

Company Presentation

Listen and complete the following notes:

- Type of products:
- Market:
- Turnover:
- Location of the parent or holding company:
- Number of companies in the group:
- Number of employees:
- Joint venture partner:

Philips UK Limited manufactures electronic and electrotechnical products for industry and private consumers. The company has 16 factories in England and Wales and sells its products through retail outlets all over the UK. Philips UK Limited is a subsidiary of Philips NV, a multinational with its headquarters in Eindhoven, the Netherlands. The group employs 304,800 staff worldwide and has a turnover of 24,560 million ECUs.

Company structure

ICL is a subsidiary of Fujitsu.

Fujitsu is the parent company of ICL.

The group

consists of

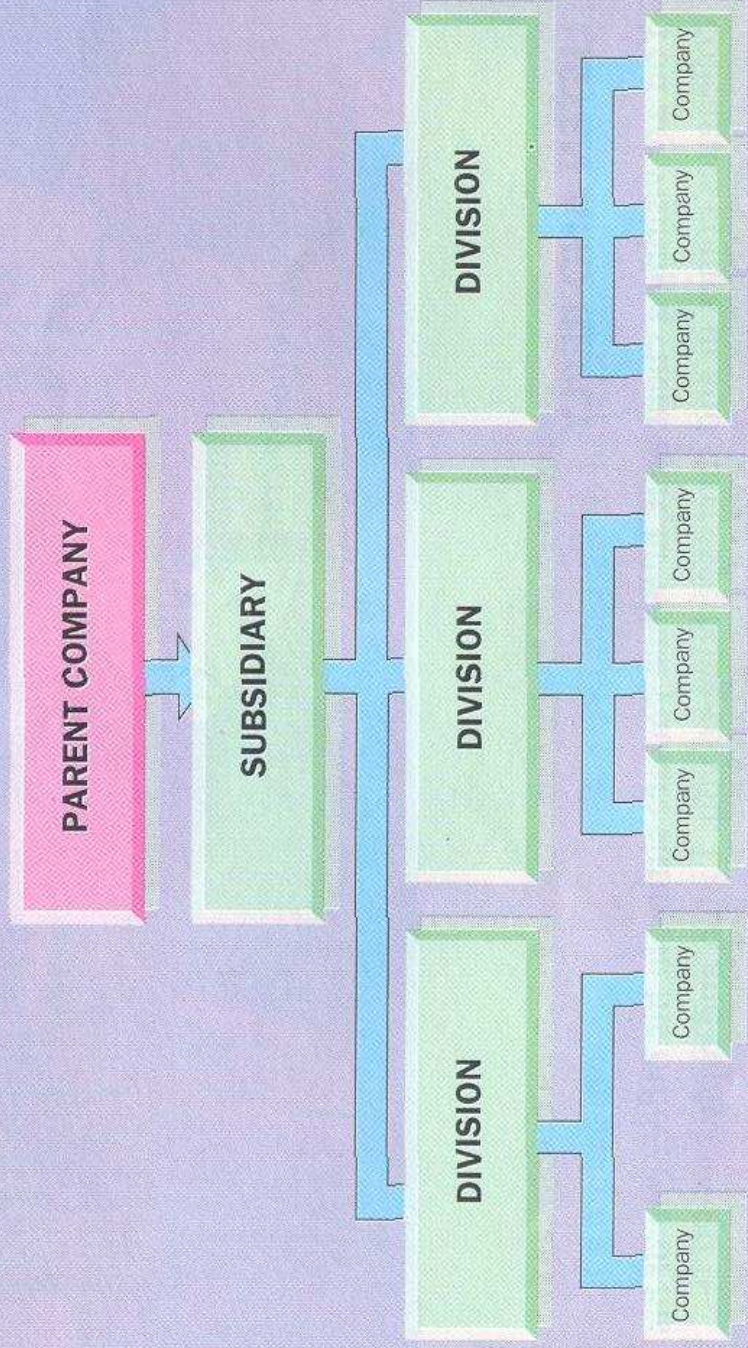
twenty-nine companies.

*is made up of
is divided into*

three divisions.

operates in

six target markets.



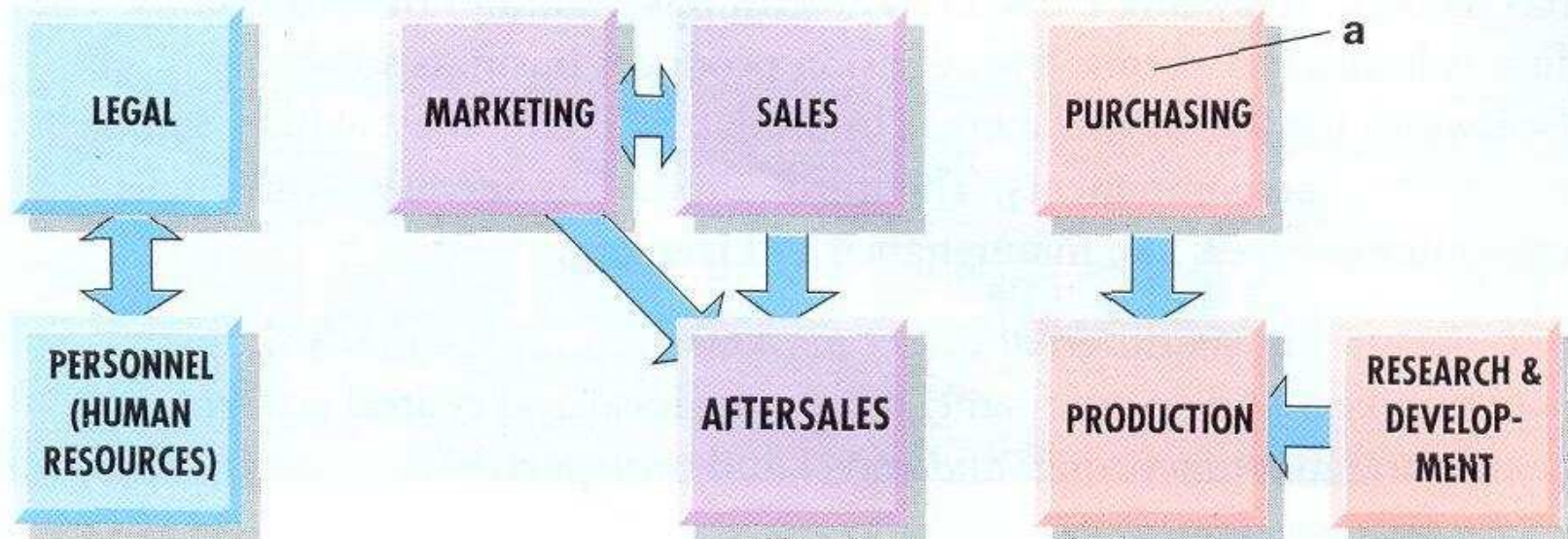
Fill in the spaces using the words below:

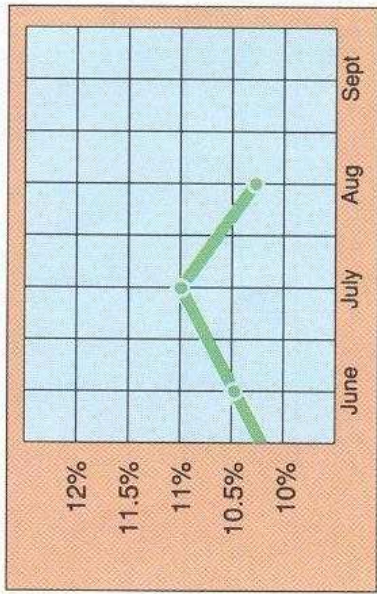
divided into; subsidiary; division; retail; manufactures; employs;

ICL is a of Fujitsu, which is an 82% shareholder in the company. The company a total of 24,000 people. ICL group consists of twenty-nine autonomous companies. Each company has its own Managing Director. The group is three divisions. The first is Industry Systems. This division produces business solutions (software) for ICL's customers. The second is Technology, which computers and components. The third is Services, which sells computer services, like maintenance and training. ICL operates in six different target markets: - that's shops, supermarkets and so on; financial services; local and central government; healthcare; manufacturing; and travel and transport.

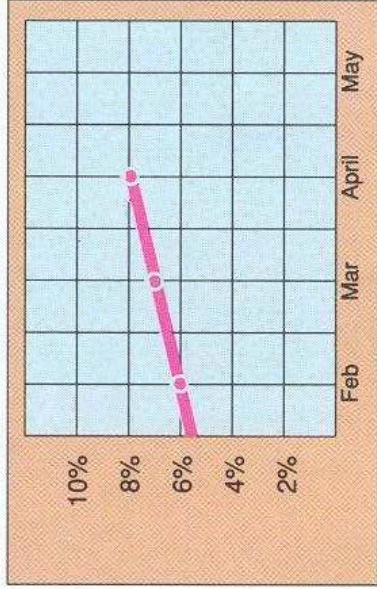
**Eight people are describing their job.
Match the people (a-h) with the department
they work in. The first one is done for you**

- a) We buy raw materials and equipment for the company.
- b) We help if a client has problems with a product.
- c) If there is a problem with a contract, we deal with it.
- d) We recruit and train staff.
- e) We study and test possible new products.
- f) We find potential clients for new products and organize advertising campaigns.
- g) We manufacture the products.
- h) We sell the products.

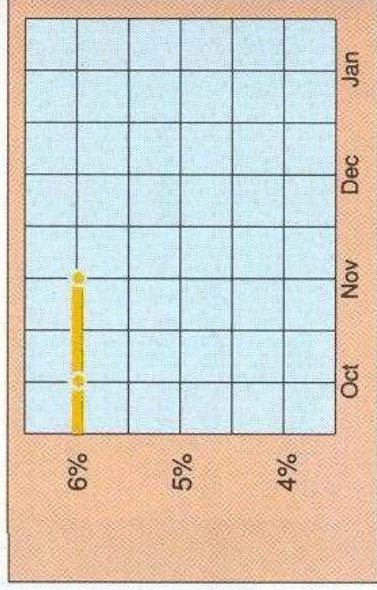




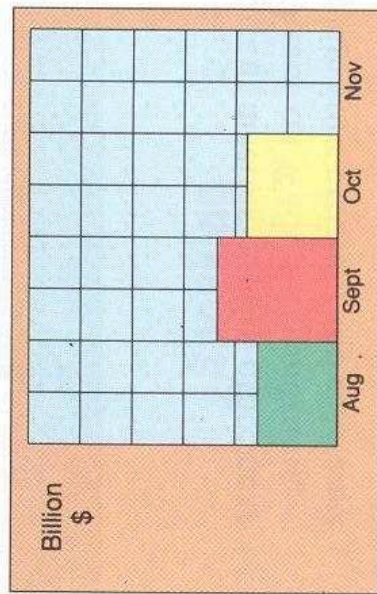
1 The rate of unemployment increased to 11% in September.



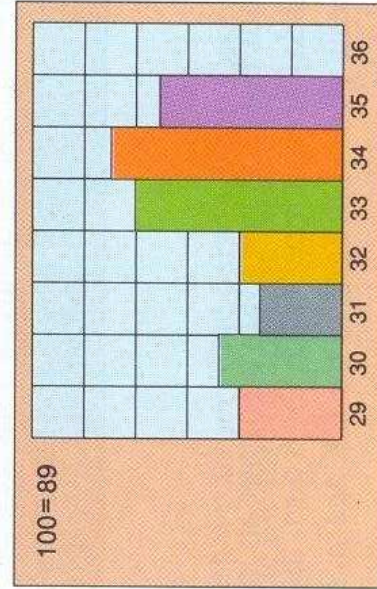
2 Interest rates decreased by 2% in May.



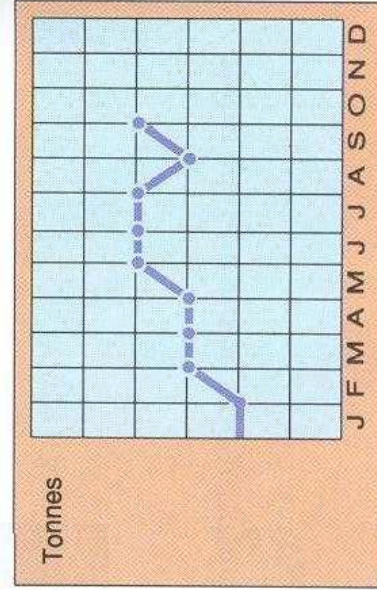
3 Inflation went down from 5.5% in December to 5% in January.



4 Consumer spending rose sharply in November.



5 The retail price index went up slightly in week 36.



6 Production fell steadily in the last quarter of the year.

Describing trends

to go up to increase to rise to climb to improve	an increase a rise a climb an improvement	to go down to decrease-to fall to decline	a decrease a fall a decline
to get better		to get worse	
to level out to stabilize to stay the same			
to reach a peak to reach a maximum to peak	a peak	to reach a low point to hit bottom	a trough
to undulate to fluctuate	an undulation a fluctuation		

Describing the speed of change

- a dramatic
 - a marked increase / fall
 - a significant
 - a slight
-
- to increase / fall dramatically / markedly /
slightly / significantly

Increase/ rise/ go up
Decrease/ fall/ go down

Our market share -1 %

Customer satisfaction +27%

Energy costs per unit -1 %

The number of new products -6 %

Spending on training + 26%

Wages + 15%

Share prices -9 %

Exports to Japan +5%

Spending on research and development + 9 %

Prices of raw materials - 4 %

Productivity + 6 %

Dividends + 10 %

Distribution costs + 18%

The number of employees - 4 %

Energy bills +5 %

Our turnover+ 8%

Glossary

Limited company; Limited liability company (Ltd)

Middle-sized company

Government owned company

Joint stock company (JSC)

Banking Company

Finance institution; finance company

Holding company

Investment Company

Commercial company; trading company

Patent company

Multinational company

Public corporation

Family company