



Your company

Lesson code: KH8Z-ULIB-9CSE-2

PRE-INTERMEDIATE

1 Key words

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

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

2 Company profile

Listen to the interview and complete the profile below.



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 dialogue with the words below. Listen again to check your answers.

abroad
export

based
gross

deliver
manufactured

employ
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?

