

# Domestic Telecom - Profile

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10/854-770  
EXHIBIT B

DOCUMENT NUMBER-DATE

03045 APR-18

FPSC-COMMISSION IN FRK

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# **Income Statement (\$M)**

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# **Balance Sheet (\$M)**

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# **Cash Flow Statement (\$M)**

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**Depreciation & Reserve Data (\$M)**

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# **Demand**

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# **Capital Expenditures (\$B)**

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# Revenues (\$M)

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# **Competition**

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# *Competitive Response*

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# *Create Consumer Bundles*

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# **Cost Control (\$M)**

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**New York**

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# **LD Entry**

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**Telecom Group**  
**Capital Program**

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# Telecom Group Capital Program

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# Voice vs Data Trends – CAPEX

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# **Capital Efficiency**

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# **Capital Efficiency**

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**Capital Efficiency**

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# *Trouble Report Rate*

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# Customer Care Indices

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**Trouble Report Rate**

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**FCC Reported Incidents**  
**Per Million Access Lines**

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**Unscheduled Switch**  
**Outages/100 Switches**

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# Percent Call Completions

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# Current Transport Network

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# Transport Issues

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# Transport Network Evolution

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# ***Transport Network***

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# Existing Switching Network

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# Switching Issues

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# Switching Network Evolution

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# Switching Network Evolution

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# Switch Network Deployments

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# ***Current Access Network***

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# Access Issues

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# ***Access Network Evolution***

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# Access Network Evolution

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# **DSL Lines In Service**

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# **Access Network Deployment**

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# Verizon - Debt Mix

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# Verizon Debt Portfolio- Floating vs. Fixed

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# Verizon Maturity Profile

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# Commercial Paper

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# **Debt Financing Plan**

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# **Non-Debt Cash Sources**

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# **Plan Projections**

# 2002 Financing Requirements

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17%

# **Consolidated Debt and Cash Flow** **Projections**

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# Credit Ratios

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# Summary

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**2001**

**Financing Activity-Completed**

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Index Current  
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# **New Equity Issuance**

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# **Debt and Cash Flow Projections**

*including GENUITY*

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# **Credit Ratios - VZ + Genuity**

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# Total Market for Access Lines

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# Total Market Share and Verizon Market Share

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# VZ UNE-P Volumes and Wholesale Market share

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# Margin Loss from UNEP

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# Cable Company Customer Profiles

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# Revenue Growth

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# Revenue Outlook

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# Consumer Revenues

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# Customer Bundling

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# Consumer Revenue per Customer per Month

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# General Business Revenues

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# Enterprise and Interexchange Carrier Revenues

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# Enterprise Communications Market

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# Enterprise Growth Strategy

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# Competitive Local Exchange Carrier (CLEC) Revenues

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# Growth Initiatives

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# DSL Overview

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# DSL Availability

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# DSL Market Share

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# Cable Modem vs. DSL Residential Broadband Pricing

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# Combining DSL and New Value Added Services

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# Long Distance

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# Telecom CapEx Spending

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# Capital Efficiencies

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# Continued Quality Service Levels

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- JD Power ranks VZ Highest in Customer Satisfaction among Customers who Spend >\$50 per month on LD Calls

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# Cost Reduction Initiatives

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# Summary

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## ■ Auction 35 - Objective

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### ▼ Status

- Sept. 12, 2002 - FCC issued Public Notice indicating intent to develop a process to allow winning bidders to opt-out.
  - Two scenarios entertained-complete opt-out or selective opt-out
  
- This action and Chairman Powell's comment demonstrate FCC's resolve to fix the problem.
  
- Next steps:
  - Comment period closes: Oct. 11
  - Reply comments due: Oct. 21
  - FCC decision to follow

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■ **Auction 35 - Political Support for Opt-out**

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## ■ **UNE Network Unbundling**

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### ❖ **Status**

- FCC currently reviewing all network unbundling requirements in UNE Triennial Review
  - Decision expected by end of year or early 1Q03
  - DC Circuit Court decision has added pressure to complete proceeding by 1/2/03
    - Court rejected FCC's orders establishing a national list of UNEs and requiring line sharing for broadband service
    - Court found that the FCC failed to adequately determine whether carriers were impaired when imposing unbundling requirements
    - Court stayed orders until 1/2/03, giving FCC time to complete UNE Triennial Review

# ■ **UNE Triennial Review**

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## ❖ **Expectations**

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## ❖ **UNE pricing**

### ❖ **Encouraging statements from FCC Chairman Powell**

"The greatest challenge in promoting broadband is deciding how to stimulate the enormous investment required to turn the promise of broadband into reality. In order to overcome this challenge, we must: (1) limit the risk and uncertainty of regulation; and (2) lower the cost of infrastructure investment...

This is not the time for timidity. The Commission for too long has cracked open the door, but frightened by the dark, slammed it shut again. The time now is for action." (Statement accompanying release of wireline broadband NPRM • Dec. 12, 2001)

"Broadband very likely holds the key for the long-term recovery of the telecommunications industry and for our Nation's long-term economic growth and its ability to compete on the global stage. The Commission is committed to demonstrating leadership in this area by seeing through our core broadband policy proceedings initiated at the end of last year and the beginning of this year, and we will strive to complete those proceedings by year-end." (Testimony before the Senate Commerce Committee • July 30, 2002)

# Highlights

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# *Plan Assumptions*

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# Revenues

(\$Billions)

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01-'04

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# Cash Expense

(\$Billions)

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**Cash Expense**



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**EBITDA**  
*(\$Billions)*

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**Net Income**  
*(\$Billions)*

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01-'04

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# Capital Expenditures

(\$Billions)

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# Income Statement

(\$Billions)

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**Cash Flow**  
(\$Billions)

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# Balance Sheet

(\$Billions)

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2007 2008 2009 2010

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Total Assets

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# Rating Agency View Comparison

## 2002

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# Rating Agency View Comparison

2003

(Billions)

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# Metrics

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# Summary

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**Verizon - Total Yr-End Debt**  
**2001-2004**

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# Free Cash Flow - Change in Debt

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**Verizon Medium & Long Term Debt**  
**Maturities - 1Q 2003 - 4Q 2004**

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## **2002 Debt Financing**

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**Debt Financing Plan**  
**2002 - 2004**

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# **Verizon - Projected Debt Profile**

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**Commercial Paper Balances**

**2001 - 2004**

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# **Liquidity Coverage**

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**Verizon Debt Portfolio-**  
***Floating vs. Fixed and Interest Expense***

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# **Key Credit Metrics**

***Current Outlook vs. Spring 2002 Agency View***

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# Credit Ratios

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# Summary

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# Verizon Access Line January 2000 to December 2002



## Total Access Lines & Loops

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Jan00 - Dec02  
Not to be shared outside Verizon

VERIZON INTERNAL, TELECOM FORECASTING GROUP

6/5/02

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# DSL Market Penetration



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**National Snapshot by Provider March 2002**

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## Verizon Access Line January 2000 to December 2002

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# DSL Market Penetration

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# Some Things Verizon is doing to Counterattack



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# Some Things Verizon Can Do To Be Competitive



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# Verizon ESG Counterattacks!

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# Other Things Verizon Can Do To Be Competitive

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