Elmira NY

## Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

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

Number of LIL Channels

		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	<b>:</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					

#### Jackson TN

# Appendix N REDACTED - FOR EchoStar does not and will not provide local-into-local

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite Customer Profile	e Local-Into-Local S	Service			
[1]	TV HH	69,525	70,220	70,922	71,632	72,348
[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:					
	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 %					

**Jackson TN** 

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

Number of LIL Channels

	_	Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-L	ocal Service				
	Customer Profile	ocal Sci vice				
[24]	TV HH	69,525	70,220	70,922	71,632	72,348
[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					
[24]	LIL Lift (upgrades) from No LIL					
[34] [35]	Total Customers + Lift LIL Beginning Customers					
[36]	LIL Gross Adds	<u> </u>			_	
[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] [60]	LIL Beginning Customers LIL Gross Adds					
[6U]	LIL Disconnects	_				=
[62]	Ending Customers					
	-		<u> </u>		· - <del>-</del>	
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate					I76

Jackson TN

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

	Th. 60. 0 T. (61.) \$710.1 T.T.	Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					
F//3	Revenue:					
[66]	Package Revenue				<del></del>	
	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 %					

Jackson TN

#### Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local 3

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

#### Lake Charles LA

[1]

[2]

[3] [4]

[5]

[6]

[7]

[8] [9]

Total Direct costs

Total Direct Margin

Cash Based OPBDA [23] Cash Based OPBDA %

[19] Total Direct Margin % [20] SAC Costs - No LIL

[21] Total Expenses:

[10] Gross Add Rate

Revenue: [11] Base Package Revenue

[12] LIL Revenue [13] Total Revenue Expenses: [14] Programming Costs

[15] Bad Debt [16] Customer related

[17]

[18]

[22]

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

	Number of LIL C	hannels	4		
	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satell	ite Local-Into-Local S	Service			
Customer Profile					
TV HH	97,541	98,516	99,502	100,497	101,502
Beginning Customers					
Gross Adds					
Disconnects					
Ending Customers					
Average Customers (2 pt avg)					
Ending DIRECTV Market Share					-
Disconnect Rate				_	
Average Gross Adds per Month		_	_	_	_
Gross Add Rate	_				
Profit & Loss (\$k) - No LIL					
Revenue:					
Base Package Revenue					
LIL Revenue					_ =
Total Revenue					
Expenses:					
Programming Costs					
Bad Debt					
Customer related					
Total Direct costs					

Lake Charles LA

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

				•		
	- -	Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-	Local Service				
[24]	Customer Profile TV HH	97,541	98,516	00.502	100 407	101 502
[24] [25]	Beginning Customers	97.341	98,316	99,502	100,497	101,502
[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  Total Customers + Lift				<del></del>	
[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					190
[00]				<del></del>	<del></del>	180

#### Lake Charles LA

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

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL	<del>-</del>				
	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]						
[85]	Cash Based OPBDA %					-

Lake Charles LA

## Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

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

		<b>Уеаг 2</b>	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					

#### Watertown NY

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

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite L	ocal-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	91,111	92,022	92,942	93,872	94,810
[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]	-					
[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 %					

Watertown NY

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

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-	I ocal Sarvica				
	Customer Profile	Local Selvice				
[24]	TV HH	91,111	92,022	92,942	93,872	94,810
[25]	Beginning Customers	72,121	72,022	72,772	75,072	74,010
[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	1				
[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					
	-					<del></del>
[63]	Average Customers (2 pt avg)				_	
[64]	LIL Penetration					_
[65]	Disconnect Rate					184

#### Watertown NY

#### 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
	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			<u> </u>		
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]						
[79]						
[80]	Total SAC Costs					
[81]	Backhaul Expenses	_	_	_		_
[82]	Box replacement costs			_		
[83]	Total Expenses:					
[84]	Cash Based OPBDA		_			
[85]	Cash Based OPBDA %					

Watertown NY

## Appendix N

REDACTED - FOR PUBLIC INSPECTION

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

Number of LIL Channels

		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 ca	se				
[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					

**Rapid City SD** 

[22]

Cash Based OPBDA Cash Based OPBDA % EchoStar provides local-into-local

**Number of LIL Channels** 

14 Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTV Does Not Provide Satellite Local-Into-Local Service Customer Profile** TV HH 98,416 99,400 100,394 101,398 [1] 102,412 **Beginning Customers** [2] [3] Gross Adds [4] Disconnects **Ending Customers** [5] Average Customers (2 pt avg) [6] Ending DIRECTV Market Share [7] [8] Disconnect Rate [9] Average Gross Adds per Month Gross Add Rate [10] 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 Total Direct Margin [19] Total Direct Margin % SAC Costs - No LIL [21] Total Expenses:

Rapid City SD

[65] Disconnect Rate

EchoStar provides local-into-local

	Rupid City 52	Number of LIL Cl		14		
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Int	o-Local Service				
	Customer Profile	20.44	22.122			
[24]	TV HH	98,416	99,400	100,394	101,398	102,412
[25]	Beginning Customers					
[26]	Gross Adds					
[27]	Disconnects Ending Customers					
[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]	LlL Beginning Customers	•		_		
[36]	LIL Gross Adds			1	•	· •
[37]	LIL Disconnects					
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penctration					
[41]	Disconnect Rate					
	LIL Call in Name Constant and No. LIL					
F421	LIL Sell-in New Customers No LIL Total Customers + Lift					
[42] [43]		_				
[44]	LIL Beginning Customers LIL Gross Adds	<u>-</u>				
[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					
[5I]	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	_		_		
	Tatal I II Castonia					
[EOI	Total LIL Customers Total Customers + Lift					
[58] [59]	LIL Beginning Customers					
[60]	LIL Gross Adds					
[61]	LIL Disconnects					
[62]	Ending Customers					
	-					
[63]	Average Customers (2 pt avg)					-
[64]	LIL Penetration					

**Rapid City SD** 

Appendix N
EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	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]						
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses		_	_	_	_
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]						
[85]	Cash Based OPBDA %					

Rapid City SD

## Appendix N

REDACTED - FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels

		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					

#### Marquette MI

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

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	91,296	92,209	93,131	94,062	95,003
[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]	LlL 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 %					

Marquette MI

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

	Number of LIL Channels 7					
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into	o-Local Service				
	Customer Profile					
[24]	TV HH	91,296	92,209	93,131	94,062	95,003
[25]	Beginning Customers	-				
[26]	Gross Adds					_
[27] [28]	Disconnects Ending Customers					
	Average Customers (2 pt avg)					
[29] [30]	Ending Penetration					
[31]	Disconnect Rate		_		_	
[32]						,
[33]	Average Gross Adds per Month Gross Add Rate	_	_	<u> </u>		_
[55]	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds			•	•	
[37] [38]	LIL Disconnects Ending Customers					
_	_					
[39]	Average Customers (2 pt avg)					
[40] [41]	LIL Penetration Disconnect Rate					
[41]	Disconnect Rate					
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds					
[45] [46]	LIL Disconnects Ending Customers					
	_	_				
[47]	Average Customers (2 pt avg)					
[48] [49]	LIL Penetration Disconnect Rate	_				
[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] [54]	LIL Disconnects 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					
[6I]	LIL Disconnects					
[62]	Ending Customers					_
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					_
[65]	Disconnect Rate	_		_		192

#### Marquette MI

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

		Yеаг 2	Year 3	Year 4	Year 5	Year 6
	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]	0 0	_				
[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 %	_			_	

Marquette MI

[95] IRR

#### 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

#### Alexandria LA

Total Expenses:

Cash Based OPBDA Cash Based OPBDA %

[21]

[23]

#### 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 **DIRECTY Does Not Provide Satellite Local-Into-Local Service** Customer Profile [1] TV HH 95,068 96,019 96,979 97,949 98,928 [2] **Beginning Customers** [3] Gross Adds Diseonneets [4] **Ending Customers** [5] Average Customers (2 pt avg) [6] **Ending DIRECTV Market Share** [7] Diseonneet Rate [8] [9] Average Gross Adds per Month [10] Gross Add Rate Profit & Loss (\$k) - No LIL Revenue: [11] Base Paekage Revenue [12] LIL Revenue [13] Total Revenue Expenses: [14] Programming Costs [15] Bad Debt [16] Customer related **Total Direct costs** [17] Total Direct Margin [18] [19] Total Direct Margin % [20] SAC Costs - No LIL

#### Alexandria LA

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

	Number of LIL Channels 7					
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into	o-Local Service				
[24]	Customer Profile TV HH	95,068	96,019	04.070	07 040	00 020
[24] [25]	Beginning Customers	95,008	90,019	96,9 <b>7</b> 9	9 <b>7</b> ,949	98,928
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					
[31]	Disconnect Rate					
					<del>_</del> _	
[32]	Average Gross Adds per Month	_				_
[33]	Gross Add Rate LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	<del>-</del> -					
[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]						
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds					
[45]	LIL Disconnects Ending Customers					
[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 I II Customer					
[50]	Total LIL Customers Total Customers + Lift	<u></u>	<u></u>			
[58] [59]	LIL Beginning Customers					
[60]	LIL Gross Adds	<u>-</u>				
[61]						
[62]						
	-	- <del></del>				
[63]						
[64]					-	
[65]	Disconnect Rate					196

#### Alexandria LA

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
	Profit & Loss (\$k) - With LIL				_	
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in	_				
[6 <del>9</del> ]	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]						
[85]	Cash Based OPBDA %					

Alexandria LA

## Appendix N

REDACTED - FOR PUBLIC INSPECTION

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

Number of LIL Channels

er 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					

#### Jonesboro AR

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

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite L	ocal-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	91,682	92,599	93,525	94,460	95,405
[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 Revenuc					
[12]	LIL Revenue		<u> </u>	<u>_</u>		
[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] [23]	Cash Based OPBDA Cash Based OPBDA %					