

Notes to Appendix N: DMA-Specific Worksheets

- [88] Equal to [22]. (Cash Based OPBDA No LIL)
- [89] Equal to [87] - [88]. (Cash Flows with LIL - Cash Flows without LIL.)
- [90] Net Present Value of incremental profit (increase or decrease) from launching local-into-local service via satellite into all 60 remaining DMAs.
- [91] Internal Rate of Return of incremental profit (increase or decrease) based on launching local-into-local service via satellite.
- [92] Terminal value associated with Year 6 incremental profit from launching local-into-local service. (Incr/(Decr) from No LIL in Year 6 * Terminal Value.)
- [93] Incremental profit from launching local-into-local service adding the terminal value calculated in [92] to Year 6 cash flows. (Equal to [89] + [92].)
- [94] Net Present Value of incremental profit (increase or decrease) from launching local-into-local service via satellite into all 60 remaining DMAs, including Terminal Value for Year 6.
- [95] Internal Rate of Return of incremental profit (increase or decrease) based on launching local-into-local service via satellite, including terminal value for Year 6.

Appendix O:

Summary of Methodology and Results of
Regression Model

Assumption that EchoStar Will Provide LIL in Advance of
DIRECTV in All DMAs

Appendix O

Summary of Methodology and Results of Regression Model

		Assume EchoStar Will Offer Satellite LIL in Advance of DIRECTV in All DMAs	
		29 DMAs in Which EchoStar Offers Satellite LIL	31 DMAs in Which EchoStar Does Not Offer Satellite LIL
Market Impact			
Does Not LIL in g 60 DMAs			
Provides Remaining			

Regression variables marked with an asterisk (*) are not statistically significant and are not applied to model.

Appendix O

Notes

ds: <i>DTVinESin</i>	Coefficient from Gross Adds regression (Appendix D) on the dummy variable that takes a value of one (1) in the first and all subsequent months when DIRECTV offers local-into-local via satellite by the first day of the first month, and EchoStar does offer local-into-local by the first day of the first month, and takes a value of zero (0) otherwise.
ds: <i>DTVinESinBUMP</i>	Coefficient from Gross Adds regression (Appendix D) on the dummy variable that takes a value of one (1) in the first and subsequent 11 months when DIRECTV offers local-into-local via satellite by the first day of the first month, and EchoStar does offer local-into-local by the first day of the first month, and takes a value of zero (0) otherwise.
ds: <i>ESinDTVout*</i>	Coefficient from Gross Adds regression (Appendix D) on the dummy variable that takes a value of one (1) in the first and all subsequent months when EchoStar offers local-into-local via satellite by the first day of the first month, and DIRECTV does not offer local-into-local by the first day of the first month, and takes a value of zero (0) otherwise.
ds: <i>DTVinESin</i>	Coefficient from Disconnects regression (Appendix E) on the dummy variable that takes a value of one (1) in the first and all subsequent months when DIRECTV offers local-into-local via satellite by the first day of the first month, and EchoStar does offer local-into-local by the first day of the first month, and takes a value of zero (0) otherwise.
ds: <i>DTVinESinBUMP*</i>	Coefficient from Disconnects regression (Appendix E) on the dummy variable that takes a value of one (1) in the first and subsequent 11 months when DIRECTV offers local-into-local via satellite by the first day of the first month, and EchoStar does offer local-into-local by the first day of the first month, and takes a value of zero (0) otherwise.
ds: <i>ESinDTVout</i>	Coefficient from Disconnects regression (Appendix E) on the dummy variable that takes a value of one (1) in the first and all subsequent months when EchoStar offers local-into-local via satellite by the first day of the first month, and DIRECTV does not offer local-into-local by the first day of the first month, and takes a value of zero (0) otherwise.

Appendix P:

Financial Model:

EchoStar Will Provide LIL in Advance of DIRECTV
In All DMAs

Columbus GA

Appendix P

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 6

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

Customer Profile

[1] TV HH	205,645	207,701	209,778	211,876	213,995
[2] Beginning Customers	████████	████████	████████	████████	████████
[3] Gross Adds	████████	████████	████████	████████	████████
[4] Disconnects	████████	████████	████████	████████	████████
[5] Ending Customers	████████	████████	████████	████████	████████
[6] Average Customers (2 pt avg)	████████	████████	████████	████████	████████
[7] Ending DIRECTV Market Share	████████	████████	████████	████████	████████
[8] Disconnect Rate	████████	████████	████████	████████	████████
[9] Average Gross Adds per Month	████████	████████	████████	████████	████████
[10] Gross Add Rate	████████	████████	████████	████████	████████

Profit & Loss (\$k) - No LIL

Revenue:

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

Expenses:

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

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 6

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

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EchoStar will provide local-into-local in advance of DIRECTV

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					

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 6

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

Customer Profile

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

Profit & Loss (\$k) - No LIL

Revenue:

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

Expenses:

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

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 6

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

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 6

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

Appendix P

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Bluefield-Beckley WV

EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 7

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

Customer Profile

[1] TV HH	147,613	149,089	150,580	152,086	153,607
[2] Beginning Customers	██████████	██████████	██████████	██████████	██████████
[3] Gross Adds	██████████	██████████	██████████	██████████	██████████
[4] Disconnects	██████████	██████████	██████████	██████████	██████████
[5] Ending Customers	██████████	██████████	██████████	██████████	██████████
[6] Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[7] Ending DIRECTV Market Share	██████████	██████████	██████████	██████████	██████████
[8] Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[9] Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[10] Gross Add Rate	██████████	██████████	██████████	██████████	██████████

Profit & Loss (\$k) - No LIL

Revenue:

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

Expenses:

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

Bluefield-Beckley WV WV

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 7

Profit & Loss (\$k) - With LIL

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

Bluefield-Beckley WV WV

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 7

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

Appendix P

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Wheeling WV-Steubenville OH

EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 4

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

Customer Profile

[1]	TV HH	142,766	144,194	145,636	147,092	148,563
[2]	Beginning Customers	██████████	██████████	██████████	██████████	██████████
[3]	Gross Adds	██████████	██████████	██████████	██████████	██████████
[4]	Disconnects	██████████	██████████	██████████	██████████	██████████
[5]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[6]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[7]	Ending DIRECTV Market Share	██████████	██████████	██████████	██████████	██████████
[8]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[9]	Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[10]	Gross Add Rate	██████████	██████████	██████████	██████████	██████████

Profit & Loss (\$k) - No LIL

Revenue:

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

Expenses:

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

Wheeling WV-Steubenville OH

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EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 4

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

Wheeling WV-Steubenville OH

Appendix P

REDACTED – FOR PUBLIC INSPECTION

EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 4

	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 will provide local-into-local in advance of DIRECTV

Number of LIL Channels 7

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

Customer Profile

[1]	TV HH	141,370	142,784	144,212	145,654	147,110
[2]	Beginning Customers	██████████	██████████	██████████	██████████	██████████
[3]	Gross Adds	██████████	██████████	██████████	██████████	██████████
[4]	Disconnects	██████████	██████████	██████████	██████████	██████████
[5]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[6]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[7]	Ending DIRECTV Market Share	██████████	██████████	██████████	██████████	██████████
[8]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[9]	Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[10]	Gross Add Rate	██████████	██████████	██████████	██████████	██████████

Profit & Loss (\$k) - No LIL

Revenue:

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

Expenses:

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

Binghamton NY

Appendix P

REDACTED – FOR PUBLIC INSPECTION

EchoStar will provide local-into-local in advance of DIRECTV

Number of LIL Channels 7

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Customers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

Expenses:

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

SAC Costs with LIL:

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] Backhaul Expenses

[82] Box replacement costs

[83] **Total Expenses:**

[84] **Cash Based OPBDA**

[85] **Cash Based OPBDA %**

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