

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
[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

REDACTED – FOR PUBLIC INSPECTION

Biloxi-Gulfport MS

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

Number of LIL Channels 3

	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	138,813	140,201	141,603	143,019	144,449
[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 %	██████████	██████████	██████████	██████████	██████████

Biloxi-Gulfport MS

Appendix N

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

Number of LIL Channels 3

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	██████	██████	██████	██████	██████
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 %	██████	██████	██████	██████	██████

Biloxi-Gulfport MS

Appendix N

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

Number of LIL Channels 3

	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 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	128,156	129,438	130,732	132,039	133,360
[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 %	████████	████████	████████	████████	████████

Sherman TX-Ada 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
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 %	████████	████████	████████	████████	████████

Sherman TX-Ada OK

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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					
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					

Gainesville FL

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	123,316	124,549	125,795	127,053	128,323
[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 %	████████	████████	████████	████████	████████

Gainesville FL

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 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 %**

	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 %	██████	██████	██████	██████	██████

Gainesville FL

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					
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

REDACTED – FOR PUBLIC INSPECTION

Idaho Falls-Pocatello ID

EchoStar provides local-into-local

Number of LIL Channels 10

	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	116,724	117,891	119,070	120,261	121,463
[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 %	██████████	██████████	██████████	██████████	██████████

Idaho Falls-Pocatello ID

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 10

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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Idaho Falls-Pocatello ID

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 10

	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

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Abilene-Sweetwater TX

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	114,477	115,622	116,778	117,946	119,125
[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 %	██████████	██████████	██████████	██████████	██████████

Abilene-Sweetwater TX

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

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	████	████	████	████	████
[67] Existing Customers Upgrade	██	██	██	██	██
[68] Baseline Gross Adds Sell-in	██	██	██	██	██
[69] Additional to Baseline Gross Adds	██	██	██	██	██
[70] Total LIL Revenue	██	██	██	██	██
[71] Total Revenue	████	████	████	████	████
[72] Programming Costs	████	████	████	████	████
[73] Bad Debt	██	██	██	██	██
[74] Customer related	██	██	██	██	██
[75] Total Direct costs	████	████	████	████	████
[76] Total Direct Margin	████	████	████	████	████
[77] Total Direct Margin %	████	████	████	████	████
[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 %	████	████	████	████	████

Abilene-Sweetwater TX

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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[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

[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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Hattiesburg-Laurel MS

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 2

	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	107,509	108,584	109,670	110,767	111,874
[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 %	████████	████████	████████	████████	████████

Hattiesburg-Laurel MS

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 2

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

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[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 %	███	███	███	███	███

Hattiesburg-Laurel MS

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 2

	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

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