Clarksburg-Weston WV

EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-	Local Service		-		
	Customer Profile					
[24]	TV HH	111,734	112,851	113,980	115,120	116,271
[25]	Beginning Customers					
[26]	Gross Adds Disconnects					
[27] [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					_
[5 I]	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 III Customore					
[C 0]	Total LIL Customers Total Customers + Lift					
[58] [59]						
[59] [60]	LIL Gross Adds					
. [61]						
[62]	Ending Customers					
	•					
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate					148

Clarksburg-Weston WV

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]		_				_
[68]	Baseline Gross Adds Sell-in	_				_
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	-					
[73]				_		
[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 %				_	

Clarksburg-Weston WV

[95] IRR

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 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

Yuma AZ

EchoStar does not and will not provide local-into-local Number of LIL Channels 8

		Year 2	Year 3	Year 4	Ycar 5	Year 6
	DIRECTV Does Not Provide Satellite Customer Profile	e Local-Into-Local S	Service			
[1]	TV HH	103,463	104,498	105,543	106,598	107,664
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects					_
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_				
[9]	Average Gross Adds per Month	_		_	_	_
[10]	Gross Add Rate	_			_	
	Profit & Loss (\$k) - No LIL		-			
	Revenue:					
[11]						
[12]	LIL Revenue			ı		
[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]						

Yuma AZ

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

8

Number of LIL Channels

Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTV Provides Satellite Local-Into-Local Service Customer Profile** [24] TV HH 103,463 104,498 105.543 106,598 107,664 [25] **Beginning Customers** [26] Gross Adds [27] Disconnects [28] Ending Customers Average Customers (2 pt avg) [29] [30] **Ending Penetration** Disconnect Rate [31] Average Gross Adds per Month [32] Gross Add Rate [33] 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 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** Average Customers (2 pt avg) [63] LIL Penetration [64] [65] Disconnect Rate

Yuma AZ

EchoStar does not and will not provide local-into-local Number of LIL Channels 8

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

Yuma AZ

Appendix N

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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					
[87]	Cash Flows-With LIL		_			
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					
[95]	IRR					

Missoula MT

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

		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	109.404	110,498	111,603	112,719	113,846
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_				_
[9]	Average Gross Adds per Month	_	_	_		_
[10]	Gross Add Rate					_
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	-					
[12]	L1L Revenue					
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs				_	
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %	_				

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Appendix N

Missoula MT

EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into- Customer Profile	Local Service				
[24]	TV HH	109,404	110,498	111,603	112,719	113,846
[25]	Beginning Customers	102, 104	110,490	111,005	112,717	115,640
[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	ı				
[36] [37]	LIL Gross Adds LIL Disconnects			<u>•</u>	<u>-</u>	<u> </u>
[38]	Ending Customers					
[50]	Litting 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	_				_
[16]	LIL Disconnects					
[62]	Ending Customers					
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate					156
						1.70

Missoula MT

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]		_			_	
[68]	Baseline Gross Adds Sell-in			_		_
[69]						
[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					= 0
[83]	<u>-</u>					
[84]						
[85]	Cash Based OPBDA %					

Missoula MT

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels

Year 2 Year 3 Year 4 Year 5 Year 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					

Utica 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 Does Not Provide Satellite	Local-Into-Local S	Service			
	Customer Profile	-				
[1]	TV HH	109,114	110,205	111,307	112,420	113,544
[2]	Beginning Customers					
[3]	Gross Adds				-	_
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share	_				
[8]	Disconnect Rate					_
[9]	Average Gross Adds per Month	_	_		_	_
[10]	Gross Add Rate	_				
	Profit & Loss (\$k) - No LIL					
	Revenue:					
	Base Package Revenue					
	LIL Revenue		•	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 %					

Utica NY

EchoStar does not and will not provide local-into-local 5

Number of LIL Channels

Year 2 Year 3 Year 4 Үеаг 5 Year 6 **DIRECTV Provides Satellite Local-Into-Local Service Customer Profile** TV HH 109,114 110,205 [24] 111,307 113,544 112,420 [25] Beginning Customers Gross Adds [26] [27] Disconnects [28] Ending Customers [29] Average Customers (2 pt avg) [30] **Ending Penetration** Disconnect Rate [31] [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 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 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] LlL Disconnects [62] Ending Customers Average Customers (2 pt avg) [63] LIL Penetration [65] Disconnect Rate 160 **•**

Utica NY

Appendix N REDACTED - FOR EchoStar does not and will not provide local-into-local Number of LIL Channels 5

•		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]						
[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 %					

Utica 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					
[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					

Billings MT

Appendix N
EchoStar provides local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local	Service			
	Customer Profile					
[1]	TV HH	105,464	106,519	107,584	108,660	109,746
[2]	Beginning Customers				_	
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate					
[9]	Average Gross Adds per Month	-		-	_	
[10]						
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	_					
[12]						
[13]	Total Revenue					
	Expenses:					
	Programming Costs					
[15]						
	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 %					

Appendix N

Billings MT

EchoStar provides local-into-local Number of LIL Channels

		Number of LIL Cl	hannels	6		
•		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Int	o-Local Service				
50.41	Customer Profile	105.464	107.510	107.504	100 //0	100 746
[24]		105,464	106,519	107,584	108,660	109,746
[25]	Beginning Customers Gross Adds					
[26] [27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					
[31]	Disconnect Rate					
			<u>—</u> —			
[32]	Average Gross Adds per Month					
[33]	Gross Add Rate LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]						
[35]	LIL Beginning Customers		_	_		
[36]	LIL Gross Adds	_		•		•
[37]	LIL Disconnects		_		_	_
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)	_				
[40]				_		
[41]	Disconnect Rate					
`						
	LIL Sell-in New Customers No LIL					
[42]						
[43]		•				
[44]						
[45] [46]	LIL Disconnects Ending Customers	<u> </u>				
[40]	Ending Customers					
[47]						
[48]	LIL Penetration					
[49]	Disconnect Rate					
	LIL Sell-in New Customers Lift from No LIL					
[50]						
[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			_	_	
L J						
	Total LIL Customers					
[58]						
[59]		•				
[60]	LIL Gross Adds	_				
[61]						
[62]	Ending Customers					
[63]	Average Customers (2 pt avg)					
[64]						
[65]	Disconnect Rate					164

Billings MT

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]						
[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 %					

Billings MT

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Appendix N
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						
[05]	IDD						

Quincy IL-Hannibal MO-Keokuk IA

EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local	Service			
	Customer Profile					
[1]	TV HH	104,441	105,485	106,540	107,606	108,682
[2]	Beginning Customers					
[3]	Gross Adds					_
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share			_		
[8]	Disconnect Rate		_	_		
[9]	Average Gross Adds per Month	_	_	_	_	_
[10]	Gross Add Rate				_	
	Profit & Loss (\$k) - No LIL					
	Revenue:					
	Base Package Revenue					
[12]	LIL Revenue					•
[13]	Total Revenue					
	Expenses:					
[14]	e e					
[15]		_	_			
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL		_		_	_
[21]	Total Expenses:	_				
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

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Appendix N

Quincy IL-Hannibal MO-Keokuk IA

EchoStar provides local-into-local Number of LIL Channels

Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTV Provides Satellite Local-Into-Local Service Customer Profile** [24] TV HH 104,441 105,485 106,540 107,606 108,682 [25] **Beginning Customers** [26] Gross Adds Disconnects [27] [28] Ending Customers [29] Average Customers (2 pt avg) [30] **Ending Penetration** [31] Disconnect Rate Average Gross Adds per Month [32] [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 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 Average Customers (2 pt avg) [47] [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) 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 Average Customers (2 pt avg) LIL Penetration [64] Disconnect Rate [65]

Quincy IL-Hannibal MO-Keokuk IA

EchoStar provides local-into-local Number of LIL Channels

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

Quincy IL-Hannibal MO-Keokuk IA

Appendix N

REDACTED - FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels

IL 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 does not and will not provide local-into-local Number of LIL Channels 5

•		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	97,743	98,720	99,708	100,705	101,712
[2]	Beginning Customers					
[3]	Gross Adds					_
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_				
[9]	Average Gross Adds per Month				_	_
[10]	Gross Add Rate					
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue					
[12]				•	•	•
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt					
[16]						
[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 does not and will not provide local-into-local

Number of LIL Channels

Year 2 Year 3 Year 4 Year 5 DIRECTV Provides Satellite Local-Into-Local Service	Year 6
DIDECTY Dravides Catallite Legal Into Legal Corvins	
Customer Profile	
TV HH 97,743 98,720 99,708 100,705	101,712
Beginning Customers	101,712
Gross Adds	
Disconnects	
Ending Customers	
Average Customers (2 pt avg)	
Ending Penetration	
Disconnect Rate	
•	
Average Gross Adds per Month	_
Gross Add Rate	
LIL Customers	
LIL Lift (upgrades) from No LlL Total Customers + Lift	
LIL Gross Adds	
LIL Disconnects	
Ending Customers	
Average Customers (2 pt avg)	
LIL Penetration	
Disconnect Rate	
LIL Sell-in New Customers No LIL	
Total Customers + Lift	
LIL Beginning Customers	-
LIL Gross Adds	
LIL Disconnects	
Ending Customers	
Average Customers (2 pt avg)	
LIL Penetration	
Disconnect Rate	
LIL Sell-in New Customers Lift from No LIL	
Total Customers + Lift	
LIL Beginning Customers	_
LIL Gross Adds	
LIL Disconnects	
Ending Customers	
Average Customers (2 pt avg)	
LIL Penetration	
Disconnect Rate	
Total LIL Customers	
Total Customers + Lift	
LIL Beginning Customers	
] LIL Gross Adds	_
LIL Disconnects	
Ending Customers	
Average Customers (2 pt avg)	
LIL Penetration	
Disconnect Rate	172