



YOUR COMPANY



Scan to review worksheet

Expemo code:
17D1-J6C8-2PES

1 Key words

Apple- Samsung
Nike-Adidas

Match the terms on the left with the definitions on the right:

- | | | |
|-------------------|---|--|
| 1. supply | i | a. a business owned and traded by the general public |
| 2. head office | g | b. a company that is similar to another and both are in the same market |
| 3. branch | e | c. a smaller company that is owned by another bigger company |
| 4. subsidiary | c | d. before taxes and costs |
| 5. staff | h | e. one of several stores or offices that are part of a company |
| 6. annual revenue | f | f. the amount of money that a company makes in a year |
| 7. public company | a | g. the main office of a company |
| 8. gross | d | h. the people who work for a company |
| 9. competitor | b | i. to provide something that is wanted or needed, often in large quantities and over a long period of time |

NET





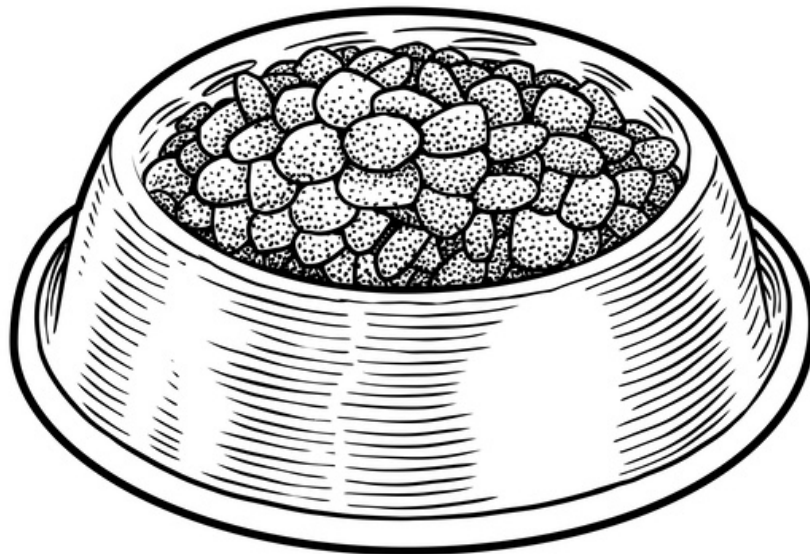
2 Company profile

Listen to the interview and complete the profile below.

Audio



Company	
Company name	Golden Prime
Head office	
Product/service	
Location of customers	in the United States and abroad
Number of branches	
Employees	
Annual revenue	
Type of company	privately-owned
Main competitor	Top Feed



**3 Interview**

Complete the dialog with the words below. Listen again to check your answers.

- abroad based deliver employ
export gross manufactured privately-owned
- A: Who do you work for?
B: I work for a company called Golden Prime.
A: What does your company do?
B: We produce and supply pet food to pet stores in the United States. But we also _____¹ some of our products abroad.
A: Where is the company _____²?
B: Our head office is in Orlando, Florida.
A: How many branches do you have?
B: We have about 10 offices in different cities in the United States and about 5 offices _____³.
A: How many people do you _____⁴?
B: Currently, we have about 50 staff.
A: What's your annual revenue?
B: Last year, our _____⁵ revenue was about \$1 million.
A: What type of pet food do you sell?
B: We mainly sell food for dogs, cats, and hamsters.
A: Do you sell online?
B: Yes, we do. Customers can order our products on our website and we _____⁶ straight to their stores from one of our warehouses.
A: Are you a public company?
B: No, we are a _____⁷ company.
A: Where are your products produced?
B: Most of our products are _____⁸ abroad, but some of them are also produced here in the United States.
A: And who are your main competitors?
B: We have a few competitors. Our main competitor is a company called Top Feed.



4

Useful expressions

Study the following expressions used for describing a company.

Headquarters

Our head office is in... We are based in...

Employees

We have about ... staff We employ ... people

Products

We produce/manufacture/sell ...

Services

We provide/offer ...

Competitors

Our main competitors are...

Customers/clients

Products: Our main customers are/include...

Services: Our main clients are/include...

Company type

We are a public company.

We are a privately-owned company.

Financial results

Last year, our gross revenue was about ... Last year, we made a profit/loss of ...

In pairs, interview each other about your companies. Ask and answer the questions below.

- Who do you work for?
- What does your company do?
- Where is your company based?
- How many branches do you have?
- How many people do you employ?
- What's your annual revenue?
- Are you a public company?
- Do you sell online?
- Who are your main customers/clients?
- Who are your main competitors?



Transcripts

2. Company profile

A: Who do you work for?

B: I work for a company called Golden Prime.

A: What does your company do?

export: send out

B: We **produce and supply pet food to pet stores in the United** States, but we also export some of our products abroad.

import: buy outside to bring to Canada

A: Where is the company based?

B: **Our head office is in Orlando, Florida.**

A: How many branches do you have?

B: We have **about 10 offices** in different cities in the United States and about **5 offices abroad.**

A: How many people do you employ?

B: Currently, we have about 50 staff.

A: What's your annual revenue?

B: Last year, our gross revenue **was about \$1 million.**

A: **What** type of pet food do you sell?

B: We mainly sell food for dogs, cats, and hamsters.

A: Do you sell online?

B: Yes, we do. Customers can order our products on our website and we deliver straight to their stores from one of our warehouses.

big room/building where you can store material, products, tools

A: Are you a public company?

B: No, we are a privately-owned company.

manufacture :to make to produce

A: Where are your products produced?

B: Most of our products are manufactured abroad, but some of them are also produced here in the United States.

A: And who are your main competitors?

B: We have a few competitors. Our main competitor is a company called Top Feed.



Key

1. Key words

1. i 2. g 3. e 4. c 5. h 6. f 7. a 8. d
9. b

2. Company profile

Play the audio file or use your mobile device to scan the QR code (make sure you have a QR code reader app installed and can access the Internet on your device).

Profile

Head office: Orlando, Florida

Product/service: Pet food

Number of branches: 15

Employees: 50

Annual revenue: \$1 million

3. Interview

1. export
2. based
3. abroad
4. employ
5. gross
6. deliver
7. privately-owned
8. manufactured

4. Useful expressions

Go through the expressions in the box with the class and clarify any confusion. Provide any other expressions you think will be useful to your students. Students interview each other in pairs. If they work for the same company, you can have them ask each question taking turns so that they don't repeat each other's answers.