



CABLE & WIRELESS

Our ref: GRCR/GR
21 December 2004

Mr. David Archbold,
Managing Director,
Information, Communication Technology Authority,
P.O. Box 2502GT,
3rd Floor Alissta Towers,
Grand Cayman.

Dear Mr. Archbold:

Re: Indirect Access Public Consultation (Ref: CD (2003) 7) - Interrogatories

Please find attached confidential and redacted versions of the responses by Cable and Wireless (Cayman Islands) Limited ("C&W") to the interrogatories posed by the Authority on 16 August 2004, in the above-noted public consultation. Pursuant to Regulation 3 of the *Information and Communications Technology Authority (Confidentiality) Regulations, 2003* ("Regulations"), C&W is hereby requesting that some of the information in the attached responses to interrogatories be designated "confidential".

Further to Regulation 3(b), the information is commercial or financial information, the details of which are treated consistently in a confidential manner by C&W and are not otherwise publicly available. Further to Regulation 3(d)(i), disclosure of the information can reasonably be expected to result in significant financial loss to C&W, and significant financial gain to its competitors. Further to Regulation 3(d)(ii), disclosure of the information can reasonably be expected to prejudice the competitive position of C&W.

Confidential commercial information

Further to C&W's claim under Regulation 3(b), some of the responses to interrogatories above contain detailed information on C&W's costs, revenues, traffic patterns and network development plans, among other confidential information. C&W treats such information as confidential, and does not release it to any persons other than those within the company who strictly need to know.

Financial Loss

Further to C&W's claim under Regulation 3(d)(i), C&W notes that, if this information were disclosed to the public, the result would be significant financial loss to C&W, and significant financial gain to its competitors. C&W's competitors and potential competitors would gain detailed knowledge of C&W cost and revenue structure. This would enable them to develop competitive and targeted marketing and pricing responses, which would be to C&W's significant financial loss.

Prejudice to competitive position

Further to C&W's claim under Regulation 3(d)(ii), as above, C&W notes that disclosure of the confidential information in the responses to interrogatories would provide to C&W's actual and potential competitors detailed knowledge of C&W's costs, revenues, traffic patterns and network development plans, among other confidential information. C&W's competitors and potential competitors would use this information to create marketing strategies that would more effectively respond to C&W's marketing and pricing strategies. C&W's competitive position in a highly competitive marketplace would be significantly impaired.

Measures to prevent disclosure

As noted above, the confidential information contained in C&W's responses to interrogatories have not been disclosed to the public, and disclosure has been restricted to a limited number of key individuals in the company.

Competitive services

The confidential information relates to C&W's fixed-line and mobile services. These services are offered in competitive markets characterized by the presence of several operators vigorously promoting their services to the public, with other new licensees poised to enter the market as well. Disclosure of the confidential information in the responses to interrogatories would severely prejudice C&W in respect of its fixed and mobile lines of business.

Period of time

The sensitivity of the confidential information contained in the responses to interrogatories does not diminish over time. Accordingly, C&W requests that the confidential information in the responses to interrogatories be treated as confidential on a continuing basis.

Redacted Version

Further to Regulation 4(1)(c) of the Regulations, C&W is submitting, with this letter, a redacted version of the responses to interrogatories. All confidential information has been replaced by “###”.

Please contact me should you have any questions.

Yours faithfully,
Cable & Wireless (Cayman Islands) Ltd.

Rudy B. Ebanks
Chief Regulatory and Carrier Relations Officer

c.c. Timothy Adam, Chief Executive C&W (Cayman Islands)
Erik Whitlock, VP Regulatory C&W (West Indies)
Frans Vandendries, Senior Regulatory Advisor, C&W (West Indies)