# BEC Word List

Vocabulary List

| Vocabulary and example | Write it |
|---|---|

**revenue** n. /ˈrevənjuː/

the money a company receives from selling goods or services

**Family:** revenues (pl.) **Use it with:** generate revenue · advertising revenue

Online **revenue** grew by 25% last year.
25%

**profit** n. /ˈprɒfɪt/

the money left after all costs have been paid

**Family:** profitable (adj.) · profitability (n.) **Use it with:** make a profit · net profit · gross profit **Tip:** You make a profit, not earn a profit.

The company made a **profit** of 3 million yuan.
300

**loss** n. /lɒs/

money lost when costs are higher than income

**Family:** lose (v.) **Use it with:** make a loss · heavy losses · loss-making (adj.)

The shop made a **loss** in its first year.

**margin** n. /ˈmɑːdʒɪn/

the difference between the cost of making something and its price

**Use it with:** profit margin · low margins

Luxury goods have high profit **margins**.

**budget** n. /ˈbʌdʒɪt/

a plan of how much money can be spent on something

**Family:** budget (v.) **Use it with:** over budget · within budget · cut the budget

The marketing **budget** for next year is 500,000 yuan.
500,000

**forecast** n./v. /ˈfɔːkɑːst/

a statement about what is likely to happen, based on information

**Family:** forecast (past and past participle) **Use it with:** sales forecast · forecast growth

The sales **forecast** for June looks good.



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**fixed costs** phrase /fɪkst kɒsts/

costs that stay the same however much a company produces, such as rent

**Tip:** The opposite is variable costs.

Rent and salaries are our biggest **fixed costs**.

**variable costs** phrase /ˈveərɪəbl kɒsts/

costs that change with the amount a company produces

Materials and energy are **variable costs**.

**overheads** n. /ˌəʊvəˈhedz/

the regular costs of running a business, such as rent and electricity

**Family:** overhead (AmE) **Use it with:** reduce overheads · high overheads

Moving to a smaller office cut our **overheads**.

**break even** phrase /breɪk ˈiːvən/

to have income equal to costs, so there is no profit or loss

**Family:** break-even point (n.) **Use it with:** break-even point

The new café should **break even** after eighteen months.

**cash flow** phrase /kæʃ fləʊ/

the money coming into and going out of a business

**Use it with:** cash flow problems · positive cash flow

Late payments from customers hurt our **cash flow**.

**investment** n. /ɪnˈvestmənt/

money put into a business or project to make a profit later

**Family:** invest (v.) · investor (n.) **Use it with:** make an investment · return on investment

The new machines were a good **investment**.

**return** n. /rɪˈtɜːn/

the profit you get from an investment

**Use it with:** return on investment · a good return

The project gave a **return** of 12% in its first year.
12%

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**asset** n. /'æset/

something valuable that a company owns, such as buildings or money

**Family:** assets (pl.) **Use it with:** fixed assets · sell assets

The company's **assets** include three factories.

**debt** n. /det/

money that is owed to another person or organisation

**Family:** debtor (n.) **Use it with:** pay off a debt · in debt

The firm is trying to reduce its **debt**.

**expenses** n. /ek'spensɪz/

money spent while doing your job, which your employer pays back

**Family:** expense (n.) **Use it with:** claim expenses · expense account

Keep your receipts so you can claim your travel **expenses**.

**dividend** n. /'dɪvɪdend/

a part of a company's profit paid to the people who own its shares

**Use it with:** pay a dividend · dividend payment

The company paid a **dividend** of 1.5 yuan per share.
1.5

**gross** adj. /grəʊs/

before tax or costs are taken away

**Use it with:** gross profit · gross income **Tip:** Gross is before; net is after.

His **gross** salary is 20,000 yuan a month.
20,000

**net** adj. /net/

after tax or costs are taken away

**Use it with:** net profit · net income

**Net** profit fell to 1.2 million yuan.
120



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**figures** n. /'fɪgəz/

numbers, especially official numbers about money or sales

**Family:** figure (n.) **Use it with:** sales figures · latest figures

The sales **figures** for May are on page 3.
3

**financial year** phrase /faɪ'nænʃl jɪə/

a twelve-month period that a company uses to calculate its accounts

**Family:** fiscal year (AmE)

Our **financial year** ends on 31 March.
3 31

**audit** n./v. /'ɔːdɪt/

an official check of a company's financial records

**Family:** auditor (n.) **Use it with:** carry out an audit · internal audit

An external **audit** takes place every year.

**cut** v./n. /kʌt/

to reduce something, especially an amount of money

**Family:** cut (past and past participle) **Use it with:** cut costs · cut prices · spending cuts

We need to **cut** costs by 10%.
10%

**economise** v. /ɪ'kɒnəmaɪz/

to spend less money by using things more carefully

**Family:** economical (adj.) **Use it with:** economise on **Tip:** AmE: economize. Economic = about the economy; economical = saves money.

We **economised** by printing on both sides of the paper.

**cost-effective** adj. /kɒst ɪ'fektɪv/

giving good results for the money spent

Online training is more **cost-effective** than classroom courses.

| Vocabulary and example | Write it |
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**funding** n. /ˈfʌndɪŋ/

money provided for a particular purpose

**Family:** fund (v./n.) **Use it with:** raise funding · government funding

The start-up received **funding** from two banks.

**venture capital** phrase /ˈventʃə ˈkæpɪtl/

money invested in a new company that may grow fast but is risky

**Family:** venture capitalist (n.)

The app was paid for with **venture capital**.



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