

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	54,497	55,042	55,592	56,148	56,710
[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

Cheyenne WY-Scottsbluff NE

EchoStar provides local-into-local

Number of LIL Channels 9

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

DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	54,497	55,042	55,592	56,148	56,710
[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	████	████	████	████	████

Cheyenne WY-Scottsbluff NE

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

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	██	██	██	██	██
---------------------------------	----	----	----	----	----

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

Appendix N

EchoStar provides local-into-local

Number of LIL Channels 9

Cheyenne WY-Scottsbluff NE

	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

Lima OH

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
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	74,642	75,388	76,142	76,904	77,673
[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

Lima OH

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

DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	74,642	75,388	76,142	76,904	77,673
[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	████	████	████	████	████

Lima OH

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:

	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 %

████	████	████	████	████
------	------	------	------	------

Lima OH

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					

San Angelo TX

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	53,912	54,451	54,996	55,546	56,101
[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 %	████████	████████	████████	████████	████████

San Angelo TX

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 Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	53,912	54,451	54,996	55,546	56,101
[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	████	████	████	████	████

San Angelo TX

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 %	████	████	████	████	████

San Angelo TX

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					

Casper-Riverton WY

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

DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	53,251	53,784	54,321	54,865	55,413
[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 %	████████	████████	████████	████████	████████

Casper-Riverton WY

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

DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	53,251	53,784	54,321	54,865	55,413
[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	████	████	████	████	████

Casper-Riverton WY

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
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 %	████	████	████	████	████

Casper-Riverton WY

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

Number of LIL Channels 2

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

DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	52,338	52,861	53,390	53,924	54,463
[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 %	████████	████████	████████	████████	████████

Ottumwa IA-Kirksville MO

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

DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	52,338	52,861	53,390	53,924	54,463
[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	████	████	████	████	████

Ottumwa IA-Kirksville MO

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

[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 %	████	████	████	████	████

Ottumwa IA-Kirksville MO

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

[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

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

St Joseph MO

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

DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	56,480	57,045	57,615	58,191	58,773
[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

St Joseph MO

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
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	56,480	57,045	57,615	58,191	58,773
[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	████	████	████	████	████

St Joseph MO

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

[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 %	██	██	██	██	██

St Joseph MO

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
[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

Presque Isle ME

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

DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	██████	██████	██████	██████	██████
[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 %	██████	██████	██████	██████	██████