

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.

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

- the price in dollars of *The Portrait of Dr Gachet* by Vincent Van Gogh
- the average daily sales of *The Times* (UK newspaper)
- the length in metres of the Golden Gate Bridge in San Francisco
- the population of Tokyo in 1998
- 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

- The headquarters of Pizza Hut (UK) is in London.
- Their range of includes pizza, pasta, salads, and desserts.
- The company 16,000 people.
- Pizza Hut (UK)'s is over £300m.
- Their main are Pizza Express and Ask.
- They have in most large towns in Britain.
- Pizza Hut (UK) is a of Tricon Global Restaurants.
- 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)?

- The talk is in four parts.
- Tricon Global Restaurants is a subsidiary of Pizza Hut.
- Jon Prinsell is the President of Pizza Hut (UK).
- British people do not eat many pizzas.
- 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	a number of pizzas the company delivers
2 400	b number of employees
3 16,000	c future market share
4 80%	d present market share
5 75,000,000	e total sales
6 6%	f number of outlets
7 10%	g percentage of the population who eat at Pizza Hut at least once a year

109

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

.....

.....

.....