

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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BellSouth Telecommunications, Inc. Docket No. 960833-TP Staff's 3rd Set of Interrogatories November 24, 1997 Item No. 39 (Revised 01/20/98) Page 1 of 1

PROPRIETARY RESPONSE

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

5 RESPONSE:

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

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

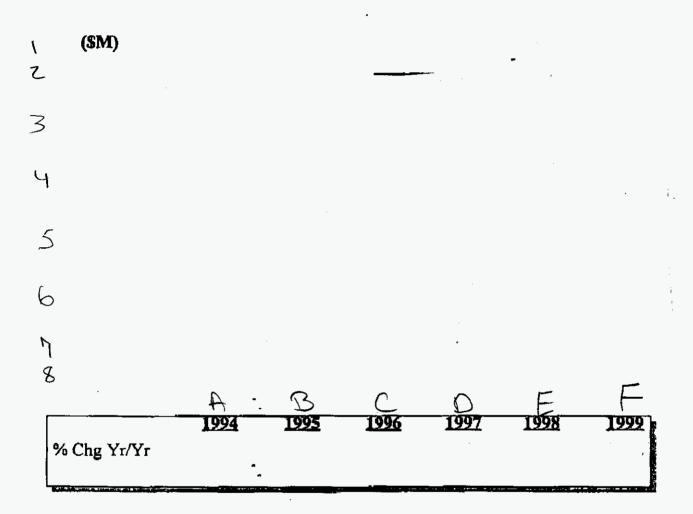
Year	Debt to Capital Ratio
1994	33.37%
1995	31.29%
1996	29.88%
1997*	28.30%

^{*} As of third quarter 1997

PROPRIETARY RESPONSE

PROPRIETARY

Reported Revenues

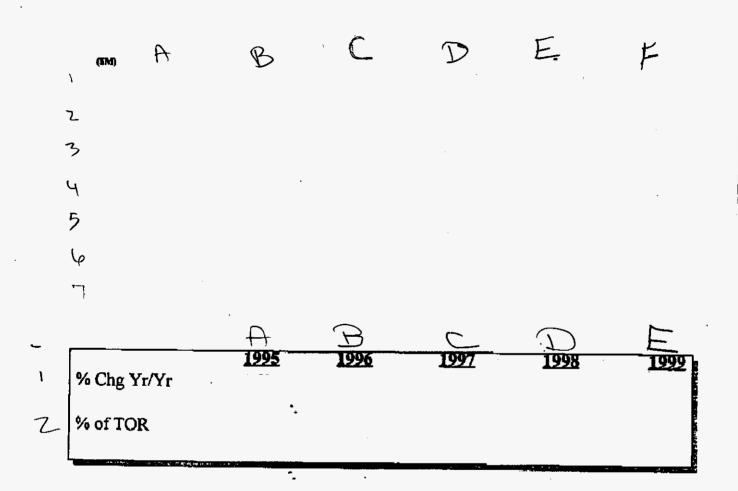


PRIVATE/PROPRIETARY:

No disclosure outside BellSouth except by written agreement

PROPRIETARY

New Product Revenues



PRIVATE/PROPRIETARY:

No disclosure outside BellSouth except by written agreement

Summary of All Competitive Impacts

Assumed Losses to Revenue

(\$M)

1997

<u> 1998</u>

<u> 1999</u>

Pre FCC Competition

Local Interconnect

Wireless Interconnect

Access Reform/USF

Post FCC Competition

Total Competition

PRIVATE/PROPRIETARY:

No disclosure outside BellSouth except by written agreement

List of New Products

(\$000)

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

Total New Product Revenue

ABCPEF

PRIVATE/PROPRIETARY:

No disclosure outside BelfSouth except by written agreement