

1.3 Company facts and figures

Grammar
Vocabulary
Communication skills
Pronunciation

Present simple – all forms
Large numbers
Presentations 1
Weak forms of *do* and *does*

A Vocabulary



- 1 Say these numbers. Then try to match them with items 1–5 below.

26,836,000 432 805,602
1,280 75,000,000

- 1 the price in dollars of *The Portrait of Dr Gache* by Vincent Van Gogh
- 2 the average daily sales of *The Times* (UK newspaper)
- 3 the length in metres of the Golden Gate Bridge in San Francisco
- 4 the population of Tokyo in 1998
- 5 the number of Metro stations in Paris

- 2 Here are some facts about Pizza Hut (UK). Use the words in the box to complete the sentences.

turnover	employs	market share	located
products	subsidiary	competitors	outlets

- 1 The headquarters of Pizza Hut (UK) is in London.
- 2 Their range of includes pizza, pasta, salads, and desserts.
- 3 The company 16,000 people.
- 4 Pizza Hut (UK)'s is over £300m.
- 5 Their main are Pizza Express and Ask.
- 6 They have in most large towns in Britain.
- 7 Pizza Hut (UK) is a of Tricon Global Restaurants.
- 8 Their at the moment is 6%.

B Listening

10a

- 1 Listen to the short presentation on Pizza Hut (UK). Are these statements true (T) or false (F)?
- 1 The talk is in four parts.
 - 2 Tricon Global Restaurants is a subsidiary of Pizza Hut.
 - 3 Jon Prinsell is the President of Pizza Hut (UK).
 - 4 British people do not eat many pizzas.
 - 5 Pizza Hut wants to expand.



- 2 In the talk what do these numbers refer to? Listen again and match the numbers with the correct information on the right.

- 1 300,000,000
- 2 400
- 3 16,000
- 4 80%
- 5 75,000,000
- 6 6%
- 7 10%

- a number of pizzas the company delivers
- b number of employees
- c future market share
- d present market share
- e total sales
- f number of outlets
- g percentage of the population who eat at Pizza Hut at least once a year

10b

- 3 Listen to these extracts from the presentation again and fill in the gaps.

- 1 My name is Sarah James and I'm to give a presentation on the
- 2 The of my presentation is about the company structure of Pizza Hut (UK). The second part the present activity of the company in the UK and in the I want to our future plans.
- 3, the structure. with the parent company.
- 4 Now, our present activity.
- 5 Do you any ?

LANGUAGE NOTE

Giving a talk

1 Presenting the structure of a talk

I am here to talk about / give a presentation on ...
The subject of my talk is ...
The talk is in three parts.

The first
second
last } *part looks at / is about ...*

2 Introducing each point

Right / first / now / finally ...
Let's start with / let's look at / let's talk about ...

3 Ending

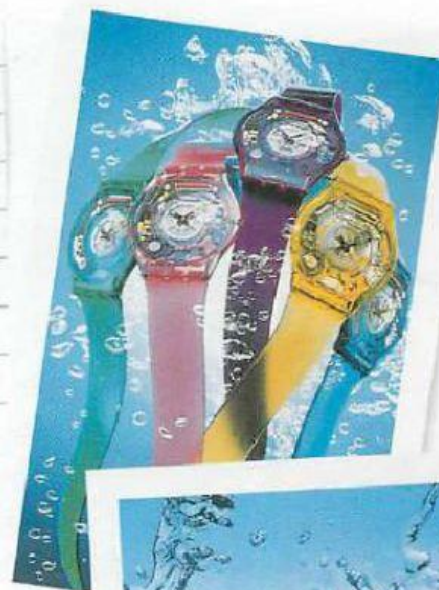
Do you have any questions?
Thank you.



C Reading

1 Look at these notes on Swiss watch manufacturers the Swatch Group.

- 1 Swatch Group - group of 16 watch companies
- 2 Swatch - quartz mechanism - only 51 parts (most other watches more than 150)
- 3 The chairman and founder - Nicolas G Hayek Senior
- 4 New collection with more than 150 watches in four ranges twice a year.
- 5 50 production centres - in Europe: France, Switzerland, - Italy, Germany - in Asia: Thailand, China, Malaysia
- 6 Most famous product - Swatch watch
- 7 Plans - components for telecommunications industry in future
- 8 The group - sell - 25% of the world's watches
- 9 Swatch - cheap, from \$35
- 10 Companies in group include Omega, Tissot, Calvin Klein, Swatch, and Flik Flak - watches and watch components
- 11 Headquarters - Biel, Switzerland
- 12 Future plans - components for entire Swiss watch industry and companies outside Switzerland
- 13 Annual sales - 118 000 000 watches
- 14 Omega - luxury watches, Tissot and Calvin Klein - middle of the range, Swatch and Flik Flak - basic watches



WRITE ABOUT SWATCH GROUP (use task 4 below)

- 4 Make a short presentation on the Swatch Group using this information and the language from the Language Note below.

LANGUAGE NOTE

Presenting a company

1 Structure and location

The company / group is called ...

It is a (French) company, based in (Paris).

It has factories / production centres / subsidiaries in ...

The Chairman / CEO / founder / owner is ...

It employs (200) people / It has (200) employees.

2 Products and customers

Their main activity is ...

The main products / customers are ... and ...

3 Results and future plans

The annual turnover is (\$30 million) with profits of (\$2 million).

The company is successful because ...

We plan to ...

E Speaking

12

- 1 Listen to the questions about your company and reply. If you don't work, choose a company you know well. If you are not sure of the answer, say *Sorry, I don't know*.
e.g. *What's the company called?* *It's called ...*
- 2 Now prepare a short presentation on your company or a company you know. Use the expressions in the Language Note and the headings below to help you.

Name

Activity

Location

Employees

Products

Production

Future plans

.....

.....

.....

You and your company 17