



Conversation

Business facts & figures – Exercise

Fill in the gaps in this presentation.

Right, let's start by ... **looking at** ... last year's figures. As you can see in this, sales were strong the year with the of Q3, where there was a 13% in sales revenue to the previous quarter. This was partly to the restructuring of the sales department, and partly to falling demand., we ended the year on target mainly to the fantastic in export sales in the first and second quarters.

Now, to this year's performance, you can see that exports saved the last year, they've so far us down this year. Let's take a at each of the first three quarters.

Here are the figures for Q1. As clearly here, our export sales fell in that quarter. I believe this was largely of the very strong pound, which had an effect on UK exports as a , as a of a rise in our domestic sales, we were only 5% below our Since Q1, exports have been increasing, but they're still the level they'd last year at this time.

As you're, exports have historically 40 to 45% of our Currently, they at only 35%, with domestic sales for the remaining 65%.



O.K. on to the second quarter now, you can see that, to Q1, export sales rose by only 4% domestic sales by 22%. this upward in both markets, we did not manage to our sales for the quarter.

Now, we're almost at the end of Q3, and the results are significantly better than last year's third quarter, we're still slightly our for the year.

To finish, let's have a look at our projections for the of the year. The for Q4 is quite promising. We've just a large order from Sweden, which that the export market is again. This is obviously to the rather weak pound. We also our sales to by at least another 6% in the next quarter.

So, I'm quite about our goals by the end of the year. Having that, as some of the countries we export to are still in, we cannot further losses of export revenue., I would that we start looking for some new clients as a net.