



# Appendix N

REDACTED – FOR PUBLIC INSPECTION

## Erie PA

EchoStar provides local-into-local

Number of LIL Channels 5

### Profit & Loss (\$k) - With LIL

#### Revenue:

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	\$				

#### LIL Revenue:

[67] Existing Customers Upgrade	\$				
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[68] Baseline Gross Adds Sell-in					
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[69] Additional to Baseline Gross Adds					
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[70] Total LIL Revenue					
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[71] Total Revenue					
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#### Expenses:

[72] Programming Costs					
------------------------	--	--	--	--	--

[73] Bad Debt					
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[74] Customer related					
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[75] Total Direct costs					
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[76] Total Direct Margin	\$				
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[77] Total Direct Margin %					
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#### SAC Costs with LIL:

[78] Standard SAC From No LIL scenario					
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[79] Incremental SAC with LIL					
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[80] Total SAC Costs					
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[81] Backhaul Expenses					
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[82] Box replacement costs					
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[83] Total Expenses:					
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[84] Cash Based OPBDA	\$				
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[85] Cash Based OPBDA %					
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Erie PA

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EchoStar provides local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
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[86] Market level capital expenditures-outflow

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NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

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[88] Cash Flows-No LIL

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[89] Incr/(Decr) from No LIL

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[90] NPV without Terminal Value

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[91] IRR

--	--	--	--	--	--

[92] Terminal Value

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[93] Cash Flows with Terminal Value

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[94] NPV with Terminal Value

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[95] IRR

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EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
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**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

[1]	TV HH	159,415	161,009	162,619	164,245	165,888
[2]	Beginning Customers	████████	████████	████████	████████	████████
[3]	Gross Adds	████████	████████	████████	████████	████████
[4]	Disconnects	████████	████████	████████	████████	████████
[5]	Ending Customers	████████	████████	████████	████████	████████
[6]	Average Customers (2 pt avg)	████████	████████	████████	████████	████████
[7]	Ending DIRECTV Market Share	████████	████████	████████	████████	████████
[8]	Disconnect Rate	████████	████████	████████	████████	████████
[9]	Average Gross Adds per Month	████████	████████	████████	████████	████████
[10]	Gross Add Rate	████████	████████	████████	████████	████████

**Profit & Loss (\$k) - No LIL**

**Revenue:**

[11]	Base Package Revenue	████████	████████	████████	████████	████████
[12]	LIL Revenue	-	-	-	-	-
[13]	Total Revenue	\$████████	████████	████████	████████	████████

**Expenses:**

[14]	Programming Costs	\$████████	████████	████████	████████	████████
[15]	Bad Debt	████████	████████	████████	████████	████████
[16]	Customer related	\$████████	████████	████████	████████	████████
[17]	Total Direct costs	████████	████████	████████	████████	████████
[18]	Total Direct Margin	\$████████	████████	████████	████████	████████
[19]	Total Direct Margin %	████████	████████	████████	████████	████████
[20]	SAC Costs - No LIL	\$████████	████████	████████	████████	████████
[21]	Total Expenses:	████████	████████	████████	████████	████████
[22]	Cash Based OPBDA	████████	████████	████████	████████	████████
[23]	Cash Based OPBDA %	████████	████████	████████	████████	████████



**Sioux City IA**

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EchoStar provides local-into-local

Number of LIL Channels 8

**Profit & Loss (\$k) - With LIL**

**Revenue:**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	████████	████████	████████	████████	████████

**LIL Revenue:**

[67] Existing Customers Upgrade	████	████	████	████	████
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[68] Baseline Gross Adds Sell-in	████	████	████	████	████
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[69] Additional to Baseline Gross Adds	████	████	████	████	████
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[70] Total LIL Revenue	████	████	████	████	████
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[71] <b>Total Revenue</b>	████████	████████	████████	████████	████████
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**Expenses:**

[72] Programming Costs	████████	████████	████████	████████	████████
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[73] Bad Debt	████	████	████	████	████
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[74] Customer related	████	████	████	████	████
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[75] Total Direct costs	████████	████████	████████	████████	████████
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[76] Total Direct Margin	████████	████████	████████	████████	████████
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[77] Total Direct Margin %	████████	████████	████████	████████	████████
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**SAC Costs with LIL:**

[78] Standard SAC From No LIL scenario	\$████	████	████	████	████
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[79] Incremental SAC with LIL	████	████	████	████	████
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[80] Total SAC Costs	████	████	████	████	████
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[81] <b>Backhaul Expenses</b>	████	████	████	████	████
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[82] <b>Box replacement costs</b>	████	████	████	████	████
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[83] <b>Total Expenses:</b>	████████	████████	████████	████████	████████
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[84] <b>Cash Based OPBDA</b>	████████	████████	████████	████████	████████
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[85] <b>Cash Based OPBDA %</b>	████████	████████	████████	████████	████████
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Sioux City IA

**Appendix N**

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EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

**Joplin MO-Pittsburg KS**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
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**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

[1]	TV HH	157,522	159,097	160,688	162,295	163,918
[2]	Beginning Customers	██████████	██████████	██████████	██████████	██████████
[3]	Gross Adds	██████████	██████████	██████████	██████████	██████████
[4]	Disconnects	██████████	██████████	██████████	██████████	██████████
[5]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[6]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[7]	Ending DIRECTV Market Share	██████████	██████████	██████████	██████████	██████████
[8]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[9]	Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[10]	Gross Add Rate	██████████	██████████	██████████	██████████	██████████

**Profit & Loss (\$k) - No LIL**

**Revenue:**

[11]	Base Package Revenue	\$██████████	██████████	██████████	██████████	██████████
[12]	LIL Revenue	█	█	█	█	█
[13]	Total Revenue	██████████	██████████	██████████	██████████	██████████

**Expenses:**

[14]	Programming Costs	\$██████████	██████████	██████████	██████████	██████████
[15]	Bad Debt	██████████	██████████	██████████	██████████	██████████
[16]	Customer related	██████████	██████████	██████████	██████████	██████████
[17]	Total Direct costs	██████████	██████████	██████████	██████████	██████████
[18]	Total Direct Margin	██████████	██████████	██████████	██████████	██████████
[19]	Total Direct Margin %	██████████	██████████	██████████	██████████	██████████
[20]	SAC Costs - No LIL	██████████	██████████	██████████	██████████	██████████
[21]	Total Expenses:	██████████	██████████	██████████	██████████	██████████
[22]	<b>Cash Based OPBDA</b>	██████████	██████████	██████████	██████████	██████████
[23]	<b>Cash Based OPBDA %</b>	██████████	██████████	██████████	██████████	██████████



**Joplin MO-Pittsburg KS**

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EchoStar provides local-into-local

Number of LIL Channels 7

**Profit & Loss (\$k) - With LIL**

**Revenue:**

[66] Package Revenue

**LIL Revenue:**

[67] Existing Cutomers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

**Expenses:**

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

**SAC Costs with LIL:**

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] Backhaul Expenses

[82] Box replacement costs

[83] Total Expenses:

[84] Cash Based OPBDA

[85] Cash Based OPBDA %

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	██████	██████	██████	██████	██████
<b>LIL Revenue:</b>					
[67] Existing Cutomers Upgrade	██	██	██	██	██
[68] Baseline Gross Adds Sell-in	██	██	██	██	██
[69] Additional to Baseline Gross Adds	██	██	██	██	██
[70] Total LIL Revenue	██████	██████	██████	██████	██████
[71] <b>Total Revenue</b>	██████	██████	██████	██████	██████
<b>Expenses:</b>					
[72] Programming Costs	██████	██████	██████	██████	██████
[73] Bad Debt	██	██	██	██	██
[74] Customer related	██████	██████	██████	██████	██████
[75] Total Direct costs	██████	██████	██████	██████	██████
[76] Total Direct Margin	\$██████	██████	██████	██████	██████
[77] Total Direct Margin %	██████	██████	██████	██████	██████
<b>SAC Costs with LIL:</b>					
[78] Standard SAC From No LIL scenario	██████	██████	██████	██████	██████
[79] Incremental SAC with LIL	██	██	██	██	██
[80] Total SAC Costs	██████	██████	██████	██████	██████
[81] Backhaul Expenses	██	██	██	██	██
[82] Box replacement costs	██	██	██	██	██
[83] Total Expenses:	██████	██████	██████	██████	██████
[84] Cash Based OPBDA	██████	██████	██████	██████	██████
[85] Cash Based OPBDA %	██████	██████	██████	██████	██████

**Joplin MO-Pittsburg KS**

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EchoStar provides local-into-local

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<b>NPV-Based on var from No LIL to With LIL case</b>					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

Albany GA

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
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**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

[1]	TV HH	160,673	162,280	163,903	165,542	167,197
[2]	Beginning Customers	██████████	██████████	██████████	██████████	██████████
[3]	Gross Adds	██████████	██████████	██████████	██████████	██████████
[4]	Disconnects	██████████	██████████	██████████	██████████	██████████
[5]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[6]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[7]	Ending DIRECTV Market Share	██████████	██████████	██████████	██████████	██████████
[8]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[9]	Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[10]	Gross Add Rate	██████████	██████████	██████████	██████████	██████████

**Profit & Loss (\$k) - No LIL**

**Revenue:**

[11]	Base Package Revenue	██████████	██████████	██████████	██████████	██████████
[12]	LIL Revenue	-	-	-	-	-
[13]	Total Revenue	██████████	██████████	██████████	██████████	██████████

**Expenses:**

[14]	Programming Costs	██████████	██████████	██████████	██████████	██████████
[15]	Bad Debt	██████████	██████████	██████████	██████████	██████████
[16]	Customer related	██████████	██████████	██████████	██████████	██████████
[17]	Total Direct costs	██████████	██████████	██████████	██████████	██████████
[18]	Total Direct Margin	\$██████████	██████████	██████████	██████████	██████████
[19]	Total Direct Margin %	██████████	██████████	██████████	██████████	██████████
[20]	SAC Costs - No LIL	\$██████████	██████████	██████████	██████████	██████████
[21]	Total Expenses:	\$██████████	██████████	██████████	██████████	██████████
[22]	Cash Based OPBDA	██████████	██████████	██████████	██████████	██████████
[23]	Cash Based OPBDA %	██████████	██████████	██████████	██████████	██████████



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EchoStar provides local-into-local

Number of LIL Channels 8

Profit & Loss (\$k) - With LIL

Revenue:

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	\$██████	██████	██████	██████	██████

LIL Revenue:

[67] Existing Customers Upgrade	██	██	██	██	██
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[68] Baseline Gross Adds Sell-in	\$██	██	██	██	██
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[69] Additional to Baseline Gross Adds	██	██	██	██	██
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[70] Total LIL Revenue	██████	██████	██████	██████	██████
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[71] Total Revenue	██████	██████	██████	██████	██████
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Expenses:

[72] Programming Costs	██████	██████	██████	██████	██████
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[73] Bad Debt	██	██	██	██	██
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[74] Customer related	██	██	██	██	██
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[75] Total Direct costs	██████	██████	██████	██████	██████
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[76] Total Direct Margin	██████	██████	██████	██████	██████
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[77] Total Direct Margin %	██████	██████	██████	██████	██████
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SAC Costs with LIL:

[78] Standard SAC From No LIL scenario	██████	██████	██████	██████	██████
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[79] Incremental SAC with LIL	██████	██████	██████	██████	██████
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[80] Total SAC Costs	██████	██████	██████	██████	██████
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[81] Backhaul Expenses	██	██	██	██	██
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[82] Box replacement costs	██	██	██	██	██
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[83] Total Expenses:	██████	██████	██████	██████	██████
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[84] Cash Based OPBDA	██████	██████	██████	██████	██████
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[85] Cash Based OPBDA %	██████	██████	██████	██████	██████
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EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					\$
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

**Wichita Falls TX-Lawton OK**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
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**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

[1] TV HH	148,818	150,306	151,809	153,327	154,861
[2] Beginning Customers	████████	████████	████████	████████	████████
[3] Gross Adds	████████	████████	████████	████████	████████
[4] Disconnects	████████	████████	████████	████████	████████
[5] Ending Customers	████████	████████	████████	████████	████████
[6] Average Customers (2 pt avg)	████████	████████	████████	████████	████████
[7] Ending DIRECTV Market Share	████████	████████	████████	████████	████████
[8] Disconnect Rate	████████	████████	████████	████████	████████
[9] Average Gross Adds per Month	████████	████████	████████	████████	████████
[10] Gross Add Rate	████████	████████	████████	████████	████████

**Profit & Loss (\$k) - No LIL**

**Revenue:**

[11] Base Package Revenue	████████	████████	████████	████████	████████
[12] LIL Revenue	-	-	-	-	-
[13] Total Revenue	████████	████████	████████	████████	████████

**Expenses:**

[14] Programming Costs	████████	████████	████████	████████	████████
[15] Bad Debt	████████	████████	████████	████████	████████
[16] Customer related	████████	████████	████████	████████	████████
[17] Total Direct costs	████████	████████	████████	████████	████████
[18] Total Direct Margin	████████	████████	████████	████████	████████
[19] Total Direct Margin %	████████	████████	████████	████████	████████
[20] SAC Costs - No LIL	████████	████████	████████	████████	████████
[21] Total Expenses:	████████	████████	████████	████████	████████
[22] Cash Based OPBDA	\$████████	████████	████████	████████	████████
[23] Cash Based OPBDA %	████████	████████	████████	████████	████████



**Wichita Falls TX-Lawton OK**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
<b>Profit &amp; Loss (\$k) - With LIL</b>					
<b>Revenue:</b>					
[66] Package Revenue					
<b>LIL Revenue:</b>					
[67] Existing Customers Upgrade					
[68] Baseline Gross Adds Sell-in					
[69] Additional to Baseline Gross Adds					
[70] Total LIL Revenue					
[71] <b>Total Revenue</b>	\$				
<b>Expenses:</b>					
[72] Programming Costs					
[73] Bad Debt					
[74] Customer related					
[75] Total Direct costs					
[76] Total Direct Margin					
[77] Total Direct Margin %					
<b>SAC Costs with LIL:</b>					
[78] Standard SAC From No LIL scenario					
[79] Incremental SAC with LIL					
[80] Total SAC Costs					
[81] Backhaul Expenses					
[82] Box replacement costs					0
[83] Total Expenses:					
[84] Cash Based OPBDA					
[85] Cash Based OPBDA %					

**Wichita Falls TX-Lawton OK**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<b>NPV-Based on var from No LIL to With LIL case</b>					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

# Appendix N

REDACTED – FOR PUBLIC INSPECTION

## Lubbock TX

EchoStar provides local-into-local

Number of LIL Channels 11

	Year 2	Year 3	Year 4	Year 5	Year 6
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### DIRECTV Does Not Provide Satellite Local-Into-Local Service

#### Customer Profile

[1]	TV HH	154,245	155,787	157,345	158,919	160,508
[2]	Beginning Customers	██████████	██████████	██████████	██████████	██████████
[3]	Gross Adds	██████████	██████████	██████████	██████████	██████████
[4]	Disconnects	██████████	██████████	██████████	██████████	██████████
[5]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[6]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[7]	Ending DIRECTV Market Share	██████████	██████████	██████████	██████████	██████████
[8]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[9]	Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[10]	Gross Add Rate	██████████	██████████	██████████	██████████	██████████

#### Profit & Loss (\$k) - No LIL

##### Revenue:

[11]	Base Package Revenue	██████████	██████████	██████████	██████████	██████████
[12]	LIL Revenue	-	-	-	-	-
[13]	Total Revenue	\$██████████	██████████	██████████	██████████	██████████

##### Expenses:

[14]	Programming Costs	██████████	██████████	██████████	██████████	██████████
[15]	Bad Debt	██████████	██████████	██████████	██████████	██████████
[16]	Customer related	██████████	██████████	██████████	██████████	██████████
[17]	Total Direct costs	██████████	██████████	██████████	██████████	██████████
[18]	Total Direct Margin	██████████	██████████	██████████	██████████	██████████
[19]	Total Direct Margin %	██████████	██████████	██████████	██████████	██████████
[20]	SAC Costs - No LIL	\$██████████	██████████	██████████	██████████	██████████
[21]	Total Expenses:	██████████	██████████	██████████	██████████	██████████
[22]	<b>Cash Based OPBDA</b>	██████████	██████████	██████████	██████████	██████████
[23]	<b>Cash Based OPBDA %</b>	██████████	██████████	██████████	██████████	██████████



**Lubbock TX**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 11

**Profit & Loss (\$k) - With LIL**

**Revenue:**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	\$████	████	████	████	████

**LIL Revenue:**

[67] Existing Customers Upgrade	\$██	██	██	██	██
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[68] Baseline Gross Adds Sell-in	\$██	██	██	██	██
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[69] Additional to Baseline Gross Adds	██	██	██	██	██
--	----	----	----	----	----

[70] Total LIL Revenue	██	██	██	██	██
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[71] <b>Total Revenue</b>	████	████	████	████	████
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**Expenses:**

[72] Programming Costs	████	████	████	████	████
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[73] Bad Debt	██	██	██	██	██
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[74] Customer related	██	██	██	██	██
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[75] Total Direct costs	████	████	████	████	████
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[76] Total Direct Margin	████	████	████	████	████
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[77] Total Direct Margin %	████	████	████	████	████
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**SAC Costs with LIL:**

[78] Standard SAC From No LIL scenario	████	████	████	████	████
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[79] Incremental SAC with LIL	██	██	██	██	██
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[80] Total SAC Costs	████	████	████	████	████
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[81] <b>Backhaul Expenses</b>	██	██	██	██	██
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[82] <b>Box replacement costs</b>	██	██	██	██	██
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[83] <b>Total Expenses:</b>	████	████	████	████	████
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[84] <b>Cash Based OPBDA</b>	████	████	████	████	████
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[85] <b>Cash Based OPBDA %</b>	████	████	████	████	████
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Lubbock TX

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 11

	Year 2	Year 3	Year 4	Year 5	Year 6
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[86] Market level capital expenditures-outflow

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NPV-Based on var from No LIL to With LIL cas

[87] Cash Flows-With LIL

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[88] Cash Flows-No LIL

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[89] Incr/(Decr) from No LIL

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[90] NPV without Terminal Value

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[91] IRR

--	--	--	--	--	--

[92] Terminal Value

--	--	--	--	--	--

[93] Cash Flows with Terminal Value

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[94] NPV with Terminal Value

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[95] IRR

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Salisbury MD

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
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**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

[1]	TV HH	140,836	142,244	143,667	145,103	146,555
[2]	Beginning Customers	_____	_____	_____	_____	_____
[3]	Gross Adds	_____	_____	_____	_____	_____
[4]	Disconnects	_____	_____	_____	_____	_____
[5]	Ending Customers	_____	_____	_____	_____	_____
[6]	Average Customers (2 pt avg)	_____	_____	_____	_____	_____
[7]	Ending DIRECTV Market Share	_____	_____	_____	_____	_____
[8]	Disconnect Rate	_____	_____	_____	_____	_____
[9]	Average Gross Adds per Month	_____	_____	_____	_____	_____
[10]	Gross Add Rate	_____	_____	_____	_____	_____

**Profit & Loss (\$k) - No LIL**

**Revenue:**

[11]	Base Package Revenue	\$ _____	_____	_____	_____	_____
[12]	LIL Revenue	-	-	-	-	-
[13]	Total Revenue	_____	_____	_____	_____	_____

**Expenses:**

[14]	Programming Costs	_____	_____	_____	_____	_____
[15]	Bad Debt	_____	_____	_____	_____	_____
[16]	Customer related	\$ _____	_____	_____	_____	_____
[17]	Total Direct costs	_____	_____	_____	_____	_____
[18]	Total Direct Margin	_____	_____	_____	_____	_____
[19]	Total Direct Margin %	_____	_____	_____	_____	_____
[20]	SAC Costs - No LIL	\$ _____	_____	_____	_____	_____
[21]	Total Expenses:	_____	_____	_____	_____	_____
[22]	<b>Cash Based OPBDA</b>	\$ _____	_____	_____	_____	_____
[23]	<b>Cash Based OPBDA %</b>	_____	_____	_____	_____	_____

