



COMPANY FINANCE MANAGEMENT – Discussing Financial results

<p>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...</p>	<p>the C.F.O (n.abbr): The Chief Financial Officer the customs and quarantine regulations (n.pl.) the bandleader (n.) the annual revenue, the turnover (n.) the figures (n.pl) the net profit (n.) the operating margin (n.) the staff turnover (n.) the sales figures (n.pl)</p>
<p>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</p>	<p>a port workers'/ dockers' strike (n.) a financial quarter (n.) a pick-up (n.) a bar chart (n.) a pie chart (n.) an all-time high/low (n.) a plunge (n.) (v.) a peak (n.) a trend (n.) a loss of (n.) an increase, a decrease in (n.) a loss of (n.)</p>
<p>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%.</p>	<p>to contribute the sum of (v.) to contribute in something(v.) to increase by ...% (v.) to decrease by ...% (v) to go up from...% to ...%(v.)</p>
<p>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</p>	
<p>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</p>	
<p>Sales & Marketing Director: Indeed that</p>	



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

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 ...

to amount to ...€ (v.)

to split by range (v.)

to remain (v.) **steady, stable, constant, unchanged**

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

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

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

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

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

to peack (up) (v.)

gruelling, tedious (adj.)

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

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

steady, gradual(adj.)

steadily (adv.)

significant, considerable, dramatic (adj.)

sudden, quick, brutal (adj.)

In the amount of ...€:

At the constant, fixed, or adjusted rate of exchange

All in all (loc.adv.)