

**Salisbury MD**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
[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					

**Bluefield-Beckley WV**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local  
Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
<b>DIRECTV Does Not Provide Satellite Local-Into-Local Service</b>					
<b>Customer Profile</b>					
[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	█	█	█	█	█
<b>Profit &amp; Loss (\$k) - No LIL</b>					
<b>Revenue:</b>					
[11] Base Package Revenue	█	█	█	█	█
[12] LIL Revenue	-	-	-	-	-
[13] Total Revenue	█	█	█	█	█
<b>Expenses:</b>					
[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>	█	█	█	█	█



**Bluefield-Beckley WV**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

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

**Revenue:**

[66] Package Revenue

**LIL Revenue:**

[67] Existing Customers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

**Expenses:**

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

**SAC Costs with LIL:**

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] **Backhaul Expenses**

[82] **Box replacement costs**

[83] **Total Expenses:**

[84] **Cash Based OPBDA**

[85] **Cash Based OPBDA %**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	████████	████████	████████	████████	████████
[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>	████████	████████	████████	████████	████████
[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] <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>	████	████	████	████	████

**Bluefield-Beckley WV**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<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					

**Terre Haute IN**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 5

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

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

**Customer Profile**

[1]	TV HH	153,308	154,841	156,389	157,953	159,533
[2]	Beginning Customers	████	████	████	████	████
[3]	Gross Adds	████	████	████	████	████
[4]	Disconnects	████	████	████	████	████
[5]	Ending Customers	████	████	████	████	████
[6]	Average Customers (2 pt avg)	████	████	████	████	████
[7]	Ending DIRECTV Market Share	████	████	████	████	████
[8]	Disconnect Rate	████	████	████	████	████
[9]	Average Gross Adds per Month	████	████	████	████	████
[10]	Gross Add Rate	████	████	████	████	████

**Profit & Loss (\$k) - No LIL**

**Revenue:**

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

**Expenses:**

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

# Appendix N

REDACTED – FOR PUBLIC INSPECTION

## Terre Haute IN

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

**Terre Haute IN**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
<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] Total Revenue					
<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 %					

**Terre Haute IN**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<b>NPV-Based on var from No LIL to With LIL cas</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					

**Wheeling WV-Steubenville OH**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels **4**

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

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

**Customer Profile**

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

**Profit & Loss (\$k) - No LIL**

**Revenue:**

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

**Expenses:**

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



**Wheeling WV-Steubenville OH**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 4

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

**Revenue:**

[66] Package Revenue

**LIL Revenue:**

[67] Existing Cutomers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

**Expenses:**

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

**SAC Costs with LIL:**

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] **Backhaul Expenses**

[82] **Box replacement costs**

[83] **Total Expenses:**

[84] **Cash Based OPBDA**

[85] **Cash Based OPBDA %**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	\$				
[67] Existing Cutomers Upgrade					
[68] Baseline Gross Adds Sell-in					
[69] Additional to Baseline Gross Adds					
[70] Total LIL Revenue					
[71] <b>Total Revenue</b>					
[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] <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>					

**Wheeling WV-Steubenville OH**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 4

	Year 2	Year 3	Year 4	Year 5	Year 6
[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					-6,009
[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					

Panama City FL

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
<b>DIRECTV Does Not Provide Satellite Local-Into-Local Service</b>					
<b>Customer Profile</b>					
[1] TV HH	137,270	138,643	140,029	141,429	142,844
[2] Beginning Customers	█	█	█	█	█
[3] Gross Adds	█	█	█	█	█
[4] Disconnects	█	█	█	█	█
[5] Ending Customers	█	█	█	█	█
[6] Average Customers (2 pt avg)	█	█	█	█	█
[7] Ending DIRECTV Market Share	█	█	█	█	█
[8] Disconnect Rate	█	█	█	█	█
[9] Average Gross Adds per Month	█	█	█	█	█
[10] Gross Add Rate	█	█	█	█	█
<b>Profit &amp; Loss (\$k) - No LIL</b>					
<b>Revenue:</b>					
[11] Base Package Revenue	█	█	█	█	█
[12] LIL Revenue	-	-	-	-	-
[13] Total Revenue	\$█	█	█	█	█
<b>Expenses:</b>					
[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>	█	█	█	█	█



**Panama City FL**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

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

**Revenue:**

[66] Package Revenue

**LIL Revenue:**

[67] Existing Customers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

**Expenses:**

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

**SAC Costs with LIL:**

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] Backhaul Expenses

[82] Box replacement costs

[83] Total Expenses:

[84] **Cash Based OPBDA**

[85] **Cash Based OPBDA %**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	████	████	████	████	████
[67] Existing Customers Upgrade	██	██	██	██	██
[68] Baseline Gross Adds Sell-in	██	██	██	██	██
[69] Additional to Baseline Gross Adds	██	\$██	██	██	██
[70] Total LIL Revenue	██	██	██	██	██
[71] <b>Total Revenue</b>	████	████	████	████	████
[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] <b>Cash Based OPBDA</b>	██	██	██	██	██
[85] <b>Cash Based OPBDA %</b>	██	██	██	██	██

**Panama City FL**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<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					

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

**Profit & Loss (\$k) - No LIL**

**Revenue:**

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

**Expenses:**

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



**Binghamton NY**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

	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] Total Revenue	████████	████████	████████	████████	████████
<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 %	████	████	████	████	████

**Binghamton NY**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

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

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<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					

EchoStar provides local-into-local  
Number of LIL Channels

17

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

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

**Customer Profile**

[1]	TV HH	134,917	136,266	137,629	139,005	140,395
[2]	Beginning Customers	█	█	█	█	█
[3]	Gross Adds	█	█	█	█	█
[4]	Disconnects	█	█	█	█	█
[5]	Ending Customers	█	█	█	█	█
[6]	Average Customers (2 pt avg)	█	█	█	█	█
[7]	Ending DIRECTV Market Share	█	█	█	█	█
[8]	Disconnect Rate	█	█	█	█	█
[9]	Average Gross Adds per Month	█	█	█	█	█
[10]	Gross Add Rate	█	█	█	█	█

**Profit & Loss (\$k) - No LIL**

**Revenue:**

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

**Expenses:**

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



**Minot-Bismarck-Dickinson ND**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 17

	Year 2	Year 3	Year 4	Year 5	Year 6
<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] <b>Cash Based OPBDA</b>	████	████	████	████	████
[85] <b>Cash Based OPBDA %</b>	██	██	██	██	██

**Minot-Bismarck-Dickinson ND**

**Appendix N**

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local  
Number of LIL Channels

17

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
<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					