



13 –COMPANY FINANCE MANAGEMENT – Discussing Financial results

Chief Financial Officer: Well, we can be pretty proud of the group **turnover** this year...Our worldwide teams did a real great job. We need to present those key **figures** to the annual **seminar** in Morocco this year...

Sales & Marketing Director: Indeed, they did really well in those last twelve months. Our Asia Pacific teams substantially **increased** the area **turnover** by 20% up from + 5% last year

Chief Financial Officer: The relevant **pie chart** highlights the split per group of countries: Hong Kong/Mainland China/Taiwan **contributed** 50 % in that **increase**, Korea/Japan + 5 Vietnam/Thailand/Cambodia 15% – Indonesia/Philippines/Malaysia 15%.

Sales & Marketing Director: Let's look into Japan/Korea into more details. I had expected better performance from this young Doraet. Their first **quarter** sell out figures initially looked very promising with a **peak** at 50 000 units sold per week in March, as shown in these monthly sales **bar chart**

Chief Financial Officer: However the following quarter shows a considerable slump, due to a major **port workers' strike** adding up to the **gruelling customs and quarantine regulations** in Japan

Sales & Marketing Director: Indeed that substantial **plunge** was hopefully followed by a **steady pick up** throughout the third and fourth quarters. The final **loss** for this area **amounts** in 1.2 million € at **the constant rate of exchange**

Chief Financial Officer: Let's now move to our regional **bandleader's** figures: Hong Kong / China...

Sales literally **soared** for Chinese New year in February at 70 000 units per week, and continued to **gain** until the last quarter. Yearly sales reached the sum of 3 540 000, 00 €, **an all-time high!** I believe this positive **trend** will continue into the next year

the C.F.O (n.abbr): The Chief Financial Officer
the customs and quarantine regulations (n.pl.): les règlements de douanes et quarantaine
the bandleader (n.): un chef d'orchestre – un meneur
the annual revenue, the turnover (n.) : le chiffre d'affaires annuel
the figures (n.pl): les chiffres, les résultats
the net profit (n.): le profit opérationnel
the operating margin (n.) : la marge opérationnelle
the staff turnover (n.): la rotation des équipes
the sales figures (n.pl): les chiffres de ventes

a port workers'/ dockers' strike (n.) : grève des dockers

a financial quarter (n.): un trimestre financier

a pick-up (n.): une reprise

a bar chart (n.): un graphique

a pie chart (n.): un camembert

an all-time high/low (n.) : une hausse/baisse record

a plunge (n.) (v.): une chute

a peak (n.): un maximum, un sommet

a trend (n.): une tendance

a loss of (n.): une perte de

an increase, a decrease in (n.) : une augmentation, une diminution de, du

a loss of (n.): une perte de

to contribute the sum of (v.): apporter, participer à hauteur de...€

to contribute in something(v.): participer, travailler à

to increase by ...% (v.): Augmenter de ...%

to decrease by ...% (v): diminuer de ...%

to go up from...% to ...%(v.): passer de ...% à ...%

to amount to ...€ (v.) s'élever à...€

to split by range (v.): différencier, séparer par gamme
to remain (v.)steady, stable, constant, unchanged: demeurer constant, stable, inchangé

to grow – to climb – to improve - to strengthen (v.):

Augmenter – grimper – s'améliorer – se renforcer

to lower – to weaken - to decline – to dip (v.):

Baisser – faiblir – décliner – plonger

to shoot up - To leap – to jump – to rocket (v.):

Décoller – bondir – exploser

to sink – to plummet – to plunge – to fall (v.):

Couler – dégringoler - plonger – chuter

to rebound – to rally – to recover (v.)

rebondir – revenir – s'améliorer – revenir en scène

to peack (up) (v.): culminer

gruelling, tedious (adj.) : lourd, long, pesant

sharp(adj.): net(te) – **Sharply** (adv.) : nettement

slight(adj.): Léger – **Slightly** (adv.): légèrement

steady, gradual(adj.): constant(te), graduel, progressif

steadily (adv.): constamment

significant, considerable, dramatic (adj.):



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Sales & Marketing Director: Thanks to the company sales **incentive scheme**, they will be **rewarded** a whole leisure week in Paris next year. That should encourage the neighbouring subsidiaries to join the bandwagon ...

Chief Financial Officer: **All in all**, Asia Pacific Area's total revenue surged one third from last year to 350 000 000 , 00 €. The group's **operating profit** more than doubles to €1.28bn in 2014, **at adjusted exchange rate**. Our shareholders should be very **satisfied with** this ...

important, considérable, dramatique
sudden, quick, brutal (adj.): Soudain, rapide, brutal

In the amount of ...€: d'un montant de ...€

At the constant, fixed, or adjusted rate of exchange :
à taux de change constant, fixe, ou ajusté

All in all (loc.adv.): Dans l'ensemble