**BE39: Companies**

**A. Discussion:** Which of these companies do you or would you like to work for?

1 a family-owned company

2 a multinational company

3 your own company (be self-employed)

**B. Discussion:** Can you name a company in each of these business sectors? Is there one that you would like to work for?

• Telecommunications/Media • Food and drink • Engineering • Construction

• Another service industry • Banking and finance • Transport • Retailing

• Pharmaceuticals/Chemicals • Manufacturing • IT /Electronics • Tourism

**A. Vocabulary:** Complete the chart with the information in the box below. Then write sentences about the companies.

EXAMPLE: *Cisco Systems is an American company which supplies Internet equipment.*

American Express; container-ship operator; fashion/retail;

Finnish; Korean; Nokia; oil and gas; pharmaceuticals; Toyota; Japanese

|  |  |  |
| --- | --- | --- |
| **Company** | **Main activity** | **Nationality** |
| *Cisco Systems* | *Internet-equipment supplier* | *American* |
|  | Car manufacturer |  |
| Inditex |  | Spanish |
|  | Travel and financial service provider | American |
| Roche |  | Swiss |
| Samsung | Electronic-goods maker |  |
|  | Telecommunications |  |
| Hapag-Lloyd |  | German |
| Petrobras |  | Brazilian |

**B. Complete the sentences below with the words and phrases in the box.**

head office;

market share;

net profit;

parent company;

share price; subsidiary; turnover/revenue; workforce.

1 The amount of money a company receives from sales in a particular period is called its\_\_\_\_\_\_\_\_\_\_\_\_\_

2 The money a company makes after taking away its costs and tax is its \_\_\_\_\_\_\_\_\_\_\_\_\_

3 A company which owns another company is called a \_\_\_\_\_\_\_\_\_\_\_\_\_

4 The employees in a particular country or business are called the \_\_\_\_\_\_\_\_\_\_\_\_\_

5 The percentage of sales a company has in a particular market is its \_\_\_\_\_\_\_\_\_\_\_\_\_

6 The main building or location of a large organisation is its \_\_\_\_\_\_\_\_\_\_\_\_\_

7 The cost of a company's shares is its \_\_\_\_\_\_\_\_\_\_\_\_\_

8 A company which is more than 50% owned by another company is called a \_\_\_\_\_\_\_\_\_\_\_\_\_

**C. Complete this extract from a company report with appropriate words or phrases from the box in Exercise B.**

Financial performance

I am pleased to say the \_\_\_\_\_\_\_\_\_\_\_\_\_ has continued its excellent performance. We are changing, growing and doing well at a difficult time for the industry. \_\_\_\_\_\_\_\_\_\_\_\_\_ was €57.2 million, an increase of 15% on last year, and \_\_\_\_\_\_\_\_\_\_\_\_\_ rose by 5% to €6.4 million.

We are a highly competitive business. We have increased our \_\_\_\_\_\_\_\_\_\_\_\_\_to 20%. Consequently, our \_\_\_\_\_\_\_\_\_\_\_\_\_ has risen and is now at an all-time high of €9.6.

Increased production and strong demand have had a positive effect on our cash flow, so we are able to finance a number of new projects. We have successfully moved to our new \_\_\_\_\_\_\_\_\_\_\_\_\_ in central London. We are now planning to start full production at the recently opened Spanish \_\_\_\_\_\_\_\_\_\_\_\_\_ in October.

Finally, thanks once again to our loyal and dedicated \_\_\_\_\_\_\_\_\_\_\_\_\_. Our employees will always be our most valuable asset.

**D. Listening: 1.17** listen to the CEO reading from the company report and check your answers to Exercise C.

**E.** Now talk in the same way about your own company or one you know well. Which other companies in your country are doing well / not doing well at the moment?