

Clarksburg-Weston WV

**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 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

|      |                              |          |          |          |          |          |
|------|------------------------------|----------|----------|----------|----------|----------|
| [1]  | TV HH                        | 111,734  | 112,851  | 113,980  | 115,120  | 116,271  |
| [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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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 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

**DIRECTV Provides Satellite Local-Into-Local Service**

**Customer Profile**

|      |                              |         |         |         |         |         |
|------|------------------------------|---------|---------|---------|---------|---------|
| [24] | TV HH                        | 111,734 | 112,851 | 113,980 | 115,120 | 116,271 |
| [25] | Beginning Customers          | ████    | ████    | ████    | ████    | ████    |
| [26] | Gross Adds                   | ████    | ████    | ████    | ████    | ████    |
| [27] | Disconnects                  | ████    | ████    | ████    | ████    | ████    |
| [28] | Ending Customers             | ████    | ████    | ████    | ████    | ████    |
| [29] | Average Customers (2 pt avg) | ████    | ████    | ████    | ████    | ████    |
| [30] | Ending Penetration           | ████    | ████    | ████    | ████    | ████    |
| [31] | Disconnect Rate              | ████    | ████    | ████    | ████    | ████    |
| [32] | Average Gross Adds per Month | ████    | ████    | ████    | ████    | ████    |
| [33] | Gross Add Rate               | ████    | ████    | ████    | ████    | ████    |

**LIL Customers**

**LIL Lift (upgrades) from No LIL**

|      |                              |      |      |      |      |      |
|------|------------------------------|------|------|------|------|------|
| [34] | Total Customers + Lift       | ████ | ████ | ████ | ████ | ████ |
| [35] | LIL Beginning Customers      | .    | ████ | ████ | ████ | ████ |
| [36] | LIL Gross Adds               | ████ | ████ | .    | .    | .    |
| [37] | LIL Disconnects              | ████ | ████ | ████ | ████ | ████ |
| [38] | Ending Customers             | ████ | ████ | ████ | ████ | ████ |
| [39] | Average Customers (2 pt avg) | ████ | ████ | ████ | ████ | ████ |
| [40] | LIL Penetration              | ████ | ████ | ████ | ████ | ████ |
| [41] | Disconnect Rate              | ████ | ████ | ████ | ████ | ████ |

**LIL Sell-in New Customers No LIL**

|      |                              |      |      |      |      |      |
|------|------------------------------|------|------|------|------|------|
| [42] | Total Customers + Lift       | ████ | ████ | ████ | ████ | ████ |
| [43] | LIL Beginning Customers      | .    | ████ | ████ | ████ | ████ |
| [44] | LIL Gross Adds               | ████ | ████ | ████ | ████ | ████ |
| [45] | LIL Disconnects              | ████ | ████ | ████ | ████ | ████ |
| [46] | Ending Customers             | ████ | ████ | ████ | ████ | ████ |
| [47] | Average Customers (2 pt avg) | ████ | ████ | ████ | ████ | ████ |
| [48] | LIL Penetration              | ████ | ████ | ████ | ████ | ████ |
| [49] | Disconnect Rate              | ████ | ████ | ████ | ████ | ████ |

**LIL Sell-in New Customers Lift from No LIL**

|      |                              |      |      |      |      |      |
|------|------------------------------|------|------|------|------|------|
| [50] | Total Customers + Lift       | ████ | ████ | ████ | ████ | ████ |
| [51] | LIL Beginning Customers      | .    | ████ | ████ | ████ | ████ |
| [52] | LIL Gross Adds               | ████ | ████ | ████ | ████ | ████ |
| [53] | LIL Disconnects              | ████ | ████ | ████ | ████ | ████ |
| [54] | Ending Customers             | ████ | ████ | ████ | ████ | ████ |
| [55] | Average Customers (2 pt avg) | ████ | ████ | ████ | ████ | ████ |
| [56] | LIL Penetration              | ████ | ████ | ████ | ████ | ████ |
| [57] | Disconnect Rate              | ████ | ████ | ████ | ████ | ████ |

**Total LIL Customers**

|      |                              |      |      |      |      |      |
|------|------------------------------|------|------|------|------|------|
| [58] | Total Customers + Lift       | ████ | ████ | ████ | ████ | ████ |
| [59] | LIL Beginning Customers      | .    | ████ | ████ | ████ | ████ |
| [60] | LIL Gross Adds               | ████ | ████ | ████ | ████ | ████ |
| [61] | LIL Disconnects              | ████ | ████ | ████ | ████ | ████ |
| [62] | Ending Customers             | ████ | ████ | ████ | ████ | ████ |
| [63] | Average Customers (2 pt avg) | ████ | ████ | ████ | ████ | ████ |
| [64] | LIL Penetration              | ████ | ████ | ████ | ████ | ████ |
| [65] | Disconnect Rate              | ████ | ████ | ████ | ████ | ████ |

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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 |
|---|-----------------------------------|--------|--------|--------|--------|--------|
| <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             | ██     | ██     | ██     | ██     | ██     |
| [83]                                      | <b>Total Expenses:</b>            | ██████ | ██████ | ██████ | ██████ | ██████ |
| [84]                                      | <b>Cash Based OPBDA</b>           | ██████ | ██████ | ██████ | ██████ | ██████ |
| [85]                                      | <b>Cash Based OPBDA %</b>         | ██████ | ██████ | ██████ | ██████ | ██████ |

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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       |        |        |        |        |        |
| <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

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

Number of LIL Channels 8

|  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

## DIRECTV Does Not Provide Satellite Local-Into-Local Service

### Customer Profile

|      |                              |            |            |            |            |            |
|------|------------------------------|------------|------------|------------|------------|------------|
| [1]  | TV HH                        | 103,463    | 104,498    | 105,543    | 106,598    | 107,664    |
| [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 %    | ██████████ | ██████████ | ██████████ | ██████████ | ██████████ |



Yuma AZ

Appendix N

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EchoStar does not and will not provide 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 | ████ | ████ | ████ | ████ | ████ |
|--------------------------------|------|------|------|------|------|

|                                  |      |      |      |      |      |
|----------------------------------|------|------|------|------|------|
| [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 % | ████ | ████ | ████ | ████ | ████ |
|-------------------------|------|------|------|------|------|

**Yuma AZ**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide 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                                       |        |        |        |        |        |

Missoula MT

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

|  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

|                                  |            |            |            |            |            |
|----------------------------------|------------|------------|------------|------------|------------|
| [1] TV HH                        | 109,404    | 110,498    | 111,603    | 112,719    | 113,846    |
| [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> | ██████████ | ██████████ | ██████████ | ██████████ | ██████████ |



Missoula MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

|   | 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] <b>Cash Based OPBDA</b>              | ████████ | ████████ | ████████ | ████████ | ████████ |
| [85] <b>Cash Based OPBDA %</b>            | ████████ | ████████ | ████████ | ████████ | ████████ |

Missoula MT

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

|  | 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

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

Number of LIL Channels 5

|  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

## DIRECTV Does Not Provide Satellite Local-Into-Local Service

### Customer Profile

|      |                              |            |            |            |            |            |
|------|------------------------------|------------|------------|------------|------------|------------|
| [1]  | TV HH                        | 109,114    | 110,205    | 111,307    | 112,420    | 113,544    |
| [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 %    | ██████████ | ██████████ | ██████████ | ██████████ | ██████████ |



Utica NY

Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 5

| <b>Profit &amp; Loss (\$k) - With LIL</b> |                                   | <b>Year 2</b> | <b>Year 3</b> | <b>Year 4</b> | <b>Year 5</b> | <b>Year 6</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]                                      | <b>Total LIL Revenue</b>          | ██████        | ██████        | ██████        | ██████        | ██████        |
| [71]                                      | <b>Total Revenue</b>              | ██████        | ██████        | ██████        | ██████        | ██████        |
| <b>Expenses:</b>                          |                                   |               |               |               |               |               |
| [72]                                      | Programming Costs                 | ██████        | ██████        | ██████        | ██████        | ██████        |
| [73]                                      | Bad Debt                          | ██            | ██            | ██            | ██            | ██            |
| [74]                                      | Customer related                  | ██            | ██            | ██            | ██            | ██            |
| [75]                                      | <b>Total Direct costs</b>         | ██████        | ██████        | ██████        | ██████        | ██████        |
| [76]                                      | <b>Total Direct Margin</b>        | ██████        | ██████        | ██████        | ██████        | ██████        |
| [77]                                      | <b>Total Direct Margin %</b>      | ██████        | ██████        | ██████        | ██████        | ██████        |
| <b>SAC Costs with LIL:</b>                |                                   |               |               |               |               |               |
| [78]                                      | Standard SAC From No LIL scenario | ██████        | ██████        | ██████        | ██████        | ██████        |
| [79]                                      | Incremental SAC with LIL          | ██            | ██            | ██            | ██            | ██            |
| [80]                                      | <b>Total SAC Costs</b>            | ██████        | ██████        | ██████        | ██████        | ██████        |
| [81]                                      | <b>Backhaul Expenses</b>          | ██            | ██            | ██            | ██            | ██            |
| [82]                                      | <b>Box replacement costs</b>      | ██            | ██            | ██            | ██            | ██            |
| [83]                                      | <b>Total Expenses:</b>            | ██████        | ██████        | ██████        | ██████        | ██████        |
| [84]                                      | <b>Cash Based OPBDA</b>           | ██████        | ██████        | ██████        | ██████        | ██████        |
| [85]                                      | <b>Cash Based OPBDA %</b>         | ██████        | ██████        | ██████        | ██████        | ██████        |

Utica NY

# Appendix N

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 5

|  | 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] |            |            |            |            |

Billings MT

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 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

|      |                              |          |          |          |          |          |
|------|------------------------------|----------|----------|----------|----------|----------|
| [1]  | TV HH                        | 105,464  | 106,519  | 107,584  | 108,660  | 109,746  |
| [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 %    | ████████ | ████████ | ████████ | ████████ | ████████ |



**Billings MT**

**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                | ████     | ████     | ████     | ████     | ████     |
| [83] Total Expenses:                      | ████████ | ████████ | ████████ | ████████ | ████████ |
| [84] Cash Based OPBDA                     | ████     | ████     | ████     | ████     | ████     |
| [85] Cash Based OPBDA %                   | ████     | ████     | ████     | ████     | ████     |

**Billings MT**

**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

Quincy IL-Hannibal MO-Keokuk IA

EchoStar provides local-into-local

Number of LIL Channels 6

|  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

## DIRECTV Does Not Provide Satellite Local-Into-Local Service

### Customer Profile

|      |                              |            |            |            |            |            |
|------|------------------------------|------------|------------|------------|------------|------------|
| [1]  | TV HH                        | 104,441    | 105,485    | 106,540    | 107,606    | 108,682    |
| [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> | ██████████ | ██████████ | ██████████ | ██████████ | ██████████ |



# Appendix N

EchoStar provides local-into-local

Number of LIL Channels 6

## Quincy IL-Hannibal MO-Keokuk IA

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

|  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--|--------|--------|--------|--------|--------|
| <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             | ██     | ██     | ██     | ██     | ██     |
| [83] Total Expenses:                   | ██████ | ██████ | ██████ | ██████ | ██████ |
| [84] <b>Cash Based OPBDA</b>           | ██████ | ██████ | ██████ | ██████ | ██████ |
| [85] <b>Cash Based OPBDA %</b>         | ██████ | ██████ | ██████ | ██████ | ██████ |

# Appendix N

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                                       |        |        |        |        |        |

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

Number of LIL Channels 5

|  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--|--------|--------|--------|--------|--------|
|--|--------|--------|--------|--------|--------|

**DIRECTV Does Not Provide Satellite Local-Into-Local Service**

**Customer Profile**

|      |                              |          |          |          |          |          |
|------|------------------------------|----------|----------|----------|----------|----------|
| [1]  | TV HH                        | 97,743   | 98,720   | 99,708   | 100,705  | 101,712  |
| [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 %    | ████████ | ████████ | ████████ | ████████ | ████████ |