

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
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 %	████	████	████	████	████

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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[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

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[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

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

Appendix N

REDACTED – FOR PUBLIC INSPECTION

Bluefield-Beckley WV

EchoStar does not and will not provide 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	147,613	149,089	150,580	152,086	153,607
[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 %	████████	████████	████████	████████	████████

Appendix N

REDACTED – FOR PUBLIC INSPECTION

Bluefield-Beckley WV

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

Number of LIL Channels 7

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Customers 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	████████	████████	████████	████████	████████
LIL Revenue:					
[67] Existing Customers 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 %	████	████	████	████	████

Bluefield-Beckley WV

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

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

Terre Haute IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 5

	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	153,308	154,841	156,389	157,953	159,533
[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 %	████████	████████	████████	████████	████████

Terre Haute IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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	████	████	████	████	████
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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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Terre Haute IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 5

	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 cas					
[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					

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

Number of LIL Channels 4

	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	142,766	144,194	145,636	147,092	148,563
[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 %	██████████	██████████	██████████	██████████	██████████

Wheeling WV-Steubenville OH

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 4

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue	\$				
LIL Revenue:						
[67]	Existing Customers 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 %					

Wheeling WV-Steubenville OH

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 4

	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

					-6,009
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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

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[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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Appendix N

REDACTED – FOR PUBLIC INSPECTION

Panama City FL

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	137,270	138,643	140,029	141,429	142,844
[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 %	██████████	██████████	██████████	██████████	██████████

Appendix N

REDACTED – FOR PUBLIC INSPECTION

Panama City FL

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 Cutomers 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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Panama City FL

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
[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					

Binghamton NY

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide 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	141,370	142,784	144,212	145,654	147,110
[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 %	_____	_____	_____	_____	_____

Binghamton NY

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Customers 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	████████	████████	████████	████████	████████
LIL Revenue:					
[67] Existing Customers 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 %	████	████	████	████	████

Binghamton NY

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

	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					

Appendix N

EchoStar provides local-into-local

Number of LIL Channels 17

	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	134,917	136,266	137,629	139,005	140,395
[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 %	██████████	██████████	██████████	██████████	██████████

Minot-Bismarck-Dickinson ND

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 17

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue	██████	██████	██████	██████	██████
LIL Revenue:						
[67]	Existing Customers 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 %	██████	██████	██████	██████	██████