9

Appendix N

Cheyenne WY-Scottsbluff NE

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	20000 201 1200				
[24]	TV HH	54,497	55,042	55,592	56,148	56,710
[25]	Beginning Customers	_				
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)			_		
[30]	Ending Penetration					
[31]	Disconnect Rate	_		_		
[32]	Average Gross Adds per Month	_	_	_	_	
[33]	Gross Add Rate	_		_		
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35] [36]	LIL Beginning Customers LIL Gross Adds	<u> </u>	_			_
[37]	LIL Disconnects		_	<u>-</u>	<u> </u>	-
[38]	Ending Customers					
	-				_ _	
[39]	Average Customers (2 pt avg)	_				_
[40]	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]	LIL Disconnects					
[46]	Ending Customers	_				
[47]	Average Customers (2 pt avg)		_			
[48]	LIL Penetration		_			
[49]	Disconnect Rate					
(50)	LIL Sell-in New Customers Lift from No LIL					
[50] [51]	Total Customers + Lift LIL Beginning Customers	_				
[51]	LIL Gross Adds	<u> </u>		_		_
[52]	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] [64]	Average Customers (2 pt avg) LIL Penetration					
[65]	Disconnect Rate					242
[00]	STO-OWNER TANK					248

REDACTED - FOR PUBLIC INSPECTION

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]	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 %					

Cheyenne WY-Scottsbluff NE

[95] **IRR**

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 cas	e				
[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				-	

Lima OH

[1] [2] [3] [4] [5]	DIRECTV Does Not Provide Satellite Customer Profile TV HH Beginning Customers Gross Adds Disconnects	Local-Into-Local S 74,642	Service 75,388	76,142	76 004	
[2] [3] [4] [5]	TV HH Beginning Customers Gross Adds	74,642	75,388	76,142	76.004	
[3] [4] [5]	Gross Adds	_			76,904	77,673
[4] [5]					-	
[5]	Disconnects		_			_
	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:					
	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 %					

Lima OH

		Number of LIL C	aanneis	/		
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into					
[24] [25] [26] [27]	TV HH Beginning Customers Gross Adds Disconnects	74,642	75,388	76,142	76,904	77,673
[28] [29] [30] [31]	Ending Customers Average Customers (2 pt avg) Ending Penetration Disconnect Rate	Ξ	=		=	Ξ
[32] [33]	Average Gross Adds per Month Gross Add Rate LIL Customers LIL Lift (upgrades) from No LIL	=	<u>-</u>	=	<u>-</u>	<u>-</u>
[34] [35] [36] [37] [38]	Total Customers + Lift LIL Beginning Customers LIL Gross Adds LIL Disconnects Ending Customers	<u> </u>	=	=	<u> </u>	<u> </u>
[39] [40] [41]	Average Customers (2 pt avg) LIL Penetration Disconnect Rate	=	=	=	=	Ξ
[42] [43] [44] [45] [46]	LIL Sell-in New Customers No LIL Total Customers + Lift LIL Beginning Customers LIL Gross Adds LIL Disconnects Ending Customers	<u>-</u>	=	=	=	=
[47] [48] [49]	Average Customers (2 pt avg) LIL Penetration Disconnect Rate	=	=	=	=	=
[50] [51] [52] [53] [54]	LIL Sell-in New Customers Lift from No LIL Total Customers + Lift LIL Beginning Customers LIL Gross Adds LIL Disconnects Ending Customers		=	=	=	=
[55] [56] [57]	Average Customers (2 pt avg) LIL Penetration Disconnect Rate	Ē	=	Ξ	=	=
[58] [59] [60] [61] [62] [63] [64]	Total LIL Customers Total Customers + Lift LIL Beginning Customers LIL Gross Adds LIL Disconnects Ending Customers Average Customers (2 pt avg) LIL Penetration	- <u>-</u>	=======================================	=======================================	=======================================	=======================================
[65]	Disconnect Rate	_				252

Lima OH

		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 %					

Lima OH

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

		Year 2	Year 3	<u> </u>	<u> </u>	Year o
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL cas	e				
[87]	Cash Flows-With LIL					_
[88]	Cash Flows-No LIL				_	
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value			_		
[94]	NPV with Terminal Value					
[95]	IRR	-				

San Angelo TX

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	1,5021 1110 250011	301 (100			
[1]	TV HH	53,912	54,451	54,996	55,546	56,101
[2]	Beginning Customers					
[3]	Gross Adds	_				
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_				
[9]	Average Gross Adds per Month		_		_	_
[10]	Gross Add Rate	_				
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	•					
[12]						
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt	_	_	_	_	_
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL	_		_		_
[21]	Total Expenses:				_	
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

San Angelo TX

EchoStar provides local-into-local Number of LIL Channels

•	<u>-</u>	Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into- Customer Profile	Local Service				
[24]		53,912	54 451	54.004	EE E16	EC 101
[25]	Beginning Customers	33,912	54,451 ———	54,996 	55,546	56,101
[26]						
[27]						
[28]	-					
[29]	Average Customers (2 pt avg)	_				
[30]	-					
[31]	Disconnect Rate		_			
[32]		_	_	_		
[33]	Gross Add Rate LIL Customers				-	
	LIL Customers LIL Lift (upgrades) from No LIL					
[34]						
[35]	LIL Beginning Customers					
[36]	- -					
[37]	LIL Disconnects	_		<u> </u>	_	_
[38]						
[39]	Average Customers (2 pt avg)	_				
[40]						
[41]	Disconnect Rate					
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]		•	_			
[44]						_
[45]						
[46]	Ending Customers					
[47]	Average Customers (2 pt avg)	_	_			
[48]						
[49]	Disconnect Rate	_				
	LIL Sell-in New Customers Lift from No LIL					
[50]						
[51]		•	_	_		
[52]		-	_	_		
[53]				<u>-</u>		
[54]	-	-		_	_	
[55]		_	_	_	_	_
[56]						
[57]	Disconnect Rate			-		
	Total LIL Customers					
[58]			_			
[59]	* *	•				
[60]			_	_		=
[61]	-					
[62]	-	_				
[63]		_				
[64]						
[65]	Disconnect Rate		_			256

San Angelo TX

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:					
_	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 %					

San Angelo TX

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					

Casper-Riverton WY

EchoStar provides local-into-local

Number of LIL Channels

DIRECTV Does Not Provide Satellite Local-Into-Local Service Customer Profile			Year 2	Year 3	Year 4	Year 5	Year 6
Customer Profile		DIRECTY Does Not Provide Satellite L	ocal-Into-Local S	Service			
TV HH			ocal into nocal	301 /100			
Beginning Customers	[1]	-	53,251	53,784	54,321	54,865	55,413
Disconnects Ending Customers		Beginning Customers	·				
Ending Customers	[3]	Gross Adds					
[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] Basc 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	[4]	Disconnects					
Finding DIRECTV Market Share Disconnect Rate Disconnect Rate	[5]	Ending Customers					
[8] Disconnect Rate [9] Average Gross Adds per Month [10] Gross Add Rate	[6]	Average Customers (2 pt avg)					
[9] Average Gross Adds per Month [10] Gross Add Rate	[7]	Ending DIRECTV Market Share		_			
10 Gross Add Rate	[8]	Disconnect Rate			_		
Profit & Loss (\$k) - No LIL Revenue: [11] Basc 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:	[9]	Average Gross Adds per Month	-	_	_	_	-
Revenue:	[10]	Gross Add Rate	_				
[11] Basc Package Revenue		Profit & Loss (\$k) - No LIL					
[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							
Expenses:	. ,	-					
Expenses: [14] Programming Costs	-						
[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:	[13]	Total Revenue					
[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:		Expenses:					
[16] Customer related [17] Total Direct costs [18] Total Direct Margin [19] Total Direct Margin % [20] SAC Costs - No LIL [21] Total Expenses:							
[17] Total Direct costs [18] Total Direct Margin [19] Total Direct Margin % [20] SAC Costs - No LIL [21] Total Expenses:				_		-	
[18] Total Direct Margin [19] Total Direct Margin % [20] SAC Costs - No LIL [21] Total Expenses:							
[19] Total Direct Margin % [20] SAC Costs - No LIL [21] Total Expenses:	[17]	Total Direct costs					
[20] SAC Costs - No LIL [21] Total Expenses:	[18]	Total Direct Margin					
[21] Total Expenses:	[19]	Total Direct Margin %					
[22] Cash Based OPBDA	[20]	SAC Costs - No LIL	_				_
	[21]	Total Expenses:					
[23] Cash Based OPBDA %	[22]						
	[23]	Cash Based OPBDA %					

Casper-Riverton WY

EchoStar provides local-into-local

Number of LIL Channels

•	_	Year 2	Year 3	Year 4	Year 5	Year 6
	DIDECTY Duonides Catallita I and Into 1	Local Comples				
	DIRECTV Provides Satellite Local-Into- Customer Profile	Local Service				
[24]	TV HH	53,251	53,784	54,321	54,865	55,413
[25]	Beginning Customers	33,231	33,764	34,321	54,605	33,413
[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]						
[35]	LIL Beginning Customers	•				_
[36]	LIL Gross Adds			•	•	•
[37]	LIL Disconnects					
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)	_	_			
[40]	LIL Penetration			_		
[4]]	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]						
[59]	LIL Beginning Customers					
[60]	LIL Gross Adds	<u>-</u> —				_
[61]	LIL Disconnects					
[62]	Ending Customers					
	_				 _	-
[63]	Average Customers (2 pt avg)					
[64] [65]	LIL Penetration Disconnect Rate					
[OD]	Discounce Nac	_				260

Casper-Riverton WY

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]	Programming Costs					
[73]	Bad Debt	_	_	_		_
[74]	Customer related					_
[75]	Total Direct costs					
[76]	Total Direct Margin	_				
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses	_		_	_	
[82]	Box replacement costs			-	_	-
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Casper-Riverton WY

Appendix N

REDACTED - FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels

	-	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	e				
[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 .					

Ottumwa IA-Kirksville MO

•		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	52,338	52,861	53,390	53,924	54,463
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_				
[9]	Average Gross Adds per Month		_	_	_	_
[10]	Gross Add Rate	-			-	
	Profit & Loss (\$k) - No LIL					
	Revenue:					
						_
[12]	LIL Revenue				•	
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt			_		-
[16]	Customer related					
[17]	Total Direct costs					_
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL	_	_		_	_
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

Ottumwa IA-Kirksville MO

	-	W	V 2	W-s - 4	Van- 5	W
	-	Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-I Customer Profile	Local Service				
[24]	TV HH	52,338	52,861	53,390	53,924	54,463
[25]	Beginning Customers			_	-	
[26]	Gross Adds	_	_			
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					
[31]	Disconnect Rate					
[32]	Average Gross Adds per Month	-	_	_	_	_
[33]	Gross Add Rate			_		
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds LIL Disconnects			•	•	•
[37] [38]	Ending Customers				 _	
[30]	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	<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					
[51]	LIL Beginning Customers	-				
[52]	LIL Gross Adds				-	_
[5 3]	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					264
						== -

Ottumwa IA-Kirksville MO

Appendix N

		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]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Ottumwa IA-Kirksville MO

Appendix N

REDACTED - FOR PUBLIC INSPECTION

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

Number of LIL Channels

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

St Joseph MO

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

Number of LIL Channels

[1] [2]	DIRECTV Does Not Provide Satellite ! Customer Profile TV HH	Local-Into-Local S	Service			
	Customer Profile					
	TV HH					
[2]		56,480	57,045	57,615	58,191	58,773
[4]	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	-	_			
	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 %					

St Joseph MO

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into- Customer Profile	-Local Service				
[24]	TV HH	56,480	57,045	57,615	58,191	<0.772
[25]	Beginning Customers	30,460	37,043	37,013	36,191	58,773
[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]						
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]						
[35]		•				
[36]					•	-
[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]						
[65]						268
						200

St Joseph MO

		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		—_	عيد		
[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 %					

St Joseph MO

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					

Presque Isle ME

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	Service			
	Customer Profile					
[1]	TV HH					
[2]	Beginning Customers					
[3]	Gross Adds					=
[4]	Disconnects					
[5]	Ending Customers					_
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_				_
[9]	Average Gross Adds per Month	_	_		_	
[10]	Gross Add Rate					
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]		_				
[12]				•	•	
[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 %					_

Presque Isle ME

		Number of Lib Ci	na micis	3		
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into Customer Profile	-Local Service				
[24]	TV HH	31,396	31,710	32,027	32,347	32,671
[25]	Beginning Customers	51,570	31,710	32,027	32,347	32,071
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)	_				
[30]	Ending Penetration	_				
[31]	Disconnect Rate	_				
[32]	Average Cross Adds per Month					_
[33]	Average Gross Adds per Month Gross Add Rate	_		_		
[55]	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] [46]	LIL Disconnects Ending Customers					_ _
ניסדן	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 LIL Gross Adds		_			
[52] [53]	LIL Gross Adds LIL Disconnects	_	_			_
[54]	Ending Customers					
[54]	_					
[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] [64]	Average Customers (2 pt avg) LIL Penetration					
[65]	Disconnect Rate					070
ادما	Discomises Rute					272