herein by  
reference.

- (3) Filed as an exhibit to our Registration Statement on Form S-1, File No. 333-56787, declared effective on August 11, 1998, and incorporated herein by reference.
  
- (4) Filed as exhibits 4.2 and 4.3 to our Registration Statement on Form S-3, File No. 333-56787, declared effective on February 12, 2002, and incorporated herein by reference.
  
- (5) Filed as exhibit 99.1 to our Current Report on Form 8-K, filed on July 13, 2004 and incorporated herein by reference.

**Table of Contents**

SIGNATURES

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

Date: May 4, 2010

DIGITAL RIVER, INC.

By: /s/ Thomas M. Donnelly  
Thomas M. Donnelly  
*Chief Financial Officer*  
*(Principal Financial and Accounting Officer)*

27

---

**Table of Contents**

EXHIBIT INDEX

<b>EXHIBIT NUMBER</b>	<b>DESCRIPTION OF DOCUMENTS</b>
3.1 (1)	Amended and Restated Certificate of Incorporation, as amended, as currently in effect.
3.2 (2)	Amended and Restated Bylaws, as currently in effect.
4.1 (3)	Specimen of Common Stock Certificate.
4.2 (4)	Form of Senior Debt Indenture.
4.3 (4)	Form of Subordinated Debt Indenture.
4.4	References are made to Exhibits 3.1 and 3.2.
4.5 (5)	Indenture dated as of June 1, 2004 between Digital River, Inc. and Wells Fargo Bank, N.A. as trustee, including therein the form of the Note.
31.1	Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
(1)	Filed as an exhibit to the Company's Current Report on Form 8-K, filed on June 1, 2006, and incorporated herein by reference.
(2)	Filed as an exhibit to our Annual Report on Form 10-K for the year ended December 31, 2000, filed on March 27, 2001, and

incorporated  
herein by  
reference.

- (3) Filed as an exhibit to our Registration Statement on Form S-1, File No. 333-56787, declared effective on August 11, 1998, and incorporated herein by reference.
  
- (4) Filed as exhibits 4.2 and 4.3 to our Registration Statement on Form S-3, File No. 333-56787, declared effective on February 12, 2002, and incorporated herein by reference.
  
- (5) Filed as exhibit 99.1 to our Current Report on Form 8-K, filed on July 13, 2004 and incorporated herein by reference.