

- **1. The first part of the text (lines 1-4) describes the general situation of the company. The main reason for the decline in sales is the increase in competition from new entrants in the market.**
- **2. The second part of the text (lines 5-8) discusses the impact of the economic downturn on the company's performance. The decrease in consumer spending has led to a significant drop in demand for the company's products.**
- **3. The third part of the text (lines 9-12) outlines the company's strategy to overcome these challenges. The management has decided to focus on cost reduction and product diversification to maintain profitability.**
- **4. The fourth part of the text (lines 13-16) details the specific measures implemented to reduce costs. This includes streamlining operations, renegotiating contracts with suppliers, and optimizing the production process.**
- **5. The fifth part of the text (lines 17-20) describes the results of the cost-cutting measures. The company has managed to reduce its operating expenses by 15% over the past six months, which has helped to stabilize its financial position.**
- **6. The sixth part of the text (lines 21-24) discusses the company's efforts to diversify its product line. By introducing new products and services, the company aims to attract a broader customer base and reduce its dependence on a single market.**
- **7. The seventh part of the text (lines 25-28) concludes the report by summarizing the company's overall performance and outlook. Despite the challenges, the company remains optimistic about its future prospects and is committed to long-term growth.**

Questions for Oral Answers

1. **What is the main reason for the decline in sales mentioned in the first part of the text?**
2. **How has the economic downturn affected the company's performance according to the second part of the text?**
3. **What strategy has the company adopted to overcome the challenges described in the third part of the text?**
4. **Which specific measures have been implemented to reduce costs as mentioned in the fourth part of the text?**
5. **What are the results of the cost-cutting measures according to the fifth part of the text?**
6. **How is the company diversifying its product line as described in the sixth part of the text?**
7. **What is the overall outlook for the company as summarized in the seventh part of the text?**
8. **What are the key challenges the company is facing, and how are they being addressed?**
9. **How has the company managed to stabilize its financial position despite the challenges?**
10. **What are the long-term goals of the company, and how does it plan to achieve them?**
11. **What is the company's commitment to long-term growth, and how does it plan to maintain profitability?**

