

# Getting to the Bottom Line

Most people know that the term "bottom line" means "the most important thing." But it's also an accounting term. It refers to the bottom line of an **income statement**. An income statement is also called a **P & L**. That means "profit and loss." A **P & L** statement shows a summary of a company's financial transactions over a period of time.

It starts with **sales revenue**. This is the money a company gets from **selling** goods. The cost of those goods is deducted from the revenue. Next the **general and administrative expenses** are deducted. Finally, **taxes** are subtracted.

The number that remains on the bottom line is called **net income**. This amount is the company's bottom line.



## Income Statement

	2010	2011
Sales Revenue	700,000	500,000
Less Cost of Goods Sold	500,000	500,000
<b>Gross Margin</b>	<b>200,000</b>	<b>0</b>
Less General and Administrative Expenses	90,000	90,000
<b>Operating Margin</b>	<b>110,000</b>	<b>(90,000)</b>
Less Taxes	7,000	5,000
<b>Net Income</b>	<b>103,000</b>	<b>(95,000)</b>

### Get Ready!

1 Before you read the passage, talk about these questions.

- 1 What information goes on income statements?
- 2 How do companies use income statements?

### Reading

2 Read the income statement and magazine article. Then, mark the following statements as true (T) or false (F).

- 1  "Bottom line" means net income.
- 2  Operating margin minus taxes is gross margin.
- 3  P & L statements show information from a period of time.

### Vocabulary

3 Match the words (1-5) with the definitions (A-E).

1 <input type="checkbox"/>	gross margin	4 <input type="checkbox"/>	P & L
2 <input type="checkbox"/>	sales revenue	5 <input type="checkbox"/>	general and administrative expenses
3 <input type="checkbox"/>	taxes		

A	a statement showing financial information for a certain period
B	money that is paid to a government
C	the costs associated with organizing and running a business
D	an amount that is calculated by subtracting cost of goods sold
E	the money that is received from selling goods or services

4 Fill in the blanks with the correct words and phrases: *operating margin, income statement, net income, selling.*

- 1 Subtract taxes from the \_\_\_\_\_ to find net income.
- 2 \_\_\_\_\_ is the act of exchanging goods for money.
- 3 \_\_\_\_\_ is the amount of money retained after all expenses
- 4 A(n) \_\_\_\_\_ is a document showing how much money was made.

5 Listen and read the income statement and article again. What is deducted from sales revenue to show the bottom line?

## Listening

6 Listen to a conversation between two accountants. Choose the correct answers.

- 1 What is the dialogue mostly about?
  - an increase in sales revenue
  - a new way to report income
  - a previous year's bottom line
  - a disappointing P & L statement
- 2 The company's bottom line dropped because
  - sales revenue decreased
  - cost of goods sold increased
  - the government raised taxes
  - there was an error in the P & L

7 Listen again and complete the conversation.

A 1: Hi, Peter. Would you like some coffee?  
A 2: No thanks. Let's get 1 \_\_\_\_\_ to business.  
A 1: OK. Have you seen the 2 \_\_\_\_\_ P & L?  
A 2: No, I haven't. What's the problem?  
A 1: Look at this! Our bottom line has really dropped. Just 3 \_\_\_\_\_ this to last year.  
A 2: I see. Sales revenue is 4 \_\_\_\_\_ down. But cost of goods sold is the same.  
A 1: So, what 5 \_\_\_\_\_ do?  
A 2: Well, first we need to 6 \_\_\_\_\_ our sales ...

## Speaking

8 With a partner, act out the roles below based on Task 7. Then switch roles.

### USE LANGUAGE SUCH AS:

*Let's get right down to business.*

*What's the problem?*

*Our ... has really ...*

**Student A:** You are an accountant. Talk to Student B about:

- a P & L statement
- low/high figures
- what to do about it

**Student B:** You are an accountant. Answer Student A's questions.

## Writing

9 Use the conversation from Task 8 and the income statement to fill out the income statement.

		INCOME STATEMENT	
		2010	2011
	Sales	800,000	600,000
	Less _____	500,000	500,000
	Gross Margin	300,000	_____
	Less General and Administrative Expenses	90,000	90,000
	Operating Margin	_____	10,000
	Less Taxes	10,000	7,000
		200,000	_____