

ORIGINAL
ATTACHMENT B

BellSouth Telecommunications, Inc.
FPSC Docket 960833-TP
Staff's 3rd Document Request
Request for Confidential Classification
Page 1
02/10/98

**REQUEST FOR CONFIDENTIAL CLASSIFICATION OF DATA FILED IN
RESPONSE TO FPSC STAFF'S 3rd REQUEST FOR DOCUMENTS ON
JANUARY 20, 1998 IN DOCKETS 960833-TP, 960846-TP, 960757-TP**

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- OTH** _____

DOCUMENT NUMBER-DATE

02080 FEB 10 98

FPSC-RECORDS/REPORTING

PROPRIETARY RESPONSE

1 REQUEST: What was BellSouth Enterprise's pretax interest coverage ratio, total debt
2 to total capital ratio, funds from operations interest coverage ratio, and net cashflow to
3 total debt ratio for the fiscal year-ends 1994, 1995, 1996, and through the third quarter of
4 1997?

5 RESPONSE:

6 BST objects to this request on the grounds that it is not relevant to any issue in this
7 proceeding nor reasonably calculated to lead to the discovery of admissible evidence.

8 By way of further answer, BST does have a figure representing the Debt to Capital ratio
9 for BellSouth Enterprise Consolidated for the fiscal year-end 1994. This information
10 constitutes confidential proprietary business information. BST is making this
11 information available for review by the Staff subject to a notice of intent to request
12 confidential classification. BST does not have the debt to capital ratio for any of the
13 other requested periods nor any of the other items requested for BellSouth Enterprises,
14 Inc. The confidential number for the Debt to Capital ratio for BellSouth Enterprise
15 Consolidated for the fiscal year-end 1994 is

As further information, one may derive the Debt to Capital ratio for BellSouth, excluding the regulated operating companies, from publicly available information in the Consolidated Balance Sheets of BellSouth Corporation and BellSouth Telecommunications, Inc., which appear in the annual 10-K and the quarterly 10-Q forms. The derived total debt to total capital ratios is the inverse relationship to the information provided in response to Item No. 36.

Year	Debt to Capital Ratio
1994	33.37%
1995	31.29%
1996	29.88%
1997*	28.30%

* As of third quarter 1997

PROPRIETARY RESPONSE

PROPRIETARY

Reported Revenues

1 (SM)

2

3

4

5

6

7

8

	A	B	C	D	E	F
	1994	1995	1996	1997	1998	1999
% Chg Yr/Yr						

PRIVATE/PROPRIETARY:

No disclosure outside BellSouth except by written agreement

First Quarter 1997

PROPRIETARY

New Product Revenues

(M)	A	B	C	D	E	F
1						
2						
3						
4						
5						
6						
7						

	A	B	C	D	E
	1995	1996	1997	1998	1999
1 % Chg Yr/Yr					
2 % of TOR					

PRIVATE/PROPRIETARY:
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PROPRIETARY

Summary of All Competitive Impacts

Assumed Losses to Revenue

(\$M)	<u>1997</u>	<u>1998</u>	<u>1999</u>
Pre FCC Competition	A	B	C
Local Interconnect			
Wireless Interconnect			
Access Reform/USF			
Post FCC Competition			
Total Competition			

PRIVATE/PROPRIETARY:

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First Quarter 1997

CONFIDENTIAL

List of New Products

(\$000)

A B C D E F

- Complete Choice
- Area Plus w Complete Choice
- AreaPlus
- New Product Trials
- Per Use Activations
- Memory Call Enhancements
- BackUp Lines
- MultiServe
- MVCS
- Bus Main ISDN
- Pathlink ISDN
- Frame Relay & Access
- NMLI
- Voice Conferencing
- BroadBand ATM
- CDS & Access
- Smart Path (DS1 & DS3)
- Smart Gate
- DA Call Completion
- Other
- NBV - Long Distance
- NBV - Wireless
- NBV - Electronic Commerce
- Total New Product Revenue

PRIVATE/PROPRIETARY:

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First Quarter 1997