BEC Word List

Vocabulary List

Vocabulary and example	Write it

revenue n. /'revənjuː/

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.
去年在线**收入**增长了 25%。

profit n. /'prɒfɪt/

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.
这家公司获得了 300 万元的**利润**。

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.
这家商店第一年出现了**亏损**。

margin n. /'mɑːdʒɪn/

the difference between the cost of making something and its price

Use it with: profit margin · low margins

Luxury goods have high profit **margins**.
奢侈品的利润**率**很高。

budget n. /'bʌdʒɪt/

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.
明年的营销**预算**是 500,000 元。

forecast n./v. /'fɔːkɑːst/

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.
六月的销售**预测**看起来不错。

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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**.
租金和工资是我们最大的**固定成本**。

variable costs phrase /ˈveərɪəbl kɒsts/

costs that change with the amount a company produces

Materials and energy are **variable costs**.
材料和能源是**可变成本**。

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**.
搬到较小的办公室降低了我们的**日常运营费用**。

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.
这家新咖啡馆应该在十八个月后实现**收支平衡**。

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**.
客户延迟付款影响了我们的**现金流**。

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**.
购买这些新机器是一项不错的**投资**。

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.
这个项目第一年的**回报率**为 12%。

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Vocabulary and example	Write it

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.
公司的**资产**包括三家工厂。

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**.
这家公司正努力减少**债务**。

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**.
请保留收据，以便报销差旅**费用**。

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.
公司支付了每股 1.5 元的**股息**。

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.
他的**税前**工资是每月 20,000 元。

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.
净利润降至 120 万元。

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Vocabulary and example	Write it

figures n. /ˈfɪgəz/

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.
五月的销售**数据**在第 3 页。

financial year phrase /faɪˈnænʃl jɪə/

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

Family: fiscal year (AmE)

Our **financial year** ends on 31 March.
我们的**财年**于 3 月 31 日结束。

audit n./v. /ˈɔːdɪt/

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.
每年都会进行一次外部**审计**。

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%.
我们需要把成本**削减** 10%。

economise v. /ɪˈkɒnəmaɪz/

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.
我们通过双面打印来**节省开支**。

cost-effective adj. /kɒst ɪˈfektɪv/

giving good results for the money spent

Online training is more **cost-effective** than classroom courses.
在线培训比课堂课程更**划算**。

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Vocabulary and example	Write it

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.
这家初创公司获得了两家银行的**资金**支持。

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**.
这个应用的开发资金来自**风险投资**。

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