## UNITED STATES DISTRICT COURT CENTRAL DISTRICT OF CALIFORNIA HONORABLE DAVID O. CARTER, JUDGE PRESIDING

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ECHOSTAR SATELLITE

CORPORATION, et al.,

Plaintiffs,

vs.

NDS GROUP PLC, et al.,

Defendants.

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Day 17, Volume IV

REPORTER'S TRANSCRIPT OF PROCEEDINGS

Jury Trial

Santa Ana, California

Wednesday, May 7, 2008

Jane C.S. Rule, CSR 9316

Federal Official Court Reporter

United States District Court

411 West 4th Street, Room 1-053

Santa Ana, California 92701

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08-05-07 EchoStarD17V4

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1 SANTA ANA, CALIFORNIA, WEDNESDAY, MAY 7, 2008 2 DAY 17 - VOLUME IV 3 (3:18 p.m.)4 THE COURT: Okay. We're back on the record. The 5 jury is present. All counsel are present. 6 And this would be the concluding argument, your 7 rebuttal argument on behalf of the Plaintiffs EchoStar, 8 NagraStar. 9 Counsel, you'd have 35 -- or strike that. You 10 have 30 minutes. Counsel, finish exactly on the mark. 11 MR. HAGAN: Thank you, your Honor. 12 REBUTTAL ARGUMENT BY MR. HAGAN 13 MR. HAGAN: Thank you for an opportunity to 14 conclude this trial. I want to thank my client for this 15 opportunity as well. 16 Now, Mr. Snyder ended his closing arguments with a 17 couple of questions, and I want to address those quickly 18 while they are fresh in your head, and then we can move on 19 to some other issues. 20 THE COURT: And let me inform the jury, also, that 21 I've given consent for counsel for plaintiffs to have two 22 counsel argue the opening and one in rebuttal, so it's 23 appropriate. 24 MR. HAGAN: The first question posed was, "Why 25 didn't EchoStar do more to investigate xbr21 and StuntGuy?"

This trial was not about xbr21 or StuntGuy.

Mr. Pizzo testified. He said that he was xbr21, but the most important part of his testimony is that he did not create the Nipper hack methodology. He did not even understand that hack methodology. He copied and pasted it from another website and reposted it. He reposted it as the original author, NipperClause. That is why when we originally filed this lawsuit, we believed that xbr21 and NipperClause were the same individual. We found out through discovery that Mr. Pizzo was not the author of that post. We withdrew that claim.

StuntGuy is also not Nipper. Mr. Dalla took the stand, and he testified that he reached an agreement with the defendants. He agreed to come here and testify truthfully, and his truthful testimony was he doesn't know whether or not Chris Tarnovsky was Nipper. He knows that he was not Nipper, and he knows that the Nipper posting in December of 2000 was a significant event in EchoStar piracy. In fact, it was such a significant event in EchoStar piracy, that after that posting and after he updated his StuntGuy FAQs, he quit publishing those FAQs, because according to him, there was nothing left to write about.

The state of piracy of EchoStar's conditional access system after those December 2000 Nipper postings was an explosion in piracy. Did we attempt to mitigate our

damages? Absolutely. We launched electronic countermeasures, we investigated, we launched and developed software patches, but at the end of the day, it simply wasn't enough to fix our system. EchoStar certainly did not go out and spend \$94 million on a card swap that was not necessary.

The second question raised by Mr. Snyder was,

"How do we explain the fact that the revenues for

EchoStar's business continued to go up despite the problem

of piracy?"

Many of you are in business, and as you know, you don't stop operating your normal business simply because you encounter a problem. You continue to push forward, as EchoStar did, and you continue, hopefully, to generate more revenue and grow your business. The simple fact that EchoStar continued to do that cannot be considered as a negating factor for the \$94 million that they were required to spend for the card swap or the \$90 million that they lost in profits as a result of these, at minimum, a hundred thousand E3M cards.

The third question was, "How do we respond to the testimony of Nigel Jones and the 10 technical differences that he believed existed between the Haifa hack and the Nipper hack?" But if you'll recall Mr. Jones's testimony, as well as the testimony of Dr. Avi Rubin from Johns

Hopkins, those technical differences were simply differences in the style of coding that the authors used to relay that hack methodology. Now, certainly you also recall that he agreed Mr. Tarnovsky, a street trained hacker, one of the best in the world, and Mr. Mordinson, a scholarly academic programmer, would have differences in coding style.

The most important part of Nigel Jones's testimony is that he simply could not tell you whether or not Chris Tarnovsky was Nipper. All he could tell you was that he believed there were differences in the two hack methodologies. He agreed on a very critical point, though. He agreed with Dr. Rubin that the four fundamental components of both of those hack techniques were the same.

Now, does it matter that those four components are required to be used in a buffer overflow attack? Absolutely not. David Mordinson testified, as well as Zvi Shkedy, that not only were they the best engineers in the world at doing this, they were the only ones that discovered a way to leverage the four components of EchoStar security system in order to develop that hack.

Now, finally, Mr. Snyder asked, "Where are the documents relating to the Nipper postings?" There is a ton of evidence in the record, and we hope that you take the time to look at that evidence. The most important is the Headend Report itself. It's an admission by the defendants.

It's a detailed description on how to hack EchoStar security system. The fact that they can come in here and attempt to argue that that was lawful reverse engineering is simply not credible.

The Judge will instruct you at the end of this trial, and there is a very key instruction that deals with the definition of reverse engineering, and that it can go too far when it results in piracy, and that at that point, the law prohibits it. That is what this case is about.

The ICG documents also establish a link between the defendants and the Nipper post -- the NiPpEr2000 and NipperClause posts.

Now, Mr. Snyder got up here and told you that somehow EchoStar was working with ICG in this process. This is the absolute first time that we have heard anything about this, and if you want to be certain, think back to the testimony of Jeff Bedser. The defendants put Mr. Bedser on the stand, and he is the president and cofounder of ICG. At no time in his testimony did he say EchoStar was somehow working with DirecTV in their investigation into the defendants' conduct. In fact, he said just the opposite. He only worked with EchoStar on certain limited projects dealing with the Bell ExpressVu system.

There is also the Hays County Narcotics Task Force report and the RCMP fingerprint analysis that link

Christopher Tarnovsky to the receipt of the Headend Report, the development of a Stinger to reprogram access cards, and the receipt of cash payments from Canada related to those reprogrammed cards.

Now, there are also a couple of exhibits that are in the record that deal with IP traces, and the IP trace of the Nipper posts relates to a server in the Ontario area. There is two important things to remember about that. In 1998 when the defendants flew into the United States for their second trip and they set up their elaborate operation in a basement in Canada to test their hack, it was in Ontario.

Second, they put Jim Emerson on the stand, and he testified that they did a number of things to trace the IPs from a number of different aliases used by Chris Tarnovsky.

"Big Gun," "Shrimp," "Coleman," all three of those aliases went to different locations than California. Two of them went to Ontario. Mr. Menard also has e-mail addresses that were linked to Barrie, Ontario, or the Ontario area, and it's -- it's certainly not surprising that that would be the case.

Mr. Tarnovsky admitted to using proxies and anonymizers and spoofing techniques to try to conceal his identity while conducting piracy activities on the internet. That's not the only evidence in the record of efforts that

were taken by the defendants to conceal their activity in this case.

You saw an e-mail this morning from Avigail Gutman that related to the Astro MEASAT system. That is another competitor of the defendants. And in that e-mail,

Ms. Gutman is asking, "How do we get this box and this card out into the field to distract the pirates away from our system and force them to the MEASAT system? I want to make certain that there is no way that this card or this box gets traced back to us."

We also saw the e-mail exchange between

Tarnovsky's supervisor, John Norris, and Mr. Mordinson's

supervisor, Chaim Shenor, who the defendants refused to let

us depose in this case. And that e-mail says -- very, very

important -- a very, very important piece of evidence. It

says "We need to make absolutely certain that there is not a

hidden possibility of identifying the EchoStar card from

which our code comes from."

You also saw that -- the report that deals with Mr. Kommerling's activities in the United States where he flew in to do one of these undercover, legitimate anti-piracy operations and when Mr. Kommerling, his conduct was discovered by DirecTV, and they claimed they informed about this project, and the authorities got involved. He was instructed to erase his hard drive, to split it into two

separate parts, and to ship it by two separate couriers to two separate locations overseas. That is compelling evidence of an intent to conceal involvement and wrongdoing, and that is something that we would like for you to consider when looking at the other evidence that's been admitted through the course of this trial.

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Now, the end question that you have to ask yourself is, is it more likely than not the defendants were responsible for the publication of the hack methodology that they developed in Haifa? And there are certain facts that are not in dispute. It's simply the interpretation of those facts that we're here to discuss.

It's a fact that in 1998, DirecTV was looking at other conditional access providers, and the defendants knew it. At that time, the defendants own internal documents, which you will see in your deliberations show they were fearful of losing their clients and fearful of losing their jobs. In fact, they responded. They went out, and they hired Chris Tarnovsky and Al Menard.

Fact, they built a lab in Israel for the sole purpose of hacking their competitors' systems. Fact, they developed the Headend Report, one for the EchoStar system and one for the Canal+ system. They refused to produce to us the report relating to the Canal+ system.

Fact, their engineers gave this information to

Christopher Tarnovsky and Oliver Kommerling, according to

Mr. Hasak, the two best hackers in the world, who they

agreed constituted a risk that they would continue to engage

in those activities once they were underneath the protective

NDS umbrella.

Fact, the hack methodology for EchoStar system and the code for the Canal+ system were posted on Allen Menard's website.

Fact, EchoStar expended over \$90 million to replace its cards as a result of the piracy that came from those publications.

The central question that you have to ask yourself, is it more likely than not that the defendants were responsible for the publication of that hack methodology on Mr. Menard's website? And you have to ask yourself if it is — if they are convinced that

Mr. Tarnovsky did not have any involvement in this, why did they go out and hire Mr. Menard within days of this lawsuit being filed? Why did they pay Mr. Menard nearly \$400,000 in what can only be categorized as hush money? Why did they conceal Mr. Menard's employment relationship with them when I was trying to compel his testimony?

It wasn't until after they terminated him that they notified us that they had a relationship with

Mr. Menard. At that point, I could no longer compel them to

1 bring him here from Canada. That was a tactical decision on 2 their part, and you have to ask yourself, what is the 3 motivation for that, both for hiring Mr. Menard after the 4 post and after the lawsuit, and for firing him, tactically, 5 before we had an opportunity to bring him down here to 6 testify live? Fact, Stanley Frost was a distributor of pirated 8 EchoStar access cards. Fact, he had a relationship with the 9 defendants and with DirecTV during the time that the 10 defendants and DirecTV were jointly owned by News 11 Corporation. They would not bring Mr. Frost here either, 12 and why is that? You saw his deposition. He categorically 13 refused to answer any questions about the distribution 14 network that he and Mr. Menard and NDS participated in. 15 know that he knows the difference between an answer that 16 could get him in criminal trouble and an answer that does 17 not. Go back to one part of his testimony. 18 I asked him, "Mr. Frost, did you ever receive 19 reprogrammed EchoStar Smart Cards from Chris Tarnovsky?" 20 Response: "I can't answer that. I plead the 21 Fifth." 22 "Mr. Frost, did you ever receive reprogrammed 23 EchoStar Smart Cards from Larry Rissler of DirecTV?" 24 His answer: "No, I did not." 25 He knows the difference between right and wrong,

and he knows the difference between an answer that does not hurt the defendants in this case and one that does. In a civil case, you are entitled to infer that Mr. Frost's answer, had he given it and not refused to provide it, would have been further evidence to establish that distribution network and the connection between Chris Tarnovsky and NDS to that distribution network.

Fact, after the Canal+ code was -- was posted on Mr. Menard's website, they filed a lawsuit against NDS.

News Corp bought out Canal; the lawsuit went away. When

DirecTV sued NDS for piracy of its system, News Corp bought out the controlling share of DirecTV, and that lawsuit went away.

After that lawsuit went away, ICG and TDI were instructed by the lawyers to destroy all of the underlying data that supported their reports linking Christopher Tarnovsky to the Nipper posts. You have to ask yourself, why is that? You are required to set aside your prejudices and predispositions when you deliberate and answer these questions, but you are not required to set aside your common sense.

Now, we -- we heard a lot of argument by

Mr. Snyder about EchoStar's circle of proof. The first time

I had heard it, so on a break, I decided to put together a

circle of proof for the defendants' theory.

They can't admit that Chris Tarnovsky was Nipper, so they bring you a number of other theories. Margaret Koops, Dawn Branton, Tech Electronics, the EROM guys, Dennis Renault and the Barrie Group, Chris Maskel, Mike Manieri, Jim Waters, or Jim Waters' engineer. You didn't hear any of these people testify in this case. You didn't hear any evidence from them. The defendants couldn't even bring you one of these individuals to tell you, "I may have been Nipper. I may have known who Nipper was."

The Court will instruct you that you cannot consider arguments by the attorneys as evidence. That applies to the plaintiffs, as well as the defendants. So the entire first hour of their closing argument about these theories, you must disregard them, because you didn't hear any testimony from any of these individuals.

THE COURT: Counsel, do you want to use the microphone if you are going to be in that position?

MR. HAGAN: Now, you also heard a lot from

Mr. Snyder about the anti-piracy activities of NDS and their

employees and how these activities were legitimate, and the

most prominent example of that was Operation Johnny Walker.

As a result of that operation, Chris Tarnovsky received over

\$20,000 cash concealed inside electronic equipment shipped

through an NDS mail account in Virginia. If that operation

was legitimate, would they have allowed Mr. Tarnovsky to

keep the cash? If that operation was legitimate, wouldn't they have turned that cash over to government officials or at least notified government officials so that they could initiate prosecutorial actions against whoever sent that cash?

I deposed Mr. Tarnovsky for a second time earlier -- I'm sorry, later last year, and he had been fired from NDS. And to that day, he still had the money. There is nothing legitimate about Mr. Tarnovsky creating pirate software, shipping it to Canada, using it to develop pirated access cards and accepting and keeping cash related to that activity. There is nothing legitimate about that.

Now, let's talk a little bit more about the defendants' efforts to cover up their involvement in this case.

You heard from Mr. Norris, and Mr. Norris told you that Dean Love, when he was working with NDS trying to negotiate a settlement, he told Norris that he had compelling evidence that linked Chris Tarnovsky and Al Menard to the hack of EchoStar's system. Mr. Norris could have sent anyone up there to look at that evidence and inspect that evidence, and who did he send? Out of all the employees that NDS had, he sent Chris Tarnovsky's father, and he didn't even send him under that name, George Tarnovsky, he sent him under an alias, "Joe Z.", so the

attorneys representing Mr. Love and the other attorneys present at that meeting had no knowledge that the person coming up there to look for evidence of Chris Tarnovsky and Al Menard's involvement in this was Chris Tarnovsky's own father.

What does logic and common sense tell you about that? They didn't send him up there to collect criminal evidence against his son. They sent him up there to make certain that that evidence never surfaced, and it worked. We never got it.

We also asked for Chris Tarnovsky's hard drives, forensic images of those hard drives, and every one of the experts that took the stand in this case, including the defendants' experts, told you that that was the one place to look for dispositive, conclusive proof that Chris Tarnovsky did this. And if they were so interested in finding the truth, they would have paraded those hard drives in here, and they would have paraded in here a number of other experts, well-paid experts, to get up on the stand and testify to you that they forensically examined

Mr. Tarnovsky's hard drives, as well as Mr. Menard's hard drives, who at that time was under their control and under their payroll, and they found no evidence linking them to the postings. I subpoenaed those hard drives. They wouldn't turn them over.

What did they tell you about those hard drives?

They told you that they conducted a key word search to make sure that there was no evidence on there linking Chris or Al to the Nipper posts. We didn't provide those key words. I don't even know what those keys words were. They could have intentionally excluded the key word "Nipper."

Now, you are also going to have an opportunity to look at Exhibit 2057, and I want you to pay particular attention to this exhibit. This is a fax from Reuven Hasak to Ms. Gavencheck at News Corp, which was then sent to the NDS lawyers in this case. It identifies and includes two EchoStar 3M cards with Mr. Menard's dr7 sticker on them. They didn't produce those cards to us during discovery.

Now, when you look at the instruction from the Court about what is lawful reverse engineering and what is piracy, I know that some of you, from voir dire, have experience in reverse engineering. Please take the time to look at the Headend Report, Exhibit 98. Take the time to go through the sections in that report and ask yourself, is this legal reverse engineering under the definition provided by the Court, or is this the facilitation of piracy? That is a very important --

THE COURT: Five more minutes, Counsel.

MR. HAGAN: Thank you, your Honor.

You are also not going to find anything in that

report that deals with any efforts by the defendants to improve their technology. That is lawful reverse engineering. Hacking is what they did. In fact,

Mr. Mordinson admitted to that on the stand.

Exhibit 726-E -- 726-E, that is the IP search produced by the defendants' expert, Jim Emerson. Take a look at that and the link between Chris Tarnovsky's aliases and a number of other places that don't include California, but which do include Ontario.

Now, you are going to see a RICO claim in the packet, and we didn't have an opportunity to fully address that, but the issues in that claim are the same. Was there an enterprise? Absolutely. Chris Tarnovsky was paid by HarperCollins, paid by NDS in Israel and controlled by NDS Americas. He had a far-reaching grasp with Mr. Menard in Canada and Dave Dawson and Stan Frost and the distribution network for pirated EchoStar Smart Cards.

Finally, if Chris Tarnovsky was not Nipper, and if xbr21 was Nipper, how did Chris Tarnovsky know a day before the xbr21 post that the cat was going to be out of the bag? They didn't address that in their closing, because they can't. And when you go back there and you think about that with reason and common sense, you'll understand why they can't address that. There is no explanation.

And finally, ladies and gentlemen, there -- there

is going to be a number of questions on damages, and one of them is punitive damages. And -- and in that question, we are asking you to send a message to the defendants that this has to stop. This cannot go on like this in the United States. We looked at the Canal+ system that they hacked and posted on the internet. We looked at our system that they hacked and posted on the internet. We looked at the documents related to the Astro MEASAT system that they distributed, pirated boxes and cards that they didn't want linked to them. Someone has to send them a message that this has to stop. Canal tried; they bought them. DirecTV tried; they bought them.

Now, we would ask that you consider all of the evidence, that you not check your common sense and -- and reason and logic skills at the door when you look at this evidence, that you take an opportunity to really consider all the documents and how they fit together. And EchoStar and NagraStar respectfully request that you return a verdict in their favor on each of the claims and send a message to the defendants that this is not how we conduct legitimate business in the United States.

Thank you very much for the sacrifices that you have made over the past few weeks. Our clients appreciate it.

THE COURT: All right. Thank you, Counsel.

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                Counsel, could I see just lead counsel for just a
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     moment.
                Why don't you just stand up and stretch for a
 3
 4
     moment.
              I am not going to let you go and take another
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     recess. I will be right back.
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                (Recess.)
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-000-CERTIFICATE I hereby certify that pursuant to Section 753, Title 28, United States Code, the foregoing is a true and correct transcript of the stenographically reported proceedings held in the above-entitled matter and that the transcript page format is in conformance with the regulations of the Judicial Conference of the United States. Date: May 8, 2008 JANE C.S. RULE, U.S. COURT REPORTER CSR NO. 9316 

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